You’ll find it all right here:

The economic development authorities throughout the U.S. listed here can help you attract businesses to your area and to your developments.

This annual guide includes sources, key people to contact and Web site addresses. It also outlines many of the myriad incentives available, ranging from energy saving rebates, state and local enterprise zones, bond financing, public/private initiatives and training assistance. Plus, site selection and financing help and assistance in navigating approvals.

**CANADA**

**Calgary Economic Development**
Annie Korver
akorver@calgaryeconomicdevelopment.com
www.calgaryeconomicdevelopment.com
731 1st Street SE
Calgary, AB T2G 2G9
(403) 221-7824

Calgary Economic Development is an opportunity-maker, helping to spark and fuel Calgary's growth. Our job is to connect people with resources that can help them grow their careers or businesses, thrive in new locations or markets, and feel at home in our community. We offer a wealth of information and we tirelessly promote Calgary, in Canada and around the world.

**UNITED STATES**

**Arizona**

**Arizona Commerce Authority**
Kevin J. Sullivan
Kevins@azcommerce.com
www.azcommerce.com
333 N. Central Avenue, Suite 1900
Phoenix, AZ 85004
(602) 845-1278

Arizona Commerce Authority - Creates quality jobs Expands existing business Attracts new business. In Arizona, our focus is unmistakable. Foster the most desirable corporate climate in the country while armed with the most competitive incentives package, engage in aggressive, global competition ... and win.
California

City of Hesperia
Steven J. Lantsberger
Economic Development
9700 Seventh Avenue
Hesperia, CA 92345
(760) 947-1906
Located in California’s Inland Empire, Hesperia offers miles of available 1-15 frontage, lucrative Enterprise Zone benefits, rail access, and lower acquisition costs. Riverside is “helping business create jobs for our community.”

Colorado

Jefferson County Economic Development Corporation
Michelle Claymore
mclaymore@jeffcoedc.org
www.jeffcoedc.org
1667 Cole Boulevard, Suite 400
Golden, CO 80401
(303) 202-2965
Jefferson County Economic Development Corporation (Jeffco EDC) represents Jefferson County, Colorado—the western corridor of metropolitan Denver. Jeffco EDC prepares individual proposals and services for domestic and international companies looking for a premier business location in the Colorado Rocky Mountains.

Florida

Seminole County Economic Development
John F. Krug
jkrug@seminolecountyfl.gov
www.businessinseminole.com
1055 ADA Drive, Suite 148
Heathrow, FL 32746
(407) 665-7134
Nothing adds to productivity and profit than having your company in the right location. Lately, more and more companies are discovering the location is Seminole County. A superior lifestyle, the state’s best school system and weekends that make the work week worthwhile.

Georgia

Metro Atlanta Chamber
Hans Gant
hgant@macoc.com
www.MetroAtlantaChamber.com
235 Andrew Young International Blvd, NW
Atlanta, GA 30303
(404) 586-8456
Metro Atlanta Chamber = Jobs, Connections, Results Everything we do—from recruiting businesses to Atlanta from all over the world, to tackling issues that affect our competitiveness is about creating jobs and prosperity to help Atlanta thrive.

to provide services to stimulate economic development and assist in the development process for all new, relocating and expanding businesses. Riverside is "helping business create jobs for our community."
and Baltimore. Bowie’s proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed. The City’s Economic Development Office is ready to help with your business and development location needs, whether it is current market information, introductions to key officials in the development or site location process, or just general information about business opportunities.

Frederick County Business Development and Retention Department
Helen Riddle
hriddle@frederickcountymd.com
12 East Church Street
Frederick, MD 21701
(301) 600-1058
The Frederick County Business Development & Retention Department (BDDR) serves as the primary contact for businesses who are interested in expanding and relocating to Frederick County. BDDR assists businesses with all facets of their projects including site selection, permitting, financial assistance and workforce issues.

Howard County Economic Development Authority
Lawrence Twele
ltwele@hceda.org
www.hceda.org
6761 Columbia Gateway Drive, Suite 500
Columbia, MD 21046
(410) 315-6500
The Authority is a public-private partnership promoting economic growth and stability by supporting existing businesses and those interested in locating in Howard County.

Morris County Economic Development Corporation
James D. Jones
jjones@morriscountyedc.org
www.morriscountyedc.org
325 Columbia Turnpike, Suite 101
Florham Park, NJ 07932
(973) 539-8270
The Morris County Economic Development Corporation, a division of the Morris County Chamber of Commerce, is dedicated to growing the economy of Morris County, New Jersey through programs and services that result in business attraction, creation, retention, expansion and transition.

New Jersey

Gloucester County Department of Economic Development
Lisa Morina
lmorina@co.gloucester.nj.us
www.gloucestercountynj.gov
115 Budd Boulevard
West Deptford, NJ 08096
(856) 384-6930
The Gloucester County Department of Economic Development works to attract and retain quality employers, train eligible employees, enhance and rehabilitate existing housing and aid municipalities in community improvements.

New York

Operation Oswego County
L. Michael Treadwell
oc@oswegocounty.org
www.oswegocounty.org
44 W. Bridge St.
Oswego, NY 13126
(315) 343-1545
Operation Oswego County, Oswego County’s designated economic development agency, provides assistance with accessing special incentive programs, financial packaging, site selection as well as specialized research and technical assistance.
Ohio

Buckeye Power Inc.
Dennis Mingyar
dmingyar@buckeyepowersites.com
6677 Busch Boulevard
Columbus, OH 43229
(800) 282-6962
Buckeye Power provides comprehensive economic development services to 77 of Ohio’s 88 counties. A resource for 25 local electric cooperatives, Buckeye Power provides site selectors and business owners with site location assistance. Contact Dennis Mingyar at dmingyar@buckeyepowersites.com or (614) 430-7876.

Columbus Region
Kenny McDonald
km@columbusregion.com
150 S Front St., Suite 200
Columbus, OH 43215
(614) 225-6060
The Columbus Region is one of the fastest growing metro areas in the Midwest. Columbus 2020 is your business location resource, focused on growing the Region’s economy through public-private partnership and by leveraging the Region’s talented workforce, small and large businesses, research and academic institutions, and international connections.

Oregon

City of Hillsboro
Mark Clemmons
mark.clemmons@hillsboro-oregon.gov
150 E. Main Street
Hillsboro, OR 97123
(503) 681-6229
Hillsboro, Oregon is home to global technology and advanced manufacturing companies including Intel, SolarWorld, TriQuint Semiconductor, Genentech/Roche USA, DeMarini/Wilson Sports and Columbia Industries. The City provides economic development services to developers and companies who’d like to grow with us.

Pennsylvania

Penn-Northwest Development Corporation
Randy P. Seitz
rpseitz@penn-northwest.com
24 Avalon Court, Suite 100
Mercer, PA 16137
(724) 662-3705
Penn-Northwest Development Corporation is a private, non-profit economic development corporation focused on the attraction and retention of business and industry in the Mercer County, Pennsylvania area.

Oklahoma

Tulsa Regional Chamber
Jim Fram
jimfram@tulsachamber.com
www.GrowMetroTulsa.com
One W. Third Street, Suite 100
Tulsa, OK 74103
(918) 560-0231
Tulsa’s Future, the Tulsa Regional Chamber’s privately-funded economic development initiative, unites a record-setting 24 organizations representing 15 northeastern Oklahoma communities and counties. Services include complete and confidential site location services for the region.

Penn-Northwest Development Corporation
Randy P. Seitz
rpseitz@penn-northwest.com
24 Avalon Court, Suite 100
Mercer, PA 16137
(724) 662-3705
Penn-Northwest Development Corporation is a private, non-profit economic development corporation focused on the attraction and retention of business and industry in the Mercer County, Pennsylvania area.

Search ExUrban Ohio

When it comes to commercial property, ExUrban Ohio offers the best of both worlds—city proximity with rural savings. And now, you can search quickly and efficiently at BuckeyePowerSites.com. We maintain a powerful online search tool, giving you real-time, third party-verified details on available property in ExUrban Ohio.

For more information, call 1-800-282-6962, email Dennis Mingyar at dmingyar@buckeyepower.com or visit www.BuckeyePowerSites.com.
South Carolina

Santee Cooper
Sam Bennett
Sam.bennett@santee cooper.com
www.scprimesite.com
One Riverwood Drive
Moncks Corner, SC 29461-2901
(843) 761-8000 ext. 4052
Santee Cooper is South Carolina’s largest power producer, providing electricity to 2 million people and businesses directly and through the state’s 20 electric cooperatives. By partnering our low-cost, reliable power and development opportunities with our state’s attractive tax base, relocation incentives and an unparalleled quality of life graced with Southern hospitality, Santee Cooper powers South Carolina.

Texas

Allen Economic Development Corporation
Harry Whalen
hwhalen@allentx.com
www.allentx.com
700 Central Expressway South, Suite 210
Allen, TX 75013
(972) 727-0250
AEDC assists companies locating to Allen (located 12 miles north of Dallas on US 75) a community known for its high tech and corporate headquarters. For qualified companies, the AEDC can provide relocation assistance, tax abatement, triple Freeport inventory exemption, infrastructure assistance and job training.

Cedar Hill Economic Development Corporation
Allison J. H. Thompson
allison.thompson@cedarhilltx.com
www.cedarhillledc.com
285 Uptown Blvd., Bldg 100
Cedar Hill, TX 75104
(972) 291-5132 ext.3
Cedar Hill offers an array of incentives tailored to the project including Triple Freeport Tax exemption, cash incentives, paid real estate commissions, redundant fiber, optics, competitive land prices, job training assistance, relocation assistance, incentives for job creation, and infrastructure development.

City of Dallas
City of Dallas - Office of Economic Development
J. Hammond Perot
Joseph.Perot@DallasCityHall.com
www.dallas-ecodev.org
1500 Marilla Street, Room 5C
South Dallas, TX 75201
(214) 670-1685
The City of Dallas Office of Economic Development stimulates economic development and leads the City’s business and real estate development efforts. Our staff facilitates access to City programs and services that assist in business expansion and/or relocation within the Dallas city limits. The office provides assistance in the following program areas: Corporate Site Selection, Business Expansion and Retention, Retail Recruitment, Redevelopment Initiatives, International Business, and Small and Minority Business Assistance.

City of Sugar Land
Regina Morales
rmorales@sugarlandtx.gov
www.sugarlandcedc.com
2700 Town Center Blvd. N
Sugar Land, TX 77479
(281) 275-2229
The City of Sugar Land is one of the top locales for business relocation and expansion, due to a highly educated workforce, aggressive economic development program, excellent access to the Gulf Coast and one of the lowest tax rates in Texas. The Office of Economic Development has a number of resources to assist your new/existing business to grow, expand or relocate. Our highly qualified staff understand the importance of response requirements in the site selection process and deliver on time.

City of Dallas - Office of Economic Development
The Colony Economic Development Corporation
Keri Samford
edc@thecolonytx.org
www.thecolonyedc.org
6800 Main Street
The Colony, TX 75056
(972) 624-3127
The Colony is ideal for locating your retail, corporate headquarters, light assembly, or distribution facility. We are centrally located 25 minutes north of Downtown Dallas on S. H. 121 (Sam Rayburn Tollway) 15 minutes east of DFW Airport, 7 minutes east of I-35 E and 5 minutes west of Dallas North Tollway.

Virginia

City of Fairfax Economic Development
Geoff Durham
gdurham@fairfaxva.gov
www.fairfaxva.gov
10455 Armstrong Street, Room 207
Fairfax, VA 22035
(703) 385-7862
Promotes the city’s office and retail spaces to business prospects and vacant commercial properties to developers. Assists businesses in their location decisions and processing through the city’s administrative procedures. Serves as facilitator for existing businesses in working through issues with city policies. Contact us at: www.fairfaxva.gov or www.fairfaaccess.org

Greater Ft. Bend Economic Development Council
Jack Belt/Jeff Wiley
jbelt@fortbendcounty.org
www.fortbendcounty.org
1 Fluor Daniel Drive
Sugar Land, TX 77478
(281) 242-0000
As a public-private partnership, we are the leading advocates of economic vitality, quality development, and quality of life issues in Ft. Bend County, Texas.

Loudoun County Economic Development
Thomas Flynn
thomas.flynn@loudoun.gov
www.loudoun.gov
1 Harrison Street, SE MSC #63, 5th Floor
Leesburg, VA 20175
(703) 777-0426
WELCOME TO D.C.’S TECHNOLOGY CORRIDOR. The highest concentration of tech workers in the United States isn’t in Silicon Valley; it’s right here in Northern Virginia. Just 30 miles west of Washington, D.C., Loudoun, Virginia boasts a wide variety of commercial building product perfectly suited for your next business endeavor. With our front-door access to Dulles International Airport, availability of a highly-educated workforce, abundant fiber, affordable and reliable power, and favorable Virginia tax environment - it’s clear why companies including Raytheon, Rockwell Collins, Orbital and the world’s top data center operators call Loudoun home. Join them and watch your business thrive.
Rosslyn Business Improvement District
Cecilia Cassidy
ccassidy@rosslynva.org
www.rosslynva.org
1911 N. Myer Drive, Suite LL-10
Arlington, VA 22209
(703) 522-6628
The Rosslyn BID’s mission is to create an exciting, urbane commercial and cultural center in Arlington, Virginia. Within Rosslyn’s 17-block core, we promote economic development; plan commercial developments; sponsor community events; and maintain the public realm.

Stafford County Department of Economic Development & Tourism
Richard A. Cobert
rcobert@staffordcountyva.gov
www.gostaffordva.com
1300 Courthouse Road, Box 339
Stafford, VA 22554
(540) 658-4581
Stafford County is one of Virginia’s fastest growing communities - located just 25 miles south of the Washington, DC Beltway. Strategic location near I-95, low business tax rates, desirable lifestyle, professional workforce. Look no further - Opportunity Beckons.

Wisconsin Economic Development Corporation
Reed Hall
dobusiness@inwisconsin.com
www.inwisconsin.com
201 W. Washington Avenue
Madison, WI 53703
(855) INWIBIZ
The Wisconsin Economic Development Corporation (WEDC) leads economic development efforts for the state and nurtures business growth and job creation by advancing Wisconsin’s business climate. WEDC provides the tools and resources businesses need to start, expand or relocate their operations in Wisconsin. Visit inwisconsin.com, call 855-INWIBIZ or email dobusiness@inwisconsin.com.

Why NAIOP Career Center?
(Food for Thought)

19% of NAIOP Career Center jobs pay over $150,000
80% of Job Seekers have a Bachelor’s degree or higher
90% of US Commercial Real Estate is owned or directed by members of the Associations in the SelectLeaders Job Network

Serving the NAIOP Career Center with unequalled jobs and talent
Contact us at 800.615.7340 or sales@selectleaders.com