

# Leveraging Allies: The Federal, State and Regional Perspective



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ECONOMIC DEVELOPMENT  
COUNCIL

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# Types of Economic Development Organizations

- Federal, State, Regional, County, City - Government\* Organizations
- Chambers of Commerce and Industry Associations
- Utilities
- Consultants



# Economic Development Allies

*Statewide*

Governor's  
Office

State  
Legislative  
Assembly

Arkansas  
Economic  
Development  
Commission

Municipal  
League

Dept. of  
Environmental  
Quality

Dept. of Labor/  
Workforce  
Services

Office of  
Tourism

Main Street  
Association



# Economic Development Allies

## *Strategic Partners*

Utility Economic  
Development Offices

Industry Councils

Regional Economic  
Development Partners

Public-Private  
Partnerships

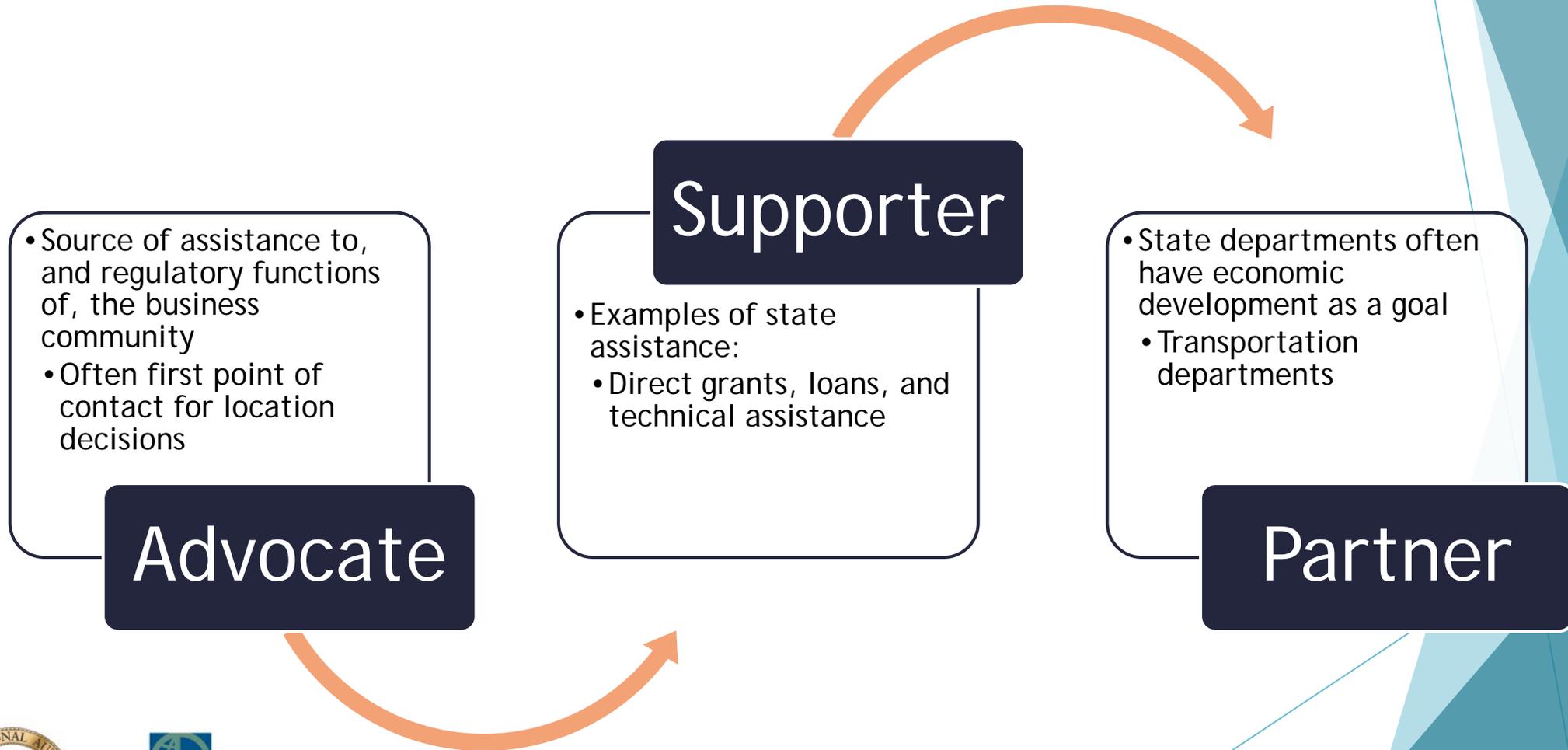
Universities

Community Colleges

Vocational Tech Schools



# Role of State Government



# Arkansas Economic Development Commission (AEDC)

- ▶ Mission: “To create economic opportunity by attracting higher paying jobs, expanding and diversifying our state and local economies, increasing incomes and investment, and generating positive growth throughout Arkansas.”



Economic Development Commission



# IEDC 2014 Study of Top State ED Budgets



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Arkansas = \$87M

1.	Ohio	\$1,284,255,191
2.	Florida	1,186,796,103
3.	New York	963,417,000
4.	Illinois	846,333,000
5.	Pennsylvania	563,138,000
6.	Minnesota	494,609,000
7.	Iowa	454,989,126
8.	Missouri	337,388,662
9.	Oregon	324,435,396
10.	Washington	261,261,731



# Most Reliant on State General Fund Appropriations

Montana	100%
New Mexico	100%
Connecticut	95%
Virginia	93%
Wyoming	93%
Georgia	90%
Alaska	84%
Vermont	77%
Tennessee	77%
Indiana	74%
Kentucky	67%



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# Top States That Have Dedicated ED Funding



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Alabama	90%
Wisconsin	79%
California	46%
Louisiana	45%
Idaho	38%
Washington	26%
Indiana	23%
Oregon	22%
Alaska	15%



# States with separate corporations or PPPs that provide ED services



- ▶ Arizona
- ▶ Florida
- ▶ Indiana
- ▶ Iowa
- ▶ Michigan
- ▶ Missouri
- ▶ New Jersey
- ▶ North Carolina
- ▶ Ohio
- ▶ Pennsylvania
- ▶ Rhode Island
- ▶ Utah
- ▶ Virginia



# States with some type of program revenue or participation fees

- ▶ Arkansas
- ▶ Florida
- ▶ Kentucky
- ▶ Louisiana
- ▶ New Jersey
- ▶ New Mexico
- ▶ Vermont
- ▶ Virginia

*Key Point: It is a good move to support your ED efforts with a diversified funding stream, allowing for professional staffing and execution of long-term strategic planning.*



# Econ. Dev. Support from the Federal Government

- ▶ Departments and programs are a great source of assistance
- ▶ Federal funds are typically funneled through the states
  - ▶ e.g. transportation planning and project funds
    - ▶ Federal Highway Administration, Department of Health, Environmental Protection Agency, Department of Energy
- ▶ Comprehensive Economic Development Strategy (CEDS) is required for many grants
- ▶ Local projects can be funded by federal programs and grants

*The list of programs and agencies was provided in our opening presentation.*

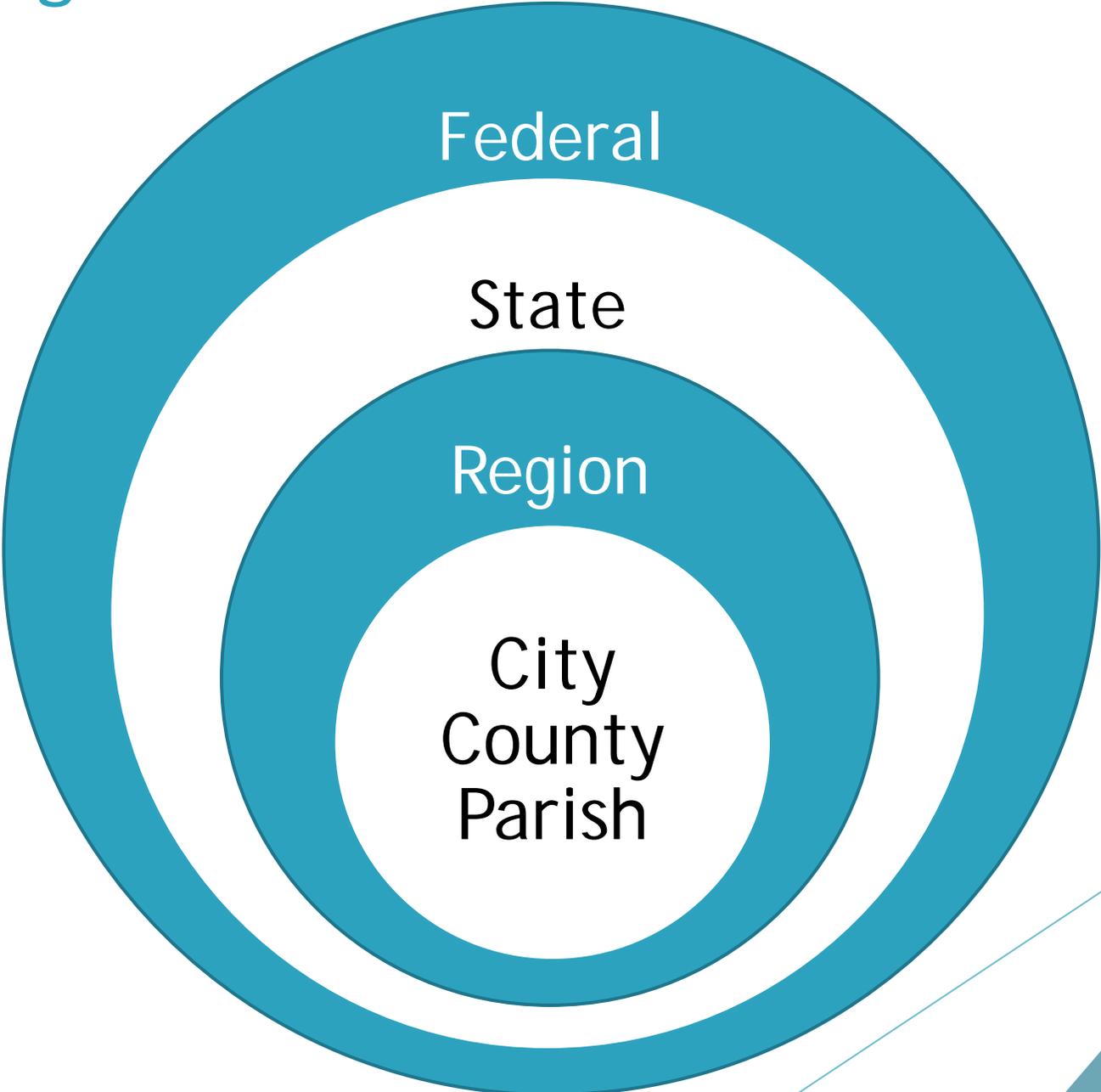


# Other Forms of ED Government Organizations

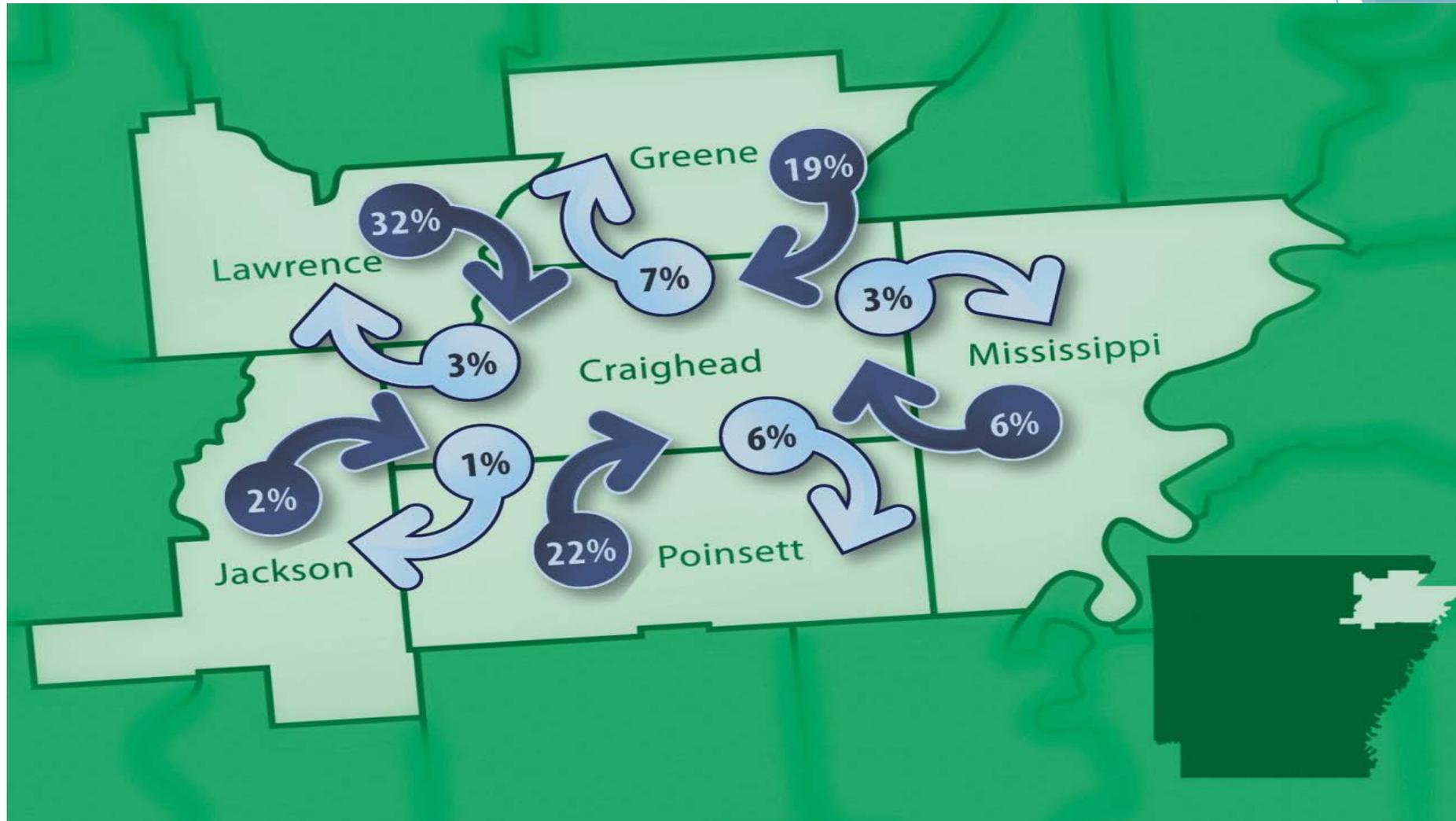
- ▶ Regional Economic Development Commissions
- ▶ Housing Redevelopment Authority
- ▶ Port Authorities
- ▶ Joint Powers Authorities
- ▶ Industrial Development Authorities or Boards
- ▶ Rural Development Finance Authorities



# Layers of Strategies



# Regional Economics



Workers



Dollars

# Why Regionalism in Economic Development?

- ▶ Businesses look at regions
- ▶ Opportunities for joint marketing, branding, pooling scarce resources for greater impact
- ▶ Larger cities and counties and adjacent smaller populations complement each other to bring up regional performance
- ▶ Regions can often command greater attention from State and Federal governments.

**\*Trend in Economic Development to form regional PPP organizations**



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*What are some examples in your area?  
What joint efforts are you engaging in?*



# Local Examples of Regionalism



▶ <http://www.arkadelphiaalliance.com/>



▶ <http://nmida.com/>



▶ <http://www.mscoastalliance.com/>



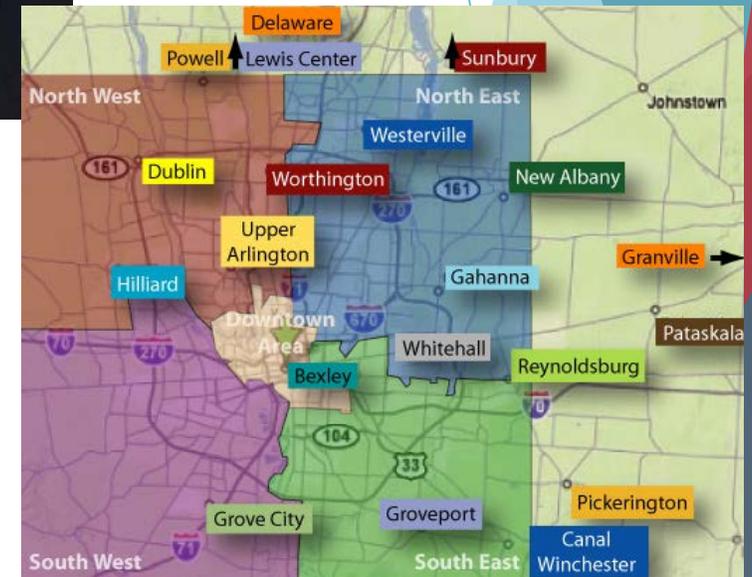
# Regionalism Example: Northeastern Tennessee

- ▶ Joint effort by 3 counties and a small city to cooperate in ED efforts
  - ▶ Washington County - pop. 125,500
  - ▶ Johnson City - 65,123
  - ▶ Carter County - 57,338
  - ▶ Unicoi County - 18,082
- ▶ Wanted to improve statistics for the entire region to be more appealing
- ▶ Wanted more attention from the state
- ▶ Each has assets the others don't
- ▶ By combining forces, they can be more competitive



# Example of Regionalism: Franklin County, Ohio

- ▶ Former County Board Commissioner - John O'Grady
- ▶ leadership role in economic development initiatives:
  - ▶ Created a revolving loan fund to serve as an "infrastructure bank" for 11 counties, cities and villages to fund infrastructure and other ED projects.
  - ▶ "EnergyWorks" - regional fund provides existing businesses with loans for building retrofits for energy efficiency.
- ▶ Also pursued innovative funding opportunities for Workforce Training Grants (WIT-G).



# Example of Regionalism, Working with Federal Funds: Pennsylvania and New Jersey

- ▶ Governor Edward G. Rendell
- ▶ Working with federal dollars from the U.S. Department of Housing and Urban Development's Empowerment Zones program in cooperation with neighboring Camden, New Jersey, used the program to revitalize urban neighborhoods.
- ▶ IEDC Leadership Award 2006

