



2018 Guide to Economic Development AUTHORITIES

The economic development authorities throughout North America listed here can help you attract businesses to your area and to your developments.

This annual guide provides sources and key contacts to enable you to benefit from the myriad of incentives available for commercial real estate development. From site selection assistance to energy saving rebates, state and local enterprise zones to bond financing, public-private initiatives to financing help and assistance in navigating approvals, you'll find it all right here.

FLORIDA



PASCO EDC
NORTH TAMPA BAY, FLORIDA

Pasco Economic Development Council

Tom Ryan
tryan@pascoedc.com
www.pascoedc.com
16506 Pointe Village Dr., Suite 101
Lutz, FL 33558-5255
(813) 926-0827 ext. 228

Pasco Economic Development Council is the lead organization in Pasco County servicing businesses relocating and expanding in north Tampa Bay focusing on site and building selection, labor market analysis, regulatory assistance, workforce recruitment and training.

MARYLAND



City of Bowie Economic Development Office

John Henry King
jhking@cityofbowie.org
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.

NEW MEXICO



Albuquerque Economic Development, Inc. Albuquerque Economic Development, Inc.

Gary Tonjes
gary@abq.org
www.abq.org
851 University Boulevard SE,
Suite 203
Albuquerque, NM 87106
(505) 246-6202

AED's mission is to strengthen the Albuquerque metro area economy by recruiting new employers and by assisting in the retention and expansion of existing business and industry.

NEW YORK



Buffalo Urban Development Corporation (BUDC)

Hon. Byron W. Brown, Chairman
Peter M. Cammarata
pcammarata@buffalourbandevelop-
ment.com

www.buffalourbandevelopment.com
95 Perry Street, Suite 404
Buffalo, NY 14203
(716) 362-8361

BUDC's mission is to support urban economic development efforts through acquisition, remediation and management of distressed properties, and to engage in real estate development activities for the purpose of attracting and/or retaining new and existing businesses to the City.



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
44 W. Bridge St.
Oswego, NY 13126
(315) 343-1545, (315) 343-1546

Operation Oswego County, Oswego County's designated economic development organization, provides assistance with accessing special incentive programs, financial packaging, site selection as well as specialized research and technical assistance.

PENNSYLVANIA



Westmoreland County Industrial Development Corporation

Jason Rigone
wcidc@wpa.net
www.westmorelandcountyidc.org
Fifth Floor, Suite 520
40 North Pennsylvania Avenue
Greensburg, PA 15601
(724) 830-3061

The WCIDC has developed 17 industrial parks, leads public/private partnerships, and provides companies with one-stop-shop economic development service. Located within 30 miles of Pittsburgh, Westmoreland County

is located within a 500 mile radius of 70% of America's total population. One premier development is the Westmoreland Logistics Park Rail Freight Terminal. It is one of just a few in the United States that is served by three Class I railroads, and helps provide rail service to the entire region.

SOUTH CAROLINA



Santee Cooper

Bill McCall
bill.mccall@santeecooper.com
www.poweringSC.com
One Riverwood Drive
Moncks Corner, SC 29461-2901
(843) 826-5010

Santee Cooper is South Carolina's largest power provider and the ultimate service of electricity for 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

Dan Bowman
dbowman@allenedc.com
www.allenedc.com
700 Central Expwy South, Suite 210
Allen, TX 75013
(972) 727-0250

Located thirty minutes north of downtown Dallas, The Allen Economic Development Corporation is committed to attracting, growing and serving business in our community. Our services include site selection assistance, economic incentives, custom research and data and connectivity to community resources.



Cedar Hill Economic Development Corporation

Allison J. H. Thompson, CECD, EDFP
allison.thompson@cedarhilltx.com
www.cedarhilledc.com
285 Uptown Blvd., Bldg 100
Cedar Hill, TX 75104
(972) 291-5132 ext.5

Less than 20 minutes from downtown Dallas, Cedar Hill has Type A sales tax funds that can be used to attract businesses to the City and help local businesses expand. A beautiful natural environment, strong business climate, easy access to the Metro area, aggressive incentives, Triple Freeport Tax Exemption, available workforce, rail, and highways, as well as competitive prices are among the list of reasons businesses choose to locate in Cedar Hill.



Double coverage — in a good way.

Add your company's listing to the **NAIOP Buyer's Guide**. It will appear in a **print** edition of Development magazine **AND online** for one year from purchase.

The NAIOP Buyers Guide is a valuable, searchable tool of service providers, developers, owners and more.

View the online Buyers Guide and purchase your listing at naiop.org/buyersguide.

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION



The Colony
Economic Development Corporation
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 a Texas Destination for development with unique and exciting venues like Nebraska Furniture Mart anchoring the 400-acre Grandscape, Scheels (a 300,000+ square-foot sporting goods store opening in 2020) and restaurants and entertainment like Rock & Brews, Lava Cantina, Topgolf and more! Named one of the Top 20 Places to Live in the U.S. by CNN/Money Magazine. The Colony has prime space for retail, office and office flex, including mixed-use centers like The Cascades and Austin Ranch. All just 25 minutes north of Downtown Dallas and 15 minutes to DFW Airport.



Dallas Fort Worth International Airport

Carolina Roa
croa@dfwairport.com
www.dfwairport.com/landhere
P.O. Box 619428
DFW Airport, TX 75261
(972) 973-4817

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.

Want to see your company featured in our special directory listings?

Contact Joel Stecura at stecura@naiop.org or 800-666-6780, ext. 112 for more information.

VIRGINIA



Loudoun County, Virginia Economic Development

Buddy Rizer, Executive Director
DED@Loudoun.gov
www.LoudounPossible.com
43777 Central Station Dr., Suite 300
Ashburn, VA 20147
1-(800)-LOUDOUN

Your Business Success is #LoudounPossible. If you're looking for (1) a new corporate headquarters; (2) Greenfield space near a Metro train station; (3) Access to one of the top 10 international airports in the U.S.; (4) A prime location in D.C.'s tech corridor; (5) Walkable mixed-use developments 25 miles from the nation's capital and 25 minutes from scenic farmland; it's #LoudounPossible. Contact us today to discover the possibilities.

WISCONSIN



Wisconsin Economic Development Corporation

Reed Hall
dobusiness@inwisconsin.com
www.wedc.org
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 advancement by fostering Wisconsin's positive business climate. WEDC provides tools and resources for businesses to start, expand or relocate their operations in Wisconsin. Visit wedc.org, call 855-INWIBIZ or email dobusiness@inwisconsin.com.



There's a lot we can learn from you.

There's no substitute for experience.

That's why NAIOP wants you to share your best practices and real-world expertise as a Center for Education faculty member. It's a great way to give back to your industry and help educate the next generation that is shaping commercial real estate.

VISIT NAIOP.ORG/LEARN TO LEARN MORE AND APPLY.

