

## **Discussion Session**

### **Innovations in Economic Development Finance: What's New?**

#### **Speaker**

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Chairman

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#### **Governance and market environment**

1. Is your jurisdiction's posture towards economic development changing during this recessionary period?
  - a. More or less aggressive/risk adverse?
2. Among the funding challenges before your jurisdiction, has economic development gained or lost priority?
3. What does your jurisdiction consider 'innovative' in these times compared to two years ago?
  - a. Developer cash (their money) to GO bonds (your money)
  - b. Non-financial incentives: zoning, job training

#### **Development environment**

1. Is the nature of the developer's requests changing during the recession?
  - a. Nature of expenditures
  - b. Timing of public participation
  - c. Public credit support
2. Is the nature of your jurisdiction's requests for developer information changing during the recession?
  - a. Evidence of private funding
  - b. Evidence of users/tenants/occupancy rates
  - c. Funding of public improvements as a priority

#### **Tools**

1. Is your entity using ARRA tools?
  - a. BABs and RZDBS: Would you have done these projects anyway?
  - b. Recovery Zone Facility Bonds: Expansion of IDB access
2. Has your entity's posture towards access to your credit: changed- greater or lesser access?
  - a. GO Bonds
  - b. Developer Pay-As-You-Go Notes
  - c. Annual or Moral obligation backing
3. Has your entity considered new ways to leverage the development public revenues?
  - a. Any new development related revenue streams - transportation development districts, hospitality taxes, impact fees?
  - b. New splits in these revenue streams to fund more public needs?
4. Has your entity's position to funding public improvements changed for economic development projects?
  - a. Move towards more developer installed?
  - b. Wait until project is more complete?
  - c. Public sector goes first hoping for development?
5. Is there more attention to various partnerships and form of partnerships?
  - a. Public and Public
    - i. Job training: skill development or retooling
    - ii. Infrastructure investment, county-city or state-county-city
  - b. Public and Commercial Lenders
    - i. Working with commercial lenders to lower/supplement access and terms of credit
  - c. Public and Developer
    - i. New conditions and performance standards