

# 2013 Guide to Economic Development AUTHORITIES



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](http://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](http://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  
econdev@cityofhesperia.us  
[www.cityofhesperia.us/econdev](http://www.cityofhesperia.us/econdev)  
9700 Seventh Avenue  
Hesperia, CA 92345  
(760) 947-1906

Located in California's Inland Empire, Hesperia offers miles of available I-15 frontage, lucrative Enterprise Zone benefits, rail accessible property, and lower acquisition costs.



### City of Moreno Valley

Barry Foster  
EDTeam@moval.org  
[www.moval.org](http://www.moval.org)  
14177 Frederick Street  
PO Box 88005  
Moreno Valley, CA 92552-0805  
(951) 413-3460

Strategically located in Southern California's Inland Empire, Moreno Valley is aggressively pursuing warehouse and logistics development along with healthcare and wellness development to compliment the City's plan to be first to market and boost the economy.



### City of Arts & Innovation

#### City of Riverside

Larry Vaupel  
lvaupel@riversideca.gov  
[www.exploreriverside.com](http://www.exploreriverside.com)  
3900 Main St., 7th Floor  
Riverside, CA 92522  
(877) RIV-SIDE

The City of Riverside Office of Economic Development is ready

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."



### Town of Apple Valley

Orlando Acevedo  
oacevedo@applevalley.org  
[www.getaslice.org](http://www.getaslice.org)  
14975 Dale Evans Parkway  
Apple Valley, CA 92307  
(760) 240-7000 x7920

Apple Valley ranks as one of California's best cities for doing business. Just 90 miles from Los Angeles, it comprises 70,000 people (within a trade-area nearing half a million) and can permit a 1-million sq ft logistics center in 120-days.

## Colorado



### Jefferson County Economic Development Corporation

Michelle Claymore  
mclaymore@jeffcoedc.org  
[www.jeffcoedc.org](http://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.



### Town of Parker Economic Development

John Hall  
jhall@parkeronline.org  
[www.ParkerED.org](http://www.ParkerED.org)  
20120 East Mainstreet  
Parker, CO 80138  
(303) 805-3169

The Town of Parker Colorado is uniquely situated between Colorado's two largest cities with easy access to I-25, E-470 and Denver International Airport. The Town of Parker Colorado's Economic Development Department is the Town's in-house advocate for businesses locating into Parker. The professional staff provides full-service economic development assistance to existing businesses, expanding businesses, relocating businesses and retail development. The Town of Parker offers abundant opportunities for commercial and retail development.

## Florida



### Metro Orlando Economic Development Commission

Holly Wiedman  
Holly.Wiedman@orlandoedc.com  
[www.OrlandoEDC.com](http://www.OrlandoEDC.com)  
301 East Pine Street, Suite 900  
Orlando, FL 32801  
(407) 422-7159

From urban space in a thriving downtown to rural land with easy transportation connections, Metro Orlando has what you are looking for. With a robust inventory that includes over 179 million square feet of industrial space and nearly 96 million square feet of office space, Metro Orlando can still accommodate build-to-suits on developable land parcels. The sheer quantity and diversity of office and industrial property in Metro Orlando means that companies growing in, or relocating to, the region are virtually assured of finding the space or land suited to their specific needs.



John F. Krug  
jkrug@seminolecountyfl.gov  
[www.businessinseminole.com](http://www.businessinseminole.com)  
1055 AAA 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 workweek worthwhile.

## Georgia



Hans Gant  
hgant@macoc.com  
[www.MetroAtlantaChamber.com](http://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.

## Illinois



### Berwyn Development Corporation

Anthony W. Griffin  
agriffin@berwyn.net  
[www.berwyn.net](http://www.berwyn.net)  
3322 South Oak Park Avenue  
Berwyn, IL 60402  
(708) 788-8100

The BDC manages the redevelopment activity and economic incentives within Berwyn along with being the owner's representative for infrastructure improvements. Skilled in deal making and public private partnerships, the BDC makes transitions easy for end users and their development partners.



### Economic Development Corporation of Decatur & Macon County

J. Craig Coil  
ccoil@decaturedc.com  
[www.decaturedc.com](http://www.decaturedc.com)  
101 S. Main, LL5  
Decatur, IL 62523  
(217) 422-9520

The Economic Development Corporation of Decatur and Macon County assists businesses with location, relocation, and expansion services through state and local incentive packages, Enterprise Zone, Foreign Trade Zone, information gathering, and technical support. Come see Decatur in a Whole New Light!

## Maryland



### City of Bowie Economic Development Office

John Henry King  
jhking@cityofbowie.org  
[www.cityofbowie.org](http://www.cityofbowie.org)  
15901 Excalibur Road  
Bowie, MD 20716  
(301) 809-3042

Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily reached from Washington D.C., Annapolis

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.gov  
[www.discoverfrederickmd.com](http://www.discoverfrederickmd.com)  
12 East Church Street  
Frederick, MD 21701  
(301) 600-1058

The Frederick County Business Development & Retention Department (BDRD) serves as the primary contact for businesses who are interested in expanding and relocating to Frederick County. BDRD assists businesses with all facets of their projects including site selection, permitting, financial assistance and workforce issues.



### Harford County Office of Economic Development

Eileen Y. Frado  
eyfrado@harfordcountymd.gov  
[www.harfordbusiness.org](http://www.harfordbusiness.org)  
220 South Main Street  
Bel Air, MD 21014  
(410) 638-3059

The Harford County Office of Economic Development (OED) facilitates business retention, growth, and investment to stimulate high-quality job creation and enhance the County's quality of life.



### Howard County Economic Development Authority

Lawrence Twele  
LTwele@hceda.org  
[www.hceda.org](http://www.hceda.org)  
6751 Columbia Gateway Drive, Suite 500  
Columbia, MD 21046  
(410) 313-6500

The Authority is a public-private partnership promoting economic growth and stability by supporting existing businesses and those interested in locating in Howard County.



### Rockville Economic Development, Inc.

Laurie Boyer  
boyer@rockvilleredi.org  
[www.rockvilleredi.org](http://www.rockvilleredi.org)  
95 Monroe Street  
Rockville, MD 20850  
(301) 315-8096

Rockville Economic Development, Inc. (REDI), is a public-private partnership formed by the City of Rockville, Maryland, to strengthen and broaden the city's economic base through business recruitment, retention, and expansion programs, focusing on: technology, life sciences, professional and business services.

## New Jersey



### Gloucester County Department of Economic Development

Lisa Morina  
lmorina@co.gloucester.nj.us  
[www.gloucestercountynj.gov](http://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.



### Morris County Economic Development Corporation

James D. Jones  
jjones@morriscountyedc.org  
[www.morriscountyedc.org](http://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.

## Nevada



### Clark County

Lesia Coder  
lcoder@clarkcountynv.gov  
500 S. Grand Central Parkway,  
1st Floor  
Las Vegas, NV 89106  
(702) 455-4722

Clark County Economic Development represents Laughlin and 13 rural townships. As a hub where the convergence of major utilities corridors and Interstate Highways converge, the region is positioned for growth.

## New York



**Operation Oswego County**  
An Economic and Job Development Corporation  
Serving Oswego County, NY

### Operation Oswego County

L. Michael Treadwell  
ooc@oswegocounty.org  
[www.oswegocounty.org](http://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@buckeyeepower.com  
[www.buckeyeepowersites.com](http://www.buckeyeepowersites.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@buckeyeepower.com](mailto:dmingyar@buckeyeepower.com) or (614) 430-7876.



### Columbus Region

Kenny McDonald  
[km@columbusregion.com](mailto:km@columbusregion.com)  
[www.columbusregion.com](http://www.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.

## Oklahoma



### Tulsa Regional Chamber

Jim Fram  
[jimfram@tulsachamber.com](mailto:jimfram@tulsachamber.com)  
[www.GrowMetroTulsa.com](http://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.

## Oregon



### City of Hillsboro

Mark Clemons  
[mark.clemons@hillsboro-oregon.gov](mailto:mark.clemons@hillsboro-oregon.gov)  
[www.ci.hillsboro.or.us](http://www.ci.hillsboro.or.us)  
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  
[rseitz@penn-northwest.com](mailto:rseitz@penn-northwest.com)  
[www.penn-northwest.com](http://www.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.



Dewitt Peart  
[info@pittsburghregion.org](mailto:info@pittsburghregion.org)  
[www.pittsburghregion.org](http://www.pittsburghregion.org)  
11 Stanwix Street, 17th Floor  
Pittsburgh, PA 15222  
(412) 392-4555

The Pittsburgh Regional Alliance, an affiliate of the Allegheny Conference on Community Development, markets the benefits of conducting business in southwestern Pennsylvania to companies all over the world that are growing, relocating or expanding.



## South Carolina



### Santee Cooper

Sam Bennett  
Sam.bennett@santeecooper.com  
[www.scrprimesite.com](http://www.scrprimesite.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](http://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.cedarhilledc.com](http://www.cedarhilledc.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](http://www.dallas-ecodev.org)  
1500 Marilla Street, Room 5 C  
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.sugarlandecodev.com](http://www.sugarlandecodev.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.



### The World Connected Dallas/Fort Worth International Airport

John Brookby  
jbrookby@dfwairport.com  
[www.dfwairport/land](http://www.dfwairport/land)  
PO Box 619428  
DFW Airport, TX 75261  
(972) 973-4660

With global connectivity, cost-efficient transportation, a central location, and a sophisticated infrastructure, DFW Airport is an ideal location for business. DFW Airport leases land for commercial uses such as industrial/warehouse and distribution, and office and retail development.



### Greater Ft. Bend Economic Development Council

Jack Belt/Jeff Wiley  
jbelt@fortbendcounty.org  
[www.fortbendcounty.org](http://www.fortbendcounty.org)  
1 Fluor Daniel Drive  
Sugar Land, TX 77478  
(281) 242-0000

As a public-private partnership, we are the leading advocate of economic vitality, quality development, and quality of life issues in Ft. Bend County, Texas.



Economic Development Corporation

### The Colony Economic Development Corporation

Keri Samford  
edc@thecolonytx.org  
[www.thecolonyedc.org](http://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 D/FW Airport, 7 minutes east of I-35 E and 5 minutes west of Dallas North Tollway.

## Virginia



### City of Fairfax Economic Development

Geoff Durham  
geoff.durham@fairfaxva.gov  
[www.fairfaxva.gov](http://www.fairfaxva.gov)  
10455 Armstrong Street, Room  
207  
Fairfax, VA 22315  
(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](http://www.fairfaxva.gov) or [www.fairfaxcityeda.org](http://www.fairfaxcityeda.org)



### Loudoun County Economic Development

Thomas Flynn  
Thomas.Flynn@loudoun.gov  
[biz.loudoun.gov](http://biz.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



### 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](http://inwisconsin.com), call 855-INWIBIZ or email [dobusiness@inwisconsin.com](mailto:dobusiness@inwisconsin.com). ■