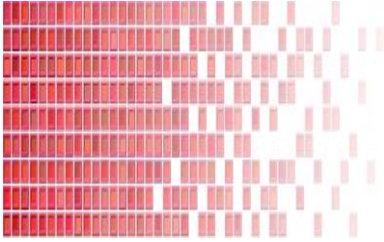


***COFP/FPUA***  
***Strategic Planning Session***  
***June 2018***





# Situation

- **Economic Development**
  - **In the past**
    - Always Reactive
  - **Where are we now**
  - **Tomorrow is here**
    - Changing the paradigm



# Situation

- **Where are we now**

- Electric Development Rate: 5 tiers
  - 25%, 20%, 15%, 10%, 5%
  - 15 riders. Few have jumped up to the next tier
- No charge for installation of electric transformers
  - Contribution in Aid will be onsite material and labor
- Gas Contract Rate: 2 riders
- Financing available at Capital Improvement Charges (CICs)
  - Residential:                    12 months @ 0.0%                    36 months @ 6.0%
  - Commercial:                    12 months @ 0.0%                    60 months @ 6.0%
- Responsible Creativity – Win/Win
  - Partnering with businesses, COFP, & EDC – Project Beet

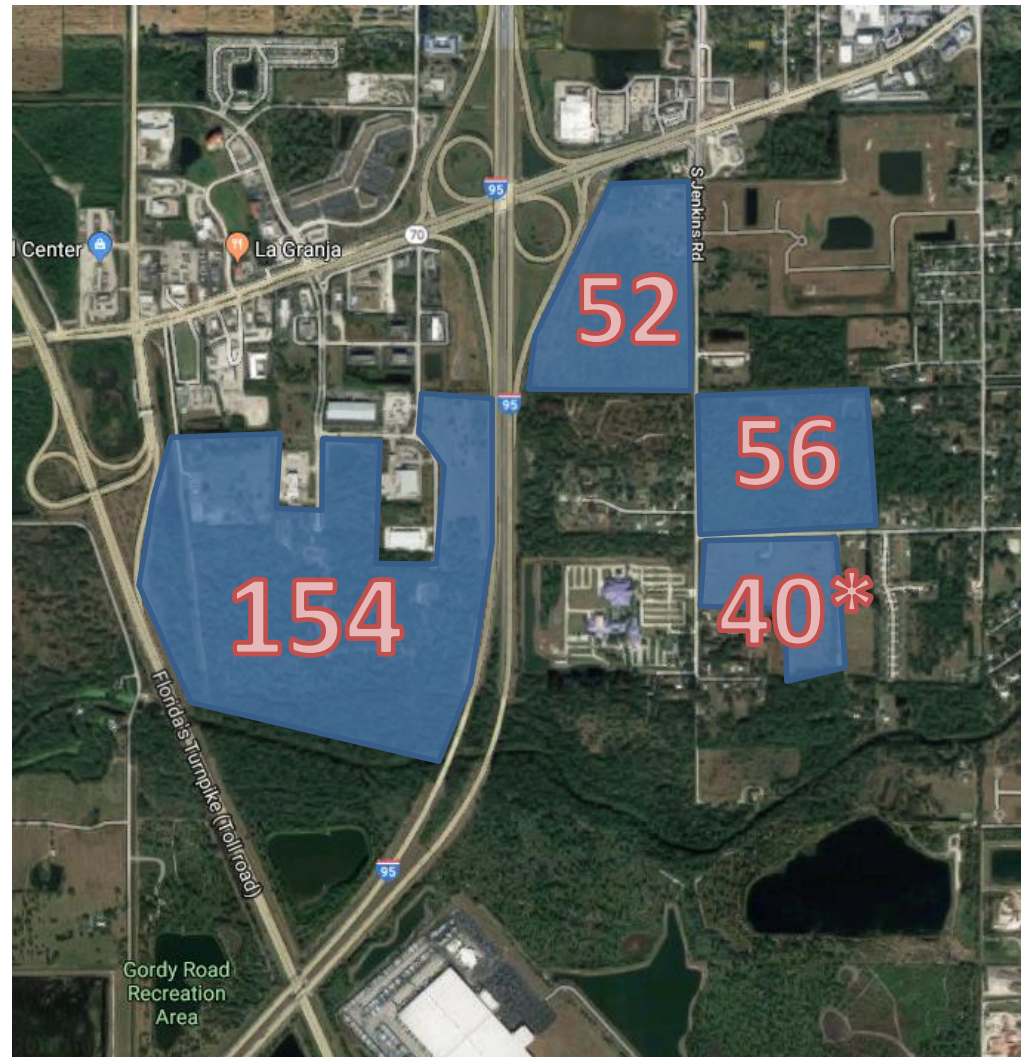


# Situation

- **Feeling the Love!**
  - Customers love FPUA...how much is surprising!
    - Very responsive and informative but still **REACTIVE**
      - Lots of work to drive bus and chase bus
- **Changing the paradigm**
  - Due Diligence Team (offense)
    - Right people on the bus all the time!
    - New projects are looking for this and that
      - COFP and FPUA has it right here

# Analysis

- **Crossroad Park**
  - 154 acres
- **Newberry Fields**
  - 52 acres
- **Mariner Cove**
  - 40 acres \*
- **KOA**
  - 56 acres
- **I-95, Turnpike, & SR 70**
- **300 acres**
  - 4 utilities ready
- **Look in the mirror**





# Summary

- **Goals**

- **Identify EVERY Win/Win project**

- **Capacity**

- Longer pay back periods...build it and they will come
      - Project Beet

- **Joined at the Hip with COFP & EDC**

- Working closer With COFP Staff
    - EDC Board Meetings & Monthly Events

- **Less Surprises**

- Still defense but we are good at it