

Designing and Managing Business Incentive Compliance Efforts

November 9, 10, 16, 27, 2020 | 2:00pm – 4:30pm ET
Virtual, Instructor-led training

Working Agenda

Day 1 Setting the Stage – November 9, 2020

What is incentive compliance and why is it important to get it right? Core concepts and the economic development context for incentive use.

What data are needed for incentive compliance management and why? An examination of statutory and contractual requirements, terms and definitions, and data sources.

Day 2 Data Options – November 10, 2020

What are the best ways to obtain and validate performance-related data? Review of company-provided information, administrative records, and other third party sources. Techniques for addressing access and quality challenges.

How can compliance reporting be made more customer friendly? Create process steps that ease the administrative burden for companies and EDO compliance staff.

Day 3 Best Practices – November 16, 2020

How should EDOs manage their compliance process? Staffing, resources, information systems and partnerships that help compliance run smoothly.

What policies and procedures are needed to address noncompliance when it occurs? Share challenges with peers.

Day 4 Deploying the Data – November 17, 2020

How can the data and lessons learned from compliance reporting best be used to support internal and external reporting? How can compliance staff prepare to work with outside evaluators?

Capstone session: Participants will prepare a roadmap for sharing incentive compliance data in a positive and empowering manner with state and local partners so they can support businesses appropriately and continuously improve economic development practices.