



MAPC Annual Meeting

March 18, 2024

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*Presented by: Mike Noris, Executive Director
(Administrator: Southeast Iowa Regional and Economic Port Authority; Board
member, Mid-America Port Commission)*

Economic Development Resources

1. Understand your problem
2. Understand your network
3. Understand your role
4. Find or connect with resources

Economic Development Resources

Understand your problem

- Attraction or Expansion project?
- Infrastructure or business incentives?
- Are local suppliers or vendors needed?
- Is the project competitive with another location?

Economic Development Resources

Understand your network

- Government
 - City/county
 - Regional Planning Commissions
 - State agencies
 - Federal agencies
- Private
 - Economic Development Organization
 - Vendors/suppliers
 - Engineers

Economic Development Resources

Understand your role

- Host/Connector or Doer? Both?
 - Who's in charge
 - What needs to be done
 - When does it need to be done
 - Why does it need to be done
 - Where does it need to be done

Economic Development Resources

Find or connect with resources

- Infrastructure
 - What is lead time?
 - Is there local match/who will pay?
 - Sensitivity with prevailing wages, BABA, other public requirements?
 - Who will write a grant, who will administer?

*Try to answer the bulk of questions before looking for money!
Many times, funding sources will self-select out depending on
your constraints.*

Economic Development Resources

THANK YOU!

Mike Norris –

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