Training - Incentive Policies-Analysis-Agreements

An informal overview of incentive policies, analysis of incentive proposals, and writing comprehensive incentive agreements.

Problem Identification

- Either there is no Incentives Policy or it is outdated

- There is limited or no analysis done on requests for incentives or proposed incentives

- Limited knowledge of the types of incentive agreements and important aspects in negotiating and writing them

Goal is to Understand the Following

- The statutory authorizations and limitations of incentives

- Project limitations related to sources of funds

- Writing and adopting good Incentive Policies

- Bad and Best Practices in negotiating incentives

- Optional ways to evaluate the merits of incentives

- Bad and Best Practices in writing incentive agreements

- How to stay out of trouble…

Typical Presentation Setting / Format

- Preferably a setting that allows for a PowerPoint presentation along with easy and informal discussion between the consultant, Board and staff. Depending on questions and discussion, anticipate a 1.5 hour discussion.

Typical Topics Covered

- Terminology / definitions

- Statutory authorization and limitations

- Tax abatement vs 380 agreements

- Incentive policies, requirements, adoption, application

- Project limitations; Type A and B Development Corporations, sources of funds

- Confidentiality and communications protocols

- Evaluating Incentives: Is there an answer to "Is this a good deal for us?"

- Negotiating Incentives: Who blinks first?

- Bad and Best Practices for Incentive Policy development

- Bad and Best Practices for Incentive Agreement development

- What can go wrong and how to avoid it

Other Training Available

- *Local Incentives Overview*: An informal overview of various potential local incentives, how they are authorized, identified, and incorporated into incentive agreements.

- *Business Retention & Expansion (BRE) Programs Overview*: An overview of a wide variety of programs that can be implemented to support existing businesses