



The Montrose Group, LLC

MIDAMERICA EDC ECONOMIC DEVELOPMENT ADVISORY SERVICES

NEGOTIATED OVER \$1 B IN
CORPORATE SITE LOCATION ECONOMIC
DEVELOPMENT INCENTIVES

CREATED OVER 25 REGIONAL
ECONOMIC DEVELOPMENT
STRATEGIC PLANS

MONTROSE GROUP
SUPPORTS LOCAL & REGIONAL EDOS

**ADVISORS TO OVER A DOZEN
LOCAL COMMUNITIES** ON ECONOMIC
DEVELOPMENT INCENTIVES AND PROJECT
FINANCE MATTERS

ADVISORS TO LOCAL COMMUNITIES
ON THE USE OF ARPA DOLLARS FOR SMALL
BUSINESS CREATION AND INFRASTRUCTURE
DEVELOPMENT

ECONOMIC DEVELOPMENT STRATEGIC PLANNING

Learning

- Industry Cluster, Site & Labor Analysis
- Cost Competitive Analysis

Listening

- Stakeholder Engagement
- Focus Groups
- Surveys

Doing

- Marketing
- Infrastructure Funding
- Tax Incentives

CORPORATE SITE LOCATION ADVOCATE

Define Market Opportunities and Challenges

Review Tax Incentive Structures

Advocate for State Tax Incentive Funding

PROJECT FINANCING

Define Project Opportunities

Align Opportunities with Funding Sources

Develop and Advocate for Funding Applications

TAX INCENTIVE STRUCTURING

Reverse Site Selection Model

Benchmark Tax Incentives

Recommend Tax Incentives Strategy Based Upon ROI

DISTRESSED MARKETS

- Opportunity Zone Funds
- New Market Tax Credits
- Community Development Block Grants
- State Community Revitalization Program
- Site Redevelopment Strategies
- Brownfield Redevelopment Plans

SITE DEVELOPMENT

- State Certified Business Park & Sites Program
- U.S. Economic Development Administration Public Works Program
- Tax Increment Financing
- Site Readiness & Improvement Programs
- Transportation Improvement & Economic Development Funding

HISTORIC PRESERVATION

- Downtown Development Authority Programs
- Community Development Programs
- Downtown Historic Redevelopment Programs
- Main Street
- Federal Historic Preservation Tax Credit
- Revolving Loan Funds
- Business Incubators

TAX INCENTIVES & GRANTS

- Workforce & Talent Attraction Programs
- Data Center Sales & Property Tax Incentives
- Property Tax Abatements
- Job Creation & Retention Tax Credit Programs
- Broadband Infrastructure Investments

A TRUSTED PARTNER

Successful results come from strong partnerships. Montrose Group is privileged to work with some of the area's most prominent businesses, public-sector organizations, and trade associations.



MEET THE MONTROSE GROUP



David J. Robinson
Principal & Founder
Strategic
counselor. Former
state legislator,
national economic
development author,
corporate economic
development
executive, and
seasoned lobbyist.



Nathan V. Green
Director,
Economic
Development
Experienced
economic
development leader
with a track record
of results at the
local and state levels.



Tim Biggam
Director of
Government
Relations
Provides Ohio
lobbying services
to clients before local,
state and federal
government
officials based upon
his experience over a
decade of service in
state government.



Jamie Beier Grant
Director, Economic
Development Planning
16 year economic
development
veteran who provides
economic and workforce
development planning
and solutions,
corporate site location
and site development
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Harrison Crume
Manager of Economic
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Provides economic
development research
and analysis for
Montrose Group
clients undertaking
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