

Company Visits

The basic tenet of Business Expansion is not simply to “hold onto” businesses that operate within a community, but to help them expand, as well as spur new growth through stronger industry clusters. Taking excellent care of current primary employers makes good business sense; these employers will provide the most business opportunity and at a cost significantly less than attracting new ones.

When an ED organization develops and implements a company visitation program, it helps to provide information on the business climate and issues that affect companies. This customer feedback is critical to community leaders who can drive change.

A company visitation program serves several purposes:

- To determine what issues affect an employer’s ability to do business in a region, and to address any issues in a proactive manner.**
- To assess the community’s strengths and weaknesses, and any barriers to a company’s growth within the area.**
- To develop a strong relationship with the company executive, so that when they are in need of answers, they know who to call. This makes the ED organization a “one-stop-shop” for the customer.**
- To determine if a company is ready to expand, and what resources are necessary to assist them with their expansion.**
- To determine if the ED organization is focusing on the right sectors of businesses that might be ready for expansion.**
- To obtain insights to improve community strategic action plan for economic development.**

An ED organization should set goals for a realistic number of companies to visit within a year, based on the manpower available. The details of each visit should then be entered into a database (See section 2). If any issues arise that need a response, immediate steps should be taken to resolve them, or to refer to the proper agency for resolution. The same contact at each company should then be visited annually (at a minimum) to reinforce the relationship and the resources available.

Visits can be made by ED staff, and also may include community leaders such as the Mayor, members of City Council, County Commissioners, and other civic, educational, and economic leaders.

People are talking about the EDC...

"The EDC has been a great partner for Ford Motor Credit. They are always accessible and attentive to our business needs. Since the EDC is so involved with the business community, they save us time by connecting us with other parties and city entities that can address our issues and opportunities."

- Mark E. Rickey, Director
Colorado Springs Business Center

"I have enjoyed my relationship with EDC over the last several years. They have been responsive and very helpful with some difficult issues. The Local Industry team is dedicated to improving the business climate for local employers."

- Dan Malinaric, Managing Director and Site Manager
Atmel Corporation

"The economic health and vitality of our community is driven by the creation and retention of primary jobs. At American National Bank we believe that EDC is the best vehicle to get us there. An investment in EDC is an investment in our community."

- Bill Berenz, Regional President
American National Bank



Local Industry Division
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Helping Local Industry Succeed

*The Colorado Springs Local Industry Team -
Your Strategic Partner*



Strong Businesses Help Make a Strong Community.

Not only do strong businesses help strengthen the community, but a strong community can help strengthen businesses. That's why the EDC strives to ensure the community's primary employers play a major role in the direction of the local economy.

Does your business need help with any of the following?

- Expansion
- Workforce Training Grants
- Property Tax issues
- Permitting
- Research & Development Resources
- Strategic Partnerships
- Project Interns
- Business to Business Introductions
- Networking Opportunities
- Rapid Response Team

EDC's Local Industry team can help. Our programs are a fast, efficient and effective way to get things done.

It's our goal to provide superior customer service to the area's primary employers, to become your strategic partner and to help protect and provide quality jobs for members to our community. We work in conjunction with the Colorado Springs Chamber of Commerce, whose purpose is to champion the growth and stewardship of our community to ensure the region's continued prosperity.

One-Stop Business Resource

As your one-stop business resource, we work to resolve business problems, open valuable networks, introduce you to important professional contacts who can make a serious impact on your bottom line, and collaborate with community partners to identify and address workforce development needs. We're also the recognized voice of business at City Council.

Checkout our track record!

Here are some examples of how we've helped local business:

- We saved one local firm \$400,000 through a property tax reassessment, and another \$10K per day in lost revenue through permit expedition.
- We also helped secure \$1.2 million in workforce training grants, while saving additional members significant dollars through expansion assistance.
- We assisted a local mid-sized business in obtaining a \$500,000 contract with the city.

Make EDC your single point-of-contact and your first call for all your business needs. Changes are, we've already helped dozens of companies just like yours succeed in Colorado Springs.

Whatever your business needs, the EDC can help. Contact us today.



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Colorado Springs
Regional Economic
Development Corporation

Local Industry Division

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Creating Quality Jobs For A Quality Community Since 1971.