

IEDC Business Retention Program Awards Summary 2020

Business Retention and Expansion Initiatives

- St. Tammany Corporation Advance St Tammany (Louisiana) – A multi-layered Business Assistance Program designed to support the needs of St Tammany businesses. Advance St Tammany provides the following business solutions and services to business and industry.
 - Economic development support programs
 - Site selection and certification
 - Market research
 - Business intelligence and communications
 - Workforce training and talent retention
 - Government relations and partner connections
- Mukwonago Business Retention and Expansion (BRE) Program – The goal of the business retention and expansion program is to learn about local business challenges and how the Village of Mukwonago (Wisconsin) can help mitigate the challenges and foster an entrepreneurial mindset in the business community. The BRE program is designed to address the following areas.
 - Gather information to help retain business and assist with expansion/relocation.
 - Understand and adapt to changes in the local/regional economy.
 - Advocate for the concerns of the business community and facilitate with other agencies necessary for development.
 - As a result of the BRE program, the Village was able to expand its economic development initiatives and create an industrial park with a collective projected capital investment \$68 million of which \$33 million has been invested between 2018 to 2020.
- Savannah Economic Development Authority (Georgia) – Business Retention and Expansion Department conducts more than 100 company visits annually to support local businesses with expansion projects and challenges. The overarching goal is developing long-term solutions that addresses systemic challenges and prioritizing prevention over reactionary solutions. Some of the initiatives includes the following.
 - Workforce Initiatives Fund – Assists childcare facilities in becoming quality rated.
 - Economic Development for Educators Program – A three-session program that connects business leaders to those with direct access to students. The goal is to help build relationships between school staff and create an awareness of the lesser known companies and in-demand job opportunities for students after graduation.

Entrepreneurship

- Pasco Economic Development Council SMART-start program is geared towards helping entrepreneurs with start-ups and small businesses in Pasco County, Florida. There are three Entrepreneur Centers located throughout the County each with a business incubator on site. The program offers a free education series that is open to the public as well as other programs based on the specific needs of entrepreneurs. The SMART-start program offers microloans up to \$50,000 for companies that are not eligible for loans from traditional lenders.
- Mesa Office of Economic Development LaunchPoint – The City of Mesa’s (Arizona) entrepreneurship program exists to help businesses at all stages scale, grow, and succeed. The City’s entrepreneurship efforts have grown to include a state-of-the-art physical business innovation space, a regional

collaboration of start-up week activities and community building events. LaunchPoint, Mesa's Technology Accelerator, feature dynamic office space, wet and dry labs and collaborative spaces. Companies can test ideas, grow current product lines, perform research and development and build their networks.

- Franklin South Hampton Economic Development "STARTUP Franklin South Hampton" (Virginia) – Potential business owners apply to participate in the competition, they must attend six business classes taught by local professors and business stakeholders. The business must submit a business plan and conduct a business pitch to a panel of judges. Three winners are announced based on their business plans and pitch scores. The grand prize winner receives \$20,000, the runner-up is awarded \$10,000 and the third-place winner receives \$8,000. All monies are administered as a reimbursable grant.

Economic Equity and Inclusion

- Greater Omaha Chamber REACH program – REACH is a community-wide collaboration to help small and emerging businesses (SEBs) build capacity and respond to contracting opportunities in the greater Omaha (Nebraska) region.
- Detroit Regional Partnership Pathway Jobs (Michigan) – The Pathway jobs initiative is to bring more jobs that don't require a college degree, providing a living wage and benefits. The goal of the program is to raise residents from poverty and increase workforce participation rates.