

## Linking Your Business To An Economic Development System



### Business Opportunities

The Business Outreach and Assistance Program links your business to the economic development resources that can best further your success. We do this through a managed business consultation process.

- Professional Consultations
- Connections to Economic Development Resources and Agencies
- Business-Friendly Website
- Business Roundtable

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## Advancing Your Business



### Business Support Programs



**The Lucas County Improvement Corporation**

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## Reaching Out to Assist Your Business

The LCIC's Business Outreach and Assistance Program is a key part of a regional economic development system. Existing businesses create approximately 80% of the jobs in our community. The LCIC's goal is to facilitate the profitable growth of existing businesses by identifying their individual needs and connecting them with economic development resources.

We connect firms to resources through a managed referral process, coordinated by LCIC staff. The managed referral process ensures that the follow-up items are performed in a thorough and timely manner.



## Partnering in an Economic Development System

A strong local economic development system in which the City of Toledo, Toledo-Lucas County Port Authority, Toledo Regional Chamber of Commerce (SBDC and EPIC), Lucas County Workforce Development Agency, Regional Growth Partnership, First Energy, University of Toledo, Downtown Toledo Improvement District, State of Ohio, Owens Community College, Columbia Gas and others have well-defined roles and collaborate for the good of the greater community makes the BOAP possible. These partners provide the direct economic development assistance to the firms contacted through the BOAP. In addition, a representative from one or more of these partners frequently accompanies the LCIC staff on each BOAP consultation visit.

### Program Structure

The foundations of the BOAP are:

1. Scheduling consultation visits with the principals and senior managers of local businesses
2. Conducting consultation visits with the principals and senior managers of local firms
3. Connecting opportunities for business assistance with existing economic development programs and other resources
4. Coordinating and tracking the business assistance
5. Following up with the firms seeking assistance, and
6. Quantifying the unmet demand for business assistance resources and pursuing additional resources.

The BOAP helps local businesses in many ways, including finding capital for new equipment and plant expansion, obtaining funds for training workers, navigating the business regulatory and permitting process, finding managerial expertise on cash management and marketing, and facilitating enhanced public utility services.

