



DEGC Business Development Team

Retention and Expansion Program

SIX BUSINESS SUPPORT SERVICES

The **Detroit Economic Growth Corporation (DEGC)** Business Development team supports Detroit's existing businesses through the Business Retention and Expansion Program. The program focuses on large-scale industrial + commercial employers and high growth companies within DEGC's prosperity sectors. The program offers the following general services. For more information, including staff contact information and information on prosperity sectors, see degc.org/business-development.

1 TALENT SOLUTIONS

Facilitate connections with Detroit at Work and other talent partners to ensure rapid talent identification and staffing.
External Partner: Detroit at Work

2 CITY OF DETROIT CONNECTIONS

Act as the liaison between businesses and city departments to ensure projects and issues are moving efficiently through the municipal pipeline.
Internal Partner: District Business Liaisons | External Partner: City of Detroit

3 EXPANSION + REHABILITATION

Facilitate site selection using internal resources and referrals to the brokerage community. Facilitate connections with financial partners to explore low interest financing and other funding mechanisms. Underwrite and offer tax incentives for select large scale rehabilitation and/or expansion projects.
Internal Partner: Development Services
External Partners: Detroit Building Authority; Invest Detroit; Detroit Land Bank

4 PROMOTION

Create customized marketing materials for select companies to share and celebrate business success.
Internal Partner: Communications Team

5 REFERRAL NETWORK

Leverage network of city, county, state and federal partners to find solutions for business challenges.
Internal Partner: District Business Liaisons

6 LISTENING SESSIONS / RETENTION VISIT

Identify business challenges and long-range goals by attending annual outreach visits. Data recorded is shared with policy makers to guide decision-making for business related support policy and programming. The visit team includes business development managers from DEGC, DESC, Wayne County and the Michigan Economic Development Corporation (MEDC) to maximize the impact and value of the visit.
External Partners: MEDC + Wayne County + Detroit at Work

PARTNERS:



MICHIGAN ECONOMIC DEVELOPMENT CORPORATION

