

## 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.

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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

22<sup>nd</sup> Annual Land Use Conference session

"Creative Districts"