

# WHY DOES IT MAKE SENSE to contract economic development services with CEDA?



## GET A TEAM OF PROFESSIONALS

When you contract with CEDA, you are contracting for an entire team of qualified professionals with over 100 years of immediate, combined experience. You are able to access the expertise, connections, and creativity of all of our team members.

## EXPAND YOUR REACH

CEDA has launched its Expanded Marketing Program, which allows our communities to promote themselves in unprecedented ways:

1. Representation at international trade shows.
2. Access to a database of over 2,000 site selectors.
3. Knowledge of best practices in economic development across the country.
4. Increased access to local, state and national government officials.
5. Memberships to several nationally recognized organizations.



## IT'S ABOUT WHAT WORKS FOR YOU

CEDA helps you be proactive about economic development by providing a dedicated team member to serve at your offices for the amount of time/week that works for you, your goals, and your budget. We will work with your staff, boards and local businesses to help you strategically grow. Each of the communities we serve is different, and we'll take the time to make sure we understand your priorities.



## ACCOUNTABILITY

We are results-driven and motivated to produce tangible outcomes. In fact, we're so confident in our quality of service that we provide a 30-day-out clause in all of our contracts to mitigate your risk.





## ON-SITE BUSINESS COUNSELING

CEDA is a satellite office for the Rochester Small Business Development Center (SBDC). We work directly with your new and existing businesses to provide expertise and resources to encourage their long-term success.

## NO MORE PERSONNEL ISSUES

Hiring CEDA allows your EDA Board to be more productive by taking away personnel worries. Your Board will be able to focus on strategy and decision-making rather than:



1. Hiring and firing of employees
2. Employee discipline
3. Benefits negotiation
4. Training of staff
5. Federal and State regulations
6. Errors and Omissions/liability

## GRANT WRITING EXPERTISE

CEDA has successfully authored over \$40 Million of private, state and federal grant applications since 1986.

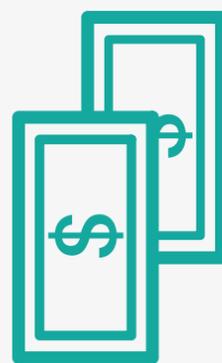


We have team members with diverse knowledge and experience that will improve your community's applications for grant dollars.

## COST EFFECTIVENESS

Hiring employees directly has associated expenses such as:

1. A share of the employee's Medicare and Social Security taxes
2. Unemployment and workers' compensation insurance
3. Employer-provided benefits
4. Equipment/technology such as laptops and software
5. Limited productivity during training
6. Overtime pay
7. Professional development costs



For our reasonable, all-inclusive rates, you receive a highly qualified team of professionals dedicated to making your community prosper.

As a 501(c)(3) non-profit, all of CEDA's services are provided at or below cost.