

METRO DENVER ECONOMIC DEVELOPMENT CORPORATION

The Metro Denver Economic Development Corporation (Metro Denver EDC), a public-private, not-for-profit, economic development organization, is an affiliate of the Denver Metro Chamber of Commerce. As the nation's first and only truly regional economic development entity, the Metro Denver EDC is comprised of over 60 cities, counties, and economic development agencies.

Primary funding comes from private-sector investors, plus participating cities and counties in Metro Denver. Initiatives are developed among member organizations with final decision-making authority resting with an investor board of directors.

Programs and Services

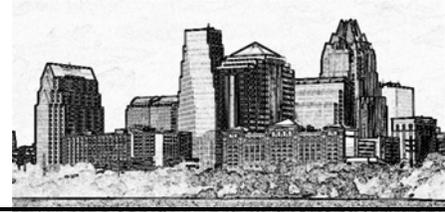
Metro Denver EDC provides a broad array of services to assist companies with location, expansion, and market decisions. The Metro Denver EDC represents ALL of the economic development programs in the seven-county Metro Denver region and Weld County. This unique partnership with the region's economic development groups, cities, and counties provides immediate and invaluable access to the region's decision makers, regulators, and political leaders.

Focus - Data, Data, Data

The Metro Denver EDC's goal is to provide the resources that allow companies and site selectors to conduct a complete site search of the Metro Denver region online, from anywhere in the world. The website contains the information businesses need from demographics and real estate, to aerial photos, industry information, and local business news. Highly-trained staff can provide proprietary data services in the areas of Metro Denver real estate, demographics, market analysis, transportation, utilities, housing, workforce, taxes and regulation.

Site Tours

The Metro Denver EDC provides complete familiarization tours of the Metro Denver region that are customized for a company's unique needs. Assistance includes coordinating appointments and economic briefings on the region or on key issues confronting the company.



Privacy and Confidentiality

Inquiries are treated with the highest degree of confidentiality. The Metro Denver EDC operates under a Code of Ethics that places confidentiality in their dealings as the highest priority.

Community Involvement

Metro Denver EDC facilitates quick assimilation into Metro Denver's expansive civic community involving the company and key executives in civic life.

History

While Denver suffered under a recession in the agriculture, semiconductor and energy industries, the Chamber founded the Greater Denver Corporation (GDC) in 1987. The GDC set out an aggressive program for economic recovery including: a new convention center, a new international airport and 200,000 new jobs in Metro Denver, as well as a new, truly metropolitan economic development program called the Metro Denver Network. The \$8 million, four-year campaign met all its goals and added the successful bid for a major league baseball franchise, a new baseball-only stadium (Coors Field), and a request from its investors to continue the program for another five years.

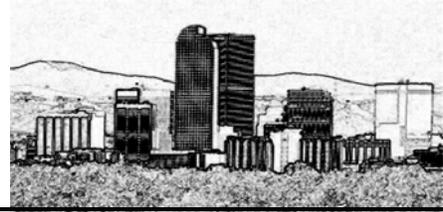
GDC II went on to create another 200,000 jobs in Metro Denver and watch the opening of its greatest achievement, Denver International Airport, in 1995. In that same year, GDC investors joined every Coloradoan in celebrating the Colorado Rockies' first pitch at the newly constructed Coors Field.

The Metro Denver Network succeeded the Greater Denver Corporation in 1995. The national award-winning program continued the GDC legacy into the 1990s, spearheading the effort to convince voters to help build INVESCO Field at Mile High and the Broncos' stadium that replaced Mile High Stadium.

As the tech bubble burst throughout Metro Denver in 2001, Chamber leadership renewed its commitment to private sector leadership in economic development. In 2002, the Chamber took steps to restore a battered economy.

By 2003, the Metro Denver Economic Development Corporation was born. Committed to raising \$12.5 million for a new five-year, economic development program, the Metro Denver EDC has assumed the mantle of leadership for Metro Denver's economic recovery, with goals of creating 100,000 new jobs and branding Metro Denver nationally as a sustainable hub for a new economy, including businesses, entrepreneurs, and workers.

<http://www.metrodenver.org/>



OPPORTUNITY AUSTIN

After the extraordinary growth of the 1990s, the greater Austin region suffered from a stagnant economy, layoffs and job reductions. Opportunity Austin is a five-year, five-county "roadmap for recovery" to rejuvenate the economy and create jobs. The goal of the plan is 72,000 new jobs in five years and a \$2.9 billion aggregate increase in payroll. The plan will cost an estimated \$11 million, much of it in private contributions.

Since it was launched in September 2003, the regional business community has invested more than \$14.4 million to finance the program. In 2004, the first year of operation, the region attracted more than 19 business relocations, including the Home Depot Technology Center, a national data center for the giant retailer that will employ 500 software professionals. In addition, more than 56 existing businesses have announced significant expansions.

Special efforts are directed at recruiting industries recommended by Market Street Services, Inc. of Atlanta as particularly good prospects for growth in the Austin region. These industries include automotive suppliers, wireless, company headquarters, biomedical products, pharmaceutical manufacturing, semiconductors, software, digital media, clean energy and transportation/logistics.

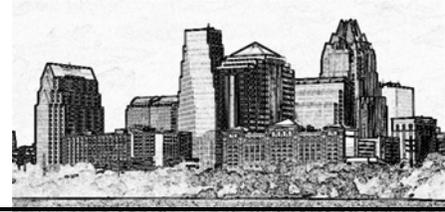
Understanding that approximately 80 percent of new jobs will be created by existing businesses, in 2004 the Chamber launched Portfolio Austin—A Strategy for Growth. Through this program, the Chamber is working with regional companies to maintain their presence and continue their growth in the region.

Opportunity Austin is implemented by the Chamber's Economic Development Council. The Greater Austin Economic Development Corporation Board provides oversight. The plan, based upon a recommendation from Market Street Services, is divided into five parts:

Strategy 1: Capitalize on Existing Strengths

Strengthen locally headquartered companies, computer software, digital media, wireless, semiconductors and tourism. Specific steps include:

- Create a regional leadership council of business leaders.
- Create linkages between industries, groups and the University of Texas.
- Pursue recruitment and retention strategies for the software industry.
- Creating a public/private consortium similar for wireless research.



Strategy 2: Recruit and Target Diverse Sectors

To combat Austin's over-reliance on the high-tech sector, the plan would target these industries: automotive, medical products, regional offices and headquarters, transportation and logistics. Specific steps include:

- Working with Toyota to determine preferred suppliers and attract them to the region while looking for opportunities in "clean powered" auto/truck technology.
- Convening a regional medical products work group to identify supply-chain linkages, investigate the potential for joint development and manufacturing arrangements and encourage technology transfer.
- Facilitating commercialization of University research.
- Developing and executing a detailed recruitment strategy.
- Working with state and local officials to structure incentive packages.
- Upgrading transportation and warehousing capacity to make the region more attractive to distribution, logistics and warehouse firms.

Strategy 3: Stimulate Entrepreneurship and New Enterprises

Assist the growth of home-grown small businesses with a strong chance for success through: research and development, technology commercialization; a focus on such "next wave" sectors as nanotechnology, biotechnology and clean energy; and a strong program of export assistance.

Strategy 4: Market Austin Effectively

Create a dynamic, state-of-the-art, informative Chamber website. Publicize the greater Austin areas' re-entry into the economic development arena through a multi-phase, multi-channel campaign.

Strategy 5: Improve Regional Competitiveness

This region cannot be competitive unless the citizens can move about the area quickly, cheaply and conveniently, afford to buy a nice home, breathe clean air, enjoy unpolluted waterways and continue to take advantage of the region's abundant green space. We must:

- Build workforce quality by ensuring that regional education standards, performance and capacity are maintained at competitive levels.
- Improve the transportation system and infrastructure by advocating consistently and compellingly for the financing and development of transportation and mobility improvement projects.

Ensure that businesses that are expanding, relocating or developing projects in Austin and the region receive the necessary permits in an efficient, cost-effective, unambiguous and predictable manner.

<http://www.austinchamber.com/DoBusiness/AboutOpportunityAustin>