Newhall Revitalization Program
Hamden Economic Development Corporation

A Neighborhood Built on a Landfill in Hamden CT. is Revitalized 1850s-2016
The Timeline

• 1850s-1920s
• 1920-1950s
• 1950s-2000
• 2000-2010
• 2010 to NOW
1850s From Farms and Wetlands to Industrial Use in the Gilded Age
Guns and Housing
US Repeating Arms Circa 1917
Malaria in the 1920s: BZZZZZ
Beginning of a Landfill
Community Center and Parks

Rochford Field 1939

Newhall Community Center 1917
2000 Michael J Whalen Middle School
Built 1954-56
Consent Order and Remedy Plan

- State of CT
- Town of Hamden
- Regional Water Authority
- Olin Corporation
Protests and Discontent
Structurally Damaged Homes
Community Based Planning

The Work Begins
Results: Residential Soil Cleanup 2010-2012

• 234 Properties, waste fill removed, new sidewalks, driveways, lawns, fences, trees, dog houses, decks.

• Total Investment of $65,000,000
Residential Structural Improvement Program 2012-2015

- 102 Homes Assisted
- 15 Homes Acquired and residents relocated
- 12 Blighted Homes Demolished
- Total Investment: $5,000,000
Rochford Field and Villano Park Completed 2014-2015
Unplanned Outcomes
Deconstruction Program

- Deconstruction of 10 homes, Job Training, Workforce Grant, Community College Course for 8 Unemployed People, Paid Livable Wage and Training. Reduced Impact on Landfill.
Unplanned Outcome: Zero Energy House
Hamden Business Incubator
Funding ($10M) from EDA, State of CT, Historic Tax Credits
Under Construction
Completion Date Fall of 2017
Home to 20 Businesses
Former Middle School
Spring Rose Gardens
87 mixed Income housing Units and
Community Center
Total Investment

- Residential Soil Cleanup: $65M
- Parks Remediation and Restoration: $12M
- Structural Repair Program: $5M
- Business Incubator: $10M
- Hamden Middle School Redevelopment: $18M
- Zero Energy: $450K
- Deconstruction Program: $50,000
- Soil Management Fund (New): $2M

Total Investment: $112,500,000
Market failures

For clients & companies
• Difficult to find each where to go
• It takes time to do the research
• There are “too many” different players.

For EconDev / Promotional Agencies
• Discoverability is a challenge
• Lead generation is costly
• Limited resources
What if…

... we apply principles of the sharing economy?
There are many experts

Experiential

Policy makers
Consultants
Start-ups
Co-working
Movers & Shakers
Charities
Competitions
Private Sectors
Public bodies
Cities
Media
Former practitioners
NGOs
Politics
Academia

Ignite
We are delighted to introduce our MARKETPLACE for Tours, Visit Programmes & Site visits
Online Platform that connects visitors and prospective investors, clients & partners with location keen to engage with them.
Simple to use

List your offers
Create your offer online and make it “bookable”.

You deliver
We do the matchmaking

Convenient model
Free Listing
Booking fee applies.

You showcase your location.
We list “experiences” that can be booked at a click of a button.
Efficient to use for Clients

Discover
Find out what is out there and browse through many options

Book
Choose a programme & book via a secure online platform

Experience
Feel welcome by local experts and provide feedback

Connect with local experts
Online booking platform

Investment Tour
Free

Expansion Programme
Apply

Start-up Day
Free

Sharing Economy as an economic driver
Bespoke

Women in Business
Apply

Midtown: a great place to work and visit
Enquire

Regeneration Tour: The Elephant Effect
Bespoke

Croydon Tech City - Open Morning
Free

Retail for Retailers
Enquire
Cities & Collaboration

Free

Investment Tour

Apply

Expansion Programme

Free

Start-up Day

Cities & Collaboration A

Cities & Collaboration A

Cities & Collaboration A
Investment Programmes I Familiarization Tours I Day Visits
Regeneration Visit I Investor Debrief I Site Tour
Sector Tour I Site Visit I Familiarisation Programme
Our mission is to make it easy for business travellers to connect with your location. We power this with easy to use technology.
Some benefits

- Connects demand & supply
- Offers new channels to market
- Showcases local expertise
- Increases efficiency of front line officers
- Digitises knowledge
- Captures data
- Monetises expertise (discretionary income)
Partnership Opportunity

Looking for early adopters to beta-test our marketplace.

Would you like to explore this new channel to market?
Thank you

Carolina Arriagada
carolina@citiesandcollaboration.com
@askcarolina
A LONG STRANGE TRIP - TWENTY YEARS IN ECONOMIC DEVELOPMENT

Daryl Phillips, CEcD
Director of Economic Development
Cheatham County
Joint Economic & Community Development Board
Ashland City, Tennessee
A LONG STRANGE TRIP
TWENTY YEARS
IN ECONOMIC DEVELOPMENT

Daryl Phillips, CEcD
darylphillips@cheathamconnect.com
@Daryl_Phillips
YOUR PLANT IS CLOSING. YOU'RE FIRED!!!
RFI
REQUEST FOR INFORMATION

From: Don T. Nough <dtnough@tn.gov>
Sent: Friday, September 23, 2016 4:00 PM
To: Darryl Phillips
Cc: Wilma Dogg
Subject: Project Sillyname - Due Monday, September 26, 2016 8:00 AM
Attachments: RFI Project Sillyname.xlsx <178 MB>

See attached 193 page RFI. Due first thing Monday morning.

Don T. Nough
Prosperity Generator Consultant
The RFI is written…

Often, processed through our state economic development office….
It is cast upon the lands…

It arrives in our office…

Daryl Phillips, CEcD
darylphillips@cheathamconnect.com
@Daryl_Phillips
We delegate to our staff…
We mobilize our volunteers…
We rely on our collaborative partners…
As we juggle everything else on our schedule…

**TODAY'S TO DO LIST**

- Convince Cracker Barrel to build restaurant. It will do well according to Mayor Jones.
- Create Asset Based Strategic Plan using LRA & Cluster Analysis, but focus on Jobs, not Economic Development - Peer County Commission & Data.
- Chair the Christmas Parade Committee because no one else will from 10:00-1:30.
- Clean the toilet and vacuum the office.
- Complete Project Summary Report and guarantee Ms. Jobs and Carpenter to the mayors.
Wherever you are, look like a rock star…
Daryl Phillips, CEcD

Darylphillips@cheathamconnect.com

@Daryl_Phillips
A LONG STRANGE TRIP
TWENTY YEARS IN
ECONOMIC DEVELOPMENT
Live long and prosper.
Spock

Daryl Phillips, CEcD
Director of Economic Development
Cheatham County
Joint Economic & Community Development Board
Ashland City, Tennessee
Transforming Community Infrastructure with Publicly-Owned Fiber
• First transcontinental railway connection
  • May 10, 1869, at Promontory, Utah

• Mississippi Valley and the Pacific Coast

• Prior to this event, stage coach and wagons were the predominant method of transporting goods and services (economic development)
INDUSTRIAL REVOLUTION
Relative Share of World Manufacturing Output, 1750-1900

- United Kingdom
- Germany
- France
- Habsburg Empire
- Russia
- Italy
- United States
- Japan

%
The Modern Railway System
Americans spend 26 minutes a day sending text messages.
44% of U.S. adults live in households with cell phones but no landline.
Applications

• Police
  – Uploading reports / Downloading graphics / Access to email
  – ACIC / NCIC access from patrol car or beat
  – Special Event communications and monitoring
  – On-the-fly Incident Command Center setup

• Fire
  – On-scene cameras and Telemedicine
  – GIS information on Trucks
  – Hazardous materials database access
  – Traffic intersection cameras
  – Bio-hazard sensors

• Water Utilities
  – Well and tank monitoring (SCADA)
  – Security Cameras
  – Meter reading
  – GIS information available in field
  – Infrastructure inventory and service ticket updates live
• Public Works
  – Access to GIS data in the field
  – Fleet management (AVL)
  – Trash Truck Cameras
  – Bus Stop/ Light rail kiosks
  – Signal light control and cameras
  – Parks maintenance / Ball field lighting

• Development Services
  – Building inspections and field reports
  – Code Compliance and inspections
  – Submit applications and print permits in the field

• General Government
  – Network access for Sales Tax Auditors
  – Inventory and work-order access for Technicians
  – Telecommuting from anywhere
  – Off site meeting rooms
What Happens in an Internet Minute?

- 20 new victims of identity theft
- 135 new Wikipedia articles published
- 639,800 GB of global IP data transferred
- 204 million tweets sent
- 1,000 new mobile users
- 100+ new LinkedIn accounts
- 20 million photo views
- 277,000 logins
- 2 million search queries
- 30 hours of video uploaded
- 1.3 million video views
- 61,141 hours of music
- 583,000 in sales
- 3,000 photo uploads
- 200+ new Twitter accounts
- 100,000 new fans

And Future Growth is Staggering

Today, the number of networked devices = 2x the global population
By 2015, the number of networked devices = 2x the global population
In 2018, it would take you 5 years to view all video crossing IP networks each second
Invest in Your Future

If not now . . . . WHEN ????
In Closing

Thank You
The Secret Sauce of Utah's Success
September 21, 2016

Kelleigh Cole
Why Should You Pay Attention to Utah?

Some of the largest tech companies in the world have a presence in Utah.
Why Should You Pay Attention to Utah?

Forbes #1 State for Business and Careers

Pollina #1 Pro-Business State

#5 Average Broadband Speeds

Akamai 2016
HOW BROADBAND IMPACTS UTAH

- Economic Development and Corporate Recruitment
- Education in the Classroom and at Home
- Public Safety and Transportation
- Healthcare
- E-Government Services
Why this shouldn’t happen here

We are a fly over state
This shouldn’t happen here

We have huge rural areas

66% of Utah is Federally Managed
Why is Good Broadband Happening Here?

We Have a Lot of Partners
What is the process?

Figure Out What Services You Have
What Partners Do You Need?

Utah Broadband Advisory Council was formed in 2011 to improve coordination and promote broadband expansion

- Broadband Providers
- State Agencies
- Federal Agencies
- Nonprofits
- Member Organizations
- Legislators
- Local Governments
Local Government Role

Meet regularly with broadband providers to review future infrastructure plans
Install empty conduit during construction projects
Local Government Role

Evaluate feasibility of public structures for potential wireless service installations
Local Government Role

Include broadband-related policies in local government comprehensive plans
ECONOMIC DEVELOPMENT MAP

Provides info on Fiber Availability
Best Place to Work

Utilities

Airports

Heavy and Light Rail

Workforce
Best Place to Play

Ski Resorts

Golf Courses

National Parks

State Parks
One Stop Shop
Economic Development Map

The Governor’s Office of Economic Development and the Economic Development Corporation of Utah have launched a premier interactive economic development map that is now available online at LOCATE.UTAH.GOV.

The City of Orem is located on the eastern shore of Utah Lake. It borders Provo, Utah on the east and south, and is located at the base of Mount Timpanogos.
THANK YOU

Kelleigh Cole

kcole@utah.gov
UNICOR: The Next Best Source for Reshoring

• EDOs and MEPs can connect companies looking to reshore or expand with:
  • readily available factory space
  • an expandable and reliable U.S. labor force with manufacturing and technical expertise
Federal Prison Industries

- Trade name: UNICOR
- Component of the U.S. Dept. of Justice
- Crucial correctional program
- Mission: Provide federal inmates “real world” job training, to enhance their reentry success
EDOs connect companies to UNICOR

• Spread the word that UNICOR can:
  – Serve as a business incubator or manufacturing extension for operations
  – Provide space and labor for companies that lack capital to build new/additional U.S. factories
  – UNICOR inmate workers trained on technical work can provide a skilled labor force in the community upon their release from prison
UNICOR’s Positive Impact on Local Economies

• Companies working with UNICOR often purchase equipment, material, and services from businesses in the surrounding region.

• Approx. 72% of UNICOR’s revenues return to the economy from local procurement.

• Companies that manufacture with UNICOR can grow and then rent or build their own factories in the state, adding jobs and tax revenue to the region.
UNICOR’s Two Authorities to Work with Private Companies

- Authorized by Congress in 2012, allow commercial companies to have their manufacturing/service work performed by UNICOR.
1. Repatriation (reshoring) authority

- UNICOR can work with companies to produce or assemble products that are currently produced, or that would otherwise be produced, outside the U.S.
- UNICOR has experience as a contract manufacturer for over 30 companies
2. Prison Industry Enhancement Certification Program (PIECP)

- Gives UNICOR the authority to produce any commercial product for the private sector, when
  - the work performed will not displace employed private sector workers, and
  - inmates are paid the local prevailing wage
- Companies can immediately move into a modern facility and manage their own operation without the capital expense of building their own factory
Commercial market services

- Requirement: UNICOR inmates are not displacing local workers
- Examples: Call centers, data entry, sorting, distribution, and CAD/drafting services for the private sector
Financial & Production Benefits for Companies Working with UNICOR

• Save on transportation, freight, and fuel costs
• Availability of nationwide factory space
• Avoid language barriers/time zone differences with overseas production facilities
• Avoid logistics challenges, import duties, and hidden charges imposed by foreign governments
Additional Benefits

- Made, produced, or assembled in the USA marketing advantage
- Manufacturing and labor surge capacity to meet cyclical markets
Benefits (continued)

- Compliance with U.S. best practices, mandates, and regulations
- Examples: ISO Certifications, DOD Military Specifications, *Lean Six Sigma* processes
- Green Inside/Out
Production Capabilities

• Proven expertise in:
  – metals
  – wire and plastics
  – vehicular repair/ remanufacturing
  – services
  – electronics
  – wood
  – textiles
  – recycling
  – product packaging
  – energy conservation operations
  – many other fields
Tax Benefits

• **Domestic Production Activities Deduction (DPAD) (IRC § 199):** Companies may be eligible for a 9% federal income tax deduction

• **Work Opportunity Tax Credit:** Federal tax credit available to employers who hire individuals from certain target groups, including ex-felons, who consistently face significant barriers to employment
UNICOR has provided products/components for the top DOD Contractors on:

- Cable and wiring harnesses for military weapon systems (Examples: HAWK, Patriot, TOW Missile)
- Military uniforms and ballistic vests
- Military vehicular, both tracked and wheeled vehicles (Example: Bradley fighting vehicle, HMMWV)
- Military aerospace (Example: F-15 and F-16)
- Tactical Communications Systems (VIS, SINCGARS)
UNICOR DELIVERS

Personal attention, competitive prices, durable products, and professionally delivered services! Explore our diverse offerings in more than 80 different Federal Supply Classes, and purchase with full confidence.

Read more...
Prosocial benefits

• UNICOR benefits approximately 17,500 inmate workers annually
• Upon release, those who have participated in the program are 24% less likely to recidivate and 14% more likely to find and maintain employment, as compared to individuals who did not participate
Social benefits (continued)

• More productive, law-abiding citizens, intact families, and safer communities
• Through wage deductions, victims are compensated and inmates’ families are supported
• UNICOR is self-sustaining and receives no taxpayer funds for its operations
How You Can Participate

- EDOs can contact us directly
- Individual companies can establish a non-disclosure agreement and negotiate contractual terms with us

Various Models
- Who supplies raw materials
- Who furnishes equipment
Summary

- Nationwide factory network, a proven history and a diverse range of production capabilities
- Capacity, flexibility, stability, quality, and business acumen to meet companies’ custom and small-to-large scale operations needs, and to create economic growth in communities across the U.S.
- Contact info: Robert Grieser at robert.grieser@usdoj.gov
- Visit our website: www.unicor.gov
Welcome to Norfolk’s Business Cafés
Investing in Economic Growth and Neighborhood Revitalization Initiative
Priority Neighborhood Commercial Districts

Park Place 35th Street  Chelsea
Ocean View  Arts District
Southside  Five Points
Development of Business Cafés Hosted by Existing Businesses in those Commercial Corridors
PPBC Focus: Entrepreneurship and Technical Assistance
OVBC Focus: Veterans
• City Council
• City Manager’s Office
• Department of Economic Development
• Department of Planning
• Office of Neighborhood Development
• Division of Purchasing
Business Partners

- Ignite
- Export-Import Bank of the United States
- SBA U.S. Small Business Administration
- Fulton Bank
- EXIM
- Domozick Law Firm PLLC
- Virginia SBDC
- Hampton Roads Chamber of Commerce
- Retail Alliance
- Opp Inc.
- Opportunity Inc.
- Old Point National Bank
- HRPAC
- Old Dominion University Business Gateway
- O'Reilly
Business Partners

Ignite
Small Business ABCs, LLC
Accounting & Bookkeeping Consulting Services

@SMSimplifier
Beautifully Simple Social Media

eVA
Transparency in Procurement

LD Dominion University
Strome Entrepreneurial Center
IDEA FUSION

EXPORTECH
An Export Acceleration System for Achieving Profitable Growth

The Port of Virginia

O'REILLY
We Bring Business Resources and Technical Assistance Directly to Communities
More Services...
Welcome to the PARK PLACE BUSINESS CAFE
OUR MENU

For Starters

City representatives will be present to assist new and existing businesses with City processes, questions, and planning programs. City representatives will provide information on the following existing incentive programs:

- Federal Resources
  - Historic Tax Credits
  - Enterprise Zones
  - Real Property Investment Grant
- Job Creation Grant
- Enterprise Zones: local to include commercial and industrial real estate relief, business location tax relief, building permit tax relief, local utility tax relief.
- Transportation Partnership Opportunity Fund
- Park Virginia Development Zone
- Additional state performance-based incentives, including tax incentives, enterprise zones, technology zones, infrastructure incentives, discretionary incentives, regional assistance, financial assistance, management, and technical support.

City of Norfolk Administered Programs
- Housing Rehabilitation Program
- Tax Abatement Program
- Performance-Based Grants
- Norfolk First Capital Pool
- Citywide Partnership Fund
- Grow Norfolk Fund
- Global Initiatives Fund
- Norfolk Innovation Fund

MORE

The Business Café is an initiative of NORFOLK FIRST: Making your business #1!
Southside Business Café Launch October 26, 2016

Oct. 26, 3-5 PM: Launch Party

Join us for this business and community-friendly event as Norfolk kicks off its Southside Business Café Series! This award-winning program will focus on Young Adult Business Education and Small Business with topics such as finance, marketing, management and technical assistance. Our experts bring the resources directly to you and provide opportunities to build success-oriented relationships.

For more information, visit NorfolkDevelopment.com and like us on Facebook

Contact Ihsane Mouak at Ihsane.Mouak@Norfolk.gov
Welcome to the Southside Business Café

Our Menu

For Starters

- General Business Assistance
  - Assist with business plans
  - Provide general start-up information
  - Share information on local, state, and federal licenses and permits
  - Counsel on business strategies/international trade
  - Analyze management strengths and weaknesses
  - Contact for local state and federal regulations and necessary tax forms
  - Contact for starting a non-profit government procurement

- Finance and Accounting
  - Resources and points of contact for loans and financial assistance
  - Assist with loan applications
  - Analyze financial statements/bookkeeping
  - Assist with financial projections
  - Counsel on cash flow and working capital

- Marketing
  - Assist in identifying new markets
  - Identify potential customers
  - Assist in developing marketing plans
  - Assist on marketing strategies
  - Provide input on new product ideas

- Retail Assistance
  - Assist retailers with store-specific issues
  - Counsel retailers on buying procedures, pricing, receivables/payables, and management

- Veterans Assistance
  - Fostering success in Civilian job market
  - Assistance for Veteran-owned businesses
  - Technical assistance for securing government resources and procurement opportunities

- City of Norfolk Programs
  - Housing Rehabilitation Program
  - Tax Assistance Program
  - Performance-Based Grants
  - Norfolk Homeowner Assistance
  - Norfolk Home Fund
  - Global Initiatives Fund
  - Norfolk Innovation Fund

- Partners

The following organizations have agreed to provide representatives that are experts in various topics:

- U.S. Small Business Administration
- U.S. Department of Commerce
- SCORE of Hampton Roads
- Federal Realty
- SunTrust Bank
- USDA
- Virginia Small Business Financing Authority
- Virginia Small Business Development Center
- OCSB Small Business Development Center
- Virginia Small Business Development Center
- CDU Business Gateway-Hampton Roads Procurement Center
- CDU Center for Entrepreneurship
- Virginia Department of Small and Supplier Diversity
- Goodwill Industries
- Cape/Central VA
- Cape Business Development Solutions
- Bayside Lending
- Norfolk Innovation Fund

The Business Café is an initiative of NORFOLK FIRST. Making your business #1!

Upcoming Events

Representatives from business partner's organizations will be scheduled to present or teach sessions on topics such as:

- Marketing your Business to the Government
- How to Start a Small Business
- Market Segmentation
- Does your Small Business Need a Loan?
- How to Write your Business Plan?
- Small Business Financing Options
- How to Help your Business Grow Internationally?
- Trade Finance

Wednesday, November 18, 2016
3:30 PM @ 530 S. Main Street

Introduction to Small Business Administration
By Christopher Zobel, Senior Area Manager Hampton Roads, SBA Richmond District Office
Metrics-Success Stories

- 64 businesses assisted with various needs
- 12 startups
Swipe Right Scottsdale:

A disruptive approach to ‘hooking up’ with your target audience.
Why #Hashtag ??

- Common on all platforms
- 46% of US millennials have Instagram
- 128M check twitter daily
Why

- 100 m downloads
- 50 m users
- 14 billion daily swipes
- Users that are millennials: 79%

**Swipe right**

(verb) A phrase used to describe your acceptance of something. The term was originally a reference to the Tinder app. On Tinder, swiping right means you approve of a male/female after judging them by a few pictures and a short bio. “Swipe right” can be used anytime you make a good choice or approve of something.

Original usage:

That girl Hannah over there is really hott. I would definitely swipe right on her.

Other uses:

These burritos are so good! I’m glad we swiped right on Chipotle.

Tom: Did you see the trailer for that new video game?
Dan: Swipe right!
City-Sponsored Marketing Campaigns to Attract Talent
Attract New Business

The average age in Downtown Scottsdale is 31.

CHOOSE Scottsdale
CITY OF SCOTTSDALE ECONOMIC DEVELOPMENT

Ignite IEDC
Tip 1: Leverage the right partners

• Trust relationships
• Market knowledge
• Vested in success
“Scottsdale was chosen because of its great talent pool, proximity to our corporate HQ, and favorable cost of living.”

– Alan Chambless, VP Customer Success, Weebly
Tip 2: Keep it visual, simple, and know your audience
Tip 3: Commit to the strategy fully

- Attraction (site selectors)
- Retention (champions)
- Workforce (talent)
- Don’t abandon it. Rinse and repeat...
Trade Show Participation Opportunities
Tip 4: Extend your reach in real time – bribery is a great tool

Use #SwipeRightScottsdale to win two tickets to a San Francisco Giants Game in the Charros VIP Lodge (includes food and beverage) and two nights at the Saguaro hotel located in downtown Scottsdale!

Follow us on Twitter at @ScottsdaleEcDev or visit our website at ChooseScottsdale.com
Sweettalentdone, your messages and use of #swiperightscottsdale rock! You are the winner of a new Apple TV - if you are still in Austin please come claim at our job expo booth!
BONUS TIP: Most millennial tech workers don’t carry business cards...
90+ attendees
3 new direct prospects

>50 Talent Attraction Partners

1,000+ Relocation Guides

>100 direct Twitter engagements
Earned media spreads the word at home

EXCLUSIVE: Tinder, swiping right and bringing more techies to Old Town Scottsdale

Mike Sunnucks

Danielle Casey doesn’t like T-shirts.

But Casey, economic development director for the city of Scottsdale, made an exception for a new effort she has launched with some commercial real estate brokers and the Scottsdale Chamber of Commerce.

An effort by the city of... more
Success

(we have no idea who @bappletree is... and we like it that way)
Want a shirt?

Mention Ignite IEDC on any social media network and use #SwipeRightScottsdale – and we will mail the first 10 of you a *high quality collectible* Swipe Right Scottsdale shirt.
What Is A Business Incubator?
What Is A Business Incubator?

- Facility that houses support staff and programs that nurture startup and expanding businesses.
- Designed to assist these businesses during their first few years of operation.
- Offers reduced rate rent to help during the startup period when these businesses are cash poor.
History

• 1907
  – Manufactured Buggies

• 1916
  – Manufactured Screen Doors
History

- 1950’s
  - Peanut Storage/Warehouse
- 1985
  - Acquired By The City of Franklin
- 1999
  - Hurricane Floyd
History

• 2005
  – Grand Opening Celebration

• 2011
  – Build Out Complete
History

• 2016
  – New Name, Logo and Tagline
  – 80% Occupancy
Services/Amenities

- Internet Service
- Shared Office Equipment
- On Site Business Mentor
- Access to Conference Rooms
- Central Mail Handling
- SBDC Business Mentor
- Custodial Services
- Professional Development Workshops
- Networking Opportunities
Services/Amenities

- Internet Service
- Shared Office Equipment
- On Site Business Mentor
- Access to Conference Rooms
- Central Mail Handling
- SBDC Business Mentor
- Custodial Services
- Professional Development Workshops
- Networking Opportunities
Virtual Office

• Traditional Application Process
• Fully Furnished Office
• Flat Monthly Fee
• Flexible Lease Term
• Access to Conference Rooms and Building Amenities
Application Process

• Application Packet
  – Application
  – Business Plan
  – Professional References

• Consultation with Small Business Development Center

• Reviewed by Business Center Advisory Board
Application Process

- Application Packet
  - Application
  - Business Plan
  - Professional References
- Consultation with Small Business Development Center
- Reviewed by Business Center Advisory Board
Advisory Board Members

- City and County Officials
- Chamber of Commerce
- Attorney
- Accountant
- Insurance Agent
- Banker
- Entrepreneur
- Downtown Organization
What Is The Return?

• Fosters Entrepreneurial Spirit
  – Coworking Space
  – Reverse Mentoring
  – Retention of Local Entrepreneurs

• Regional Asset

• Economic Impact
  – The Proof is in the Numbers
Economic Impact

Number of Employees:  
Full Time 119  
Part Time 49*

Average Salary (FT employees only):  
$49,050.74

Client Rent Paid to Franklin:  
$138,413.73*

Taxes Paid to Franklin:  
$33,922.57

Taxes Paid to Virginia  
$550,514.74

Taxes Paid to IRS:  
$2,508,248.86

Total Business Profits:  
$1,758,485.44

Signed Contracts:  
$12,400,000.00

Pending Contracts:  
$7,318,000.00

Six new clients moved into the Franklin Business Incubator in 2015.

*920 temp jobs created through On Time Staffing
*Budgeted for $120,000.00
Economic Impact

Number of Employees:  
- Full Time: 119  
- Part Time: 49*

Average Salary (FT employees only): $49,050.74
Client Rent Paid to Franklin: $138,413.73*
Taxes Paid to Franklin: $33,922.57
Taxes Paid to Virginia: $550,514.74
Taxes Paid to IRS: $2,508,248.86
Total Business Profits: $1,758,485.44

Signed Contracts: $12,400,000.00
Pending Contracts: $7,318,000.00

Six new clients moved into the Franklin Business Incubator in 2015.

*920 temp jobs created through On Time Staffing
*Budgeted for $120,000.00
Client Testimonial

• “It has been more than just an office or place to work, the Franklin Business Center has been an integral part of my business succeeding. Being able to start in a small office and increase office space as the business grew was critical to our ability to grow the business.” – Jim Strozier, CEO Highground Services
Client Success Story

• Highground Services
  – Started with four employees and has grown to employ sixty-five people full-time.
  – Currently leases the entire first floor of the building (10,000 sq ft) and has a second office in a neighboring community.
  – Has acquired an abandoned building in the Historic Downtown area and will move into their new office by the beginning of 2017.
Client Success Story

- Highground Services

  - Started with four employees and has grown to employ sixty-five people full-time.
  - Currently leases the entire first floor of the building (10,000 sq ft) and has a second office in a neighboring community.
  - Has acquired an abandoned building in the Historic Downtown area and will move into their new office by the beginning of 2017.
Thank You!

Amanda C. Jarratt
President & CEO
Franklin Southampton Economic Development, Inc.
ajarratt@franklinsouthamptonva.com