



Business Retention and Expansion visits are geared to start a conversation, understand business needs and evaluate opportunities to assist.

WHY DO BR&E VISITS?

- Develop a deep understanding of your local economy and the challenges business owners face
- Help uncover new opportunities for business expansion and growth
- Assist businesses by providing tools and resources
- Create an early warning system so big changes at your major employers don't take you (or your community leaders) by surprise
- Provide crucial information to you and other local leaders that have a stake in economic development

PROCESS TO GATHER DATA

- Job numbers
- Benefits
- Date of visit
- Follow up (who/what)

RECURRING THEMES

- Workforce, housing, etc.
- Utilize these to update/address action by EDO

WHO TO VISIT?

Start with a good list

- Who are the businesses in your community?

Prioritize that list

- Major employers (# of employees)
- Employer of choice
- Growth opportunities
- Companies experiencing business challenges
- Community & economic development goals

Set goals for the program

- Number of visits
- New jobs created
- Existing jobs retained
- New capital investment

RED FLAGS TO WATCH FOR

- Operating Conditions
- Facility
- Market Changes
- Corporate Strategy

CONTACT INFORMATION

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