

# ECONOMIC DEVELOPMENT & BUSINESS ATTRACTION

Our experience in location strategy and economic development activities has given us unique and practical insights into what makes successful organizations tick. We have put this knowledge and experience to work for several public sector clients, helping them to refine their own go-to-market strategies for their region. We have even gone so far as to help develop mission statements and advise staffing and organizational design with the aim of achieving the region's economic development goals.

We understand how to bring governments, the private sector, education and non-profits together to work towards a sustainable, resilient economic future that increases opportunity. We help build the consensus among business, government, and community that allows economic development entrepreneurship, sustainability, and opportunity.

Our professionals have many years of experience in helping companies make difficult location, investment, and staffing decisions. This allows us to:

- Provide frank advice to governments and development agencies on how they fare in competitive situations
- Show state and local governments how they can balance business attraction and other community goals
- Help them identify regional strengths and weaknesses, public and private partners, and drive consensus, we position companies for future success

We help communities and development agencies develop strategies for economic development success. Such programs can include:

- Incentives
- Consensus Building
- Infrastructure Investment
- Organizational Restructuring
- Regulatory Review and Reform
- Innovation and Entrepreneur Support
- Growth and Retention Planning
- Marketing and Branding Plans
- Online and Social Media Presence
- Specialized Training and Educational Forums
- Development of Public/Private Partnerships for Targeted Investment

With over 20 years of experience in location strategy and economic development, our experts have provided insight and action plans for organizations like: Province of British Columbia, the States of Delaware, Arkansas, and Maine; the regions of Tampa, FL; West Palm Beach, FL; Pittsburgh, PA; Kansas City, MO/KS; Hartford, CT; New Orleans, LA; Gary, IN among many others

We have also assisted global organizations such as UNCTAD, UNDP, UNESCAP, OECD, World Bank Group, US Trade Department, World Free Zones Organization, WAIPA, CAIPA, AIM, and many IPAs and Free Zones around the world.



Additionally, the team has produced a number of training programs and handbooks for various clients to assist them in executing on these important plans.

Our firm is also highly skilled and experienced in the field of policy review, particularly in reviewing the performance of incentive and credit programs. From Maine to Namibia, our firm has helped communities whether current programs are producing a return on investment, are meeting the goals of the community's strategy, and providing new policy design to develop programs that are powerful, transparent, and an effective use of public funds.

ICA is a global management advisory firm based in Amsterdam and Boston specializing in corporate location advisory, Supply Chain Management, market entry, incentives advisory, free zone development, economic development strategies, investment promotion strategies, FDI advisory and training & seminars. ICA offers customized, effective solutions matching its clients' needs through a combination of analytical industry expertise and stakeholder management.

ICA's global team of multi-disciplinary professionals has worked on numerous projects across all continents, either on behalf of its growing portfolio of corporate clients or as strategic advisor to governmental organizations. ICA is also the founder of two successful software products: LocationSelector.com and ICAincentives.com (now known as IncentivesMonitor.com).