

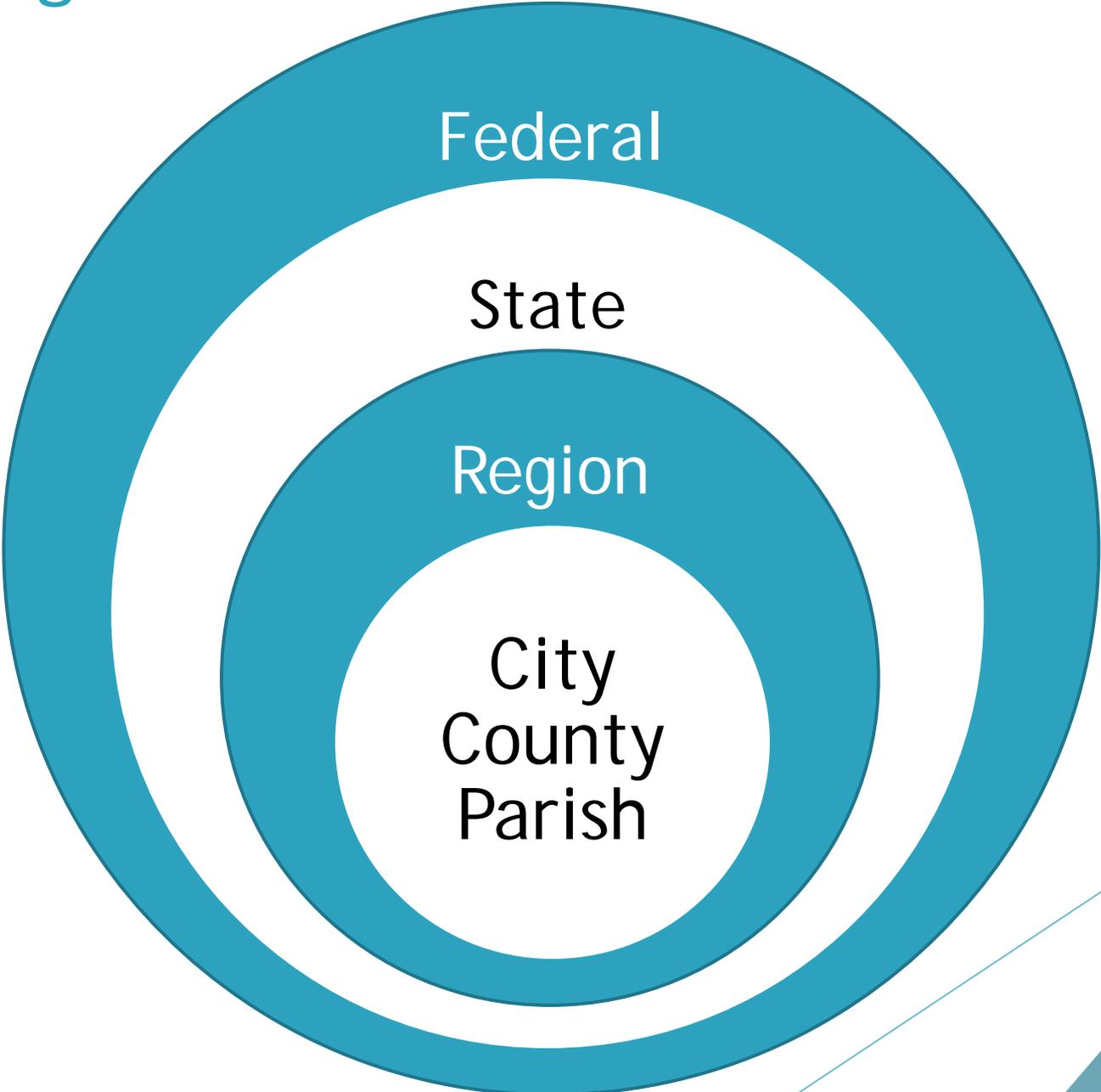
Leveraging Allies: The Federal, State and Regional Perspective



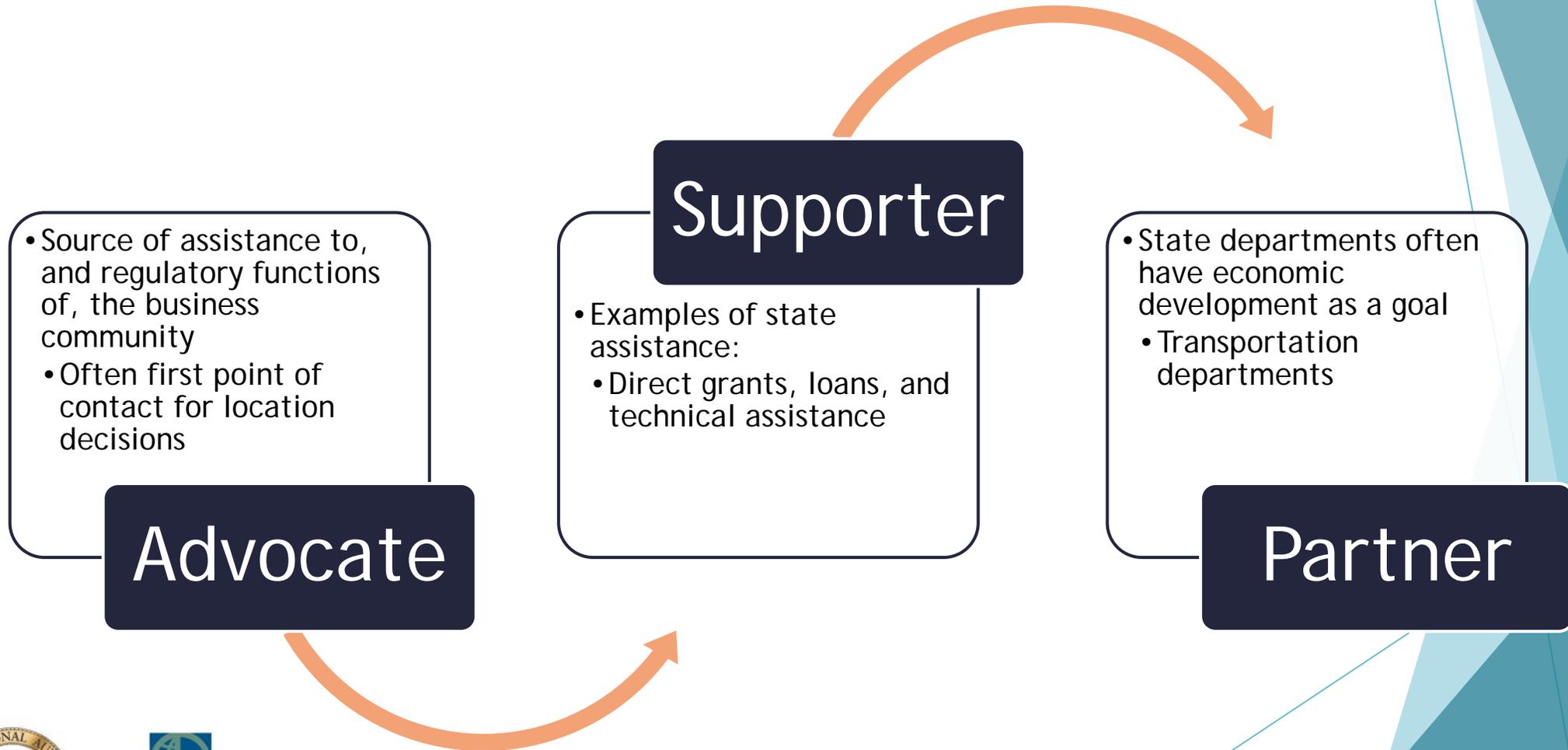
INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL

Mark Goodman, CEcD

Layers of Strategies



Role of State Government



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



IEDC 2014 Study of Top State ED Budgets



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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



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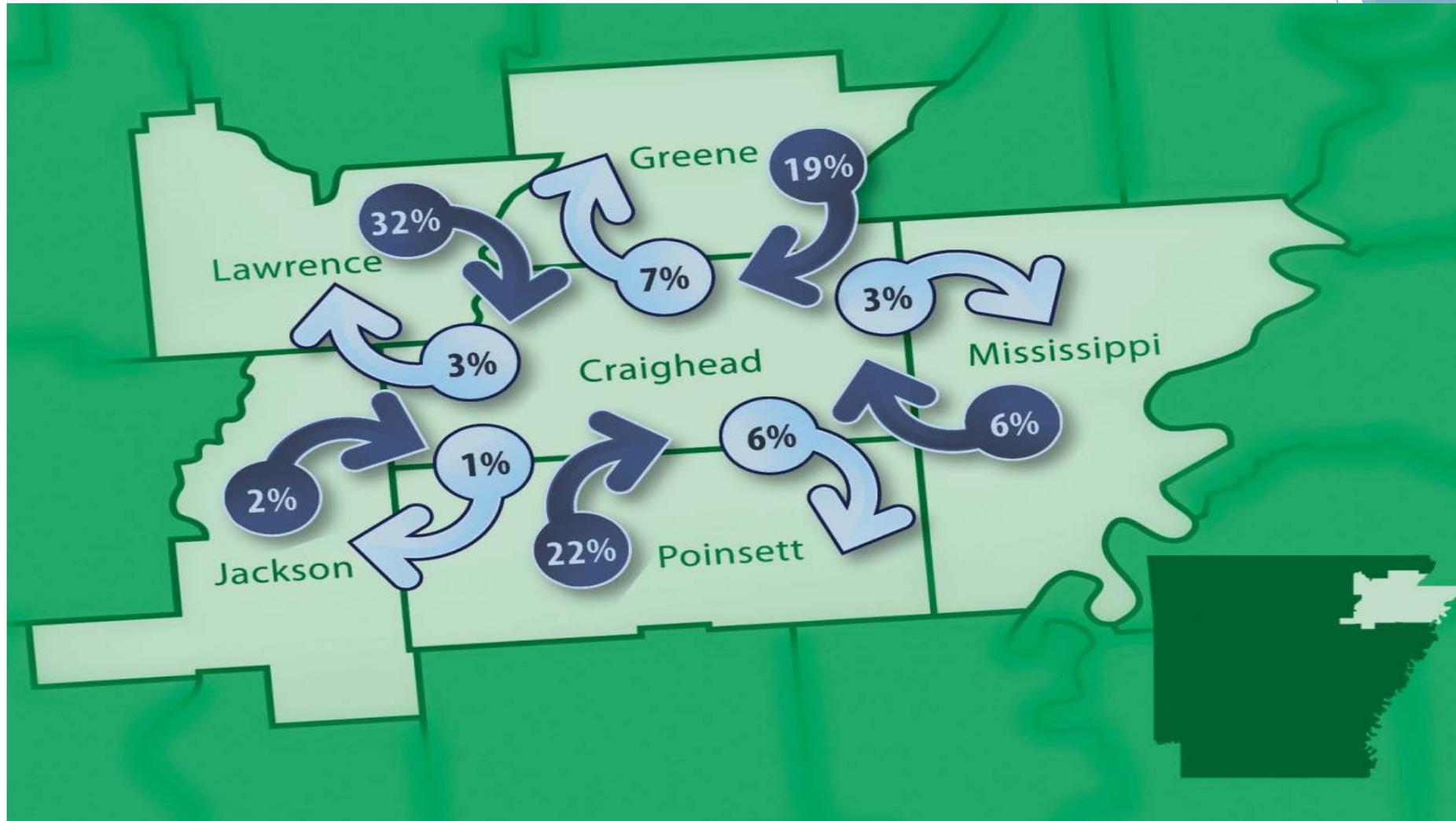
States with separate corporations or PPPs that provide ED services



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



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?*



Missouri Examples: Regional Economic Development



▶ <http://www.mmrpc.org/>



▶ <http://www.moberly-edc>



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 Regional Leadership: 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).



Regionalism can also be states working together: 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



Questions?

