

ECONOMIC DEVELOPMENT TOOL BOX

- Chapter 380 (381) Texas Local Government Code.
- Type A and B sales tax.
- Tax Increment Financing Districts (TIF).
- Tax Abatement Agreements.
- Public Improvement Districts (PID).
- Latest monetizing tool- PID, PID Bonds for infrastructure with TIF increment to reduce PD assessments to make property marketable.



This is what happens when you draft agreements without the right tools.

*Honey please,
just calm down.
Let me explain....*



It Takes a Village to Incentivize a Project



Key Concepts

- Know the deal, the available programs and the limitations.
- Are there tools the local government is not using or unfamiliar - if so educate.
- Are the applicable guidelines current?
- Know the political limitations and the need for stakeholder buy-in.
- What is the local government's track record awarding incentives?



Key Concepts

- Engage appropriate consultants.
- Engage persons of influence as necessary to assist in selling and brokering the deal.
- Can other jurisdictions participate?
- What financial impact does an incentive have on the Project?
- Establish and follow protocol for negotiation of incentives.



When negotiating Incentives, offer the group a couple of glasses of cheap merlot...AND things will start going your way and they won't know the difference.

Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the [UT Law CLE eLibrary \(utcle.org/elibrary\)](http://utcle.org/elibrary)

Title search: Creative Districts

Also available as part of the eCourse

[2018 Land Use eConference](#)

First appeared as part of the conference materials for the

22nd Annual Land Use Conference session

"Creative Districts"