Greenfield

The Strategy, Art, and Science of Business Locations

After Announcement Assimilation (AAA) Services

For EDOs / Companies

"After the site selection decision is made"

The general public often believes economic development project work stops after the location decision is made.

Economic developers know the hard work at the local level actually begins…. once a company makes their site location announcement.

There are small questions that arise, introductions to be made, bid proposals & contractors to coordinate, local "meet-and-greets" to attend, and other time-consuming actions required to keep every announced economic development project on track. There are also permitting / regulatory / training / grant verifications and paperwork that must be reviewed, submitted, and ultimately managed.

Often, the newly-located company depends on the local economic developer to complete these administrative tasks and stay ahead of any possible issues. However, with today's projects being more complicated and requiring such in-depth documentation, serving as a company's local contact can overwhelm local staffers.

Greenfield offers economic development organizations "after announcement assimilation" project services *to help ease companies into their new business location*. Simply put, we become the one "Point of Contact" for the local community – working in tandem with the local ED staff and the Company to coordinate smaller tasks and general inquiries, so you can continue with your local duties.

The services required differ from project to project. The following is a partial listing of the types of activities we can provide as a company stands up a new operation.

- **Coordinate workforce staffing / local training programs across all providers to assure that training provided is what the company requires.**
  - Workforce programs are split between different entities: NCESC, community colleges, WDBs, NCSU Industrial Extension, UNC System, private vendors and institutes. We coordinate across all entities to ensure the company utilizes every opportunity and receives the actual training they need.
  - Assure required documentation is completed and approved.
  - Negotiate changes to actual training programs, if required
  - Assure the company understands all program offerings *and their corporate obligations* prior to signing any agreements.

- **Act as local contact for grant documentation.**
    - Complete narrative portions of grant applications on behalf of the company, ensuring that hiring numbers, job titles, pay schedules, and other required data are consistent and updated, as required. Our paperwork will be approved by the appropriate company officials prior to submission.
    - Attend general meetings with granting agencies and provide requested project updates
- **Coordinate site prep / contractors if the company does not have a construction project manager**
    - Maintain general discussion with all utilities involved, to ensure projects remains on schedule
    - Serve as one "point of contact" as questions arise, to submit all questions to the company in a timely fashion and to follow up on the Company's answers – also in a timely fashion.
- **Set up meetings with local officials, general public, any special interest groups to discuss the project and keep everyone informed.**
    - Keep master schedule of meetings and events for company
    - Meet with local contacts to provide project updates
    - Contact appropriate regional and state officials to keep them apprised of project's progress
- **Facilitate Company needs at the local level (see following examples):**
    - Have postmaster assign physical address
    - How does company arrange trash pick-up?
    - Listen to and catalogue any local concerns (such as traffic / noise during construction) and submit to company
    - Does the company need a stoplight at a certain intersection or a turn lane?
    - Track unsolicited vendor inquiries
    - Attend certain civic group meetings
- **Other services / tasks as requested.**

We are available to contract with either the EDO or the company for as long as required. We will work for a week, month, or on an "as needed" basis.

Please contact us at your convenience.

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