

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- Either there is no Incentives Policy or it is outdated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