

*Offense Wins
Games, Defense
Wins
Championships.*
**Why Playing
Defense In
Economic
Development Is
Crucial!**



Next Move Group
We Are Jobs



Do You Ever Play “Defense” In Economic Development?



Next Move Group
We Are Jobs



Playing Defense

An estimated **10 – 15 PERCENT** of jobs disappear annually meaning that communities must work hard just to stay even economically.

1 "Getting the Best out of Creative Destruction," by Stefano Scarpetta, The World Bank Group, March 2005

2 **Base employer** (also called primary employer) – a company that exports at least 50 percent of its goods and/or services outside of the region and 'imports' revenue into the region that underpins the economy



Playing Defense

A staggering 'uppercut': Shell refinery closure to cost St. James \$24M in taxes per year

BY DAVID J. MITCHELL | STAFF WRITER UPDATED NOV 7, 2020 AT 12:52 AM 4 min to read



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Sheriff Willy Martin said the complex generates a total of \$24 million per year in property, inventory and sales taxes for local governments: about \$5 million in sales tax and \$19 million in property and inventory taxes.

Shell kicks in \$6.7 million in property and inventory tax to the parish's annual budget and probably close to another \$1.5 million in sales tax. Combined, those tax dollars represent about 20% of the parish's annual revenue in 2019.

The School Board alone pulls in \$8.7 million in property and inventory tax revenue from Shell, which was nearly 12% of the system's total revenue in 2019 even before the sales taxes.



Playing Defense- BRE (Business Retention & Expansion)

- The primary objective of a BRE program is to find problems both at the macro and micro level your businesses are facing.
 - Macro level- similar problems multiple businesses are facing
 - Micro level- problems one business in particular is facing

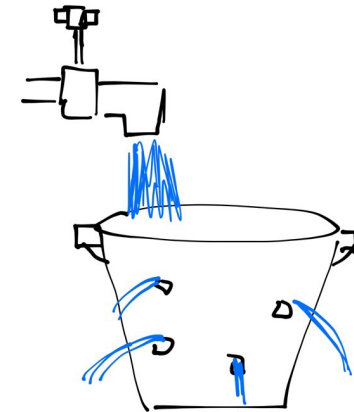




Playing Defense

Taxes a Typical Manufacturer Pays:

- Real Property Taxes
- Machinery Property Taxes
- School Taxes
- Inventory Tax
- Tax on Utilities
- Transportation Fuel Tax
- State Corporate Income Tax
- Local Corporate Income Tax
- Federal Corporate Income Tax
- Workers Comp
- Unemployment Insurance
- Business License Fee
- Payroll Taxes
- PLUS, PERSONAL INCOME TAXES PAID BY THEIR EMPLOYEES OFF THEIR REVENUE





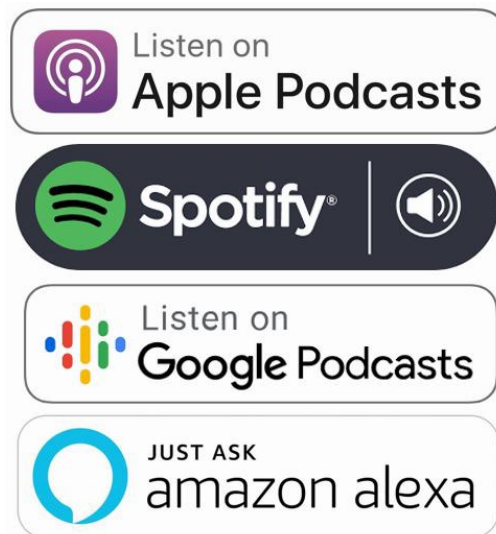
Thank You



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