

## Markets Served: Economic Development

There was a time when economic development agencies could focus primarily on securing sites, preparing business parks and marketing to a handful of large industrial employers with a toolkit of tax incentives. Those days are clearly gone, replaced by a world in which retention of existing businesses, incubation of new innovation enterprises, outreach to foreign investors, revitalization of downtowns and enhancement of both education and workforce development are all part of the economic developer's menu of responsibilities -- along with industrial recruitment and site development. Wendt Partners is a pioneer in practicing an integrated economic development leadership model that drives performance, expands impact and strengthens stakeholder support.

## We Build Communities

Our work in economic development consistently demonstrates innovation and creativity that makes an impact and brings new stakeholders to the table. From developing performance-driven management plans and objective-based budgets, to creating custom business publications and promoting new partnerships and online web tools, we know how to make economic development organizations successful leaders in their communities.

We've collaborated with economic development clients in a variety of contexts - from those structured as government offices to those positioned as independent agencies, or those which operate within area chambers of commerce. Many of our economic development clients are innovators within one area of the field such as business partnerships, industry organizations and commercial real estate partners.

## Selected Clients: Economic Development

- Appalachian Thruway Association
- Center for Farm Transitions
- Library System of Lancaster County
- Major Users Aggregation Project
- Route 15 Coalition
- STEM Center Initiative
- Team Pennsylvania Foundation
- Technology Councils of North America
- World Trade Center of Central Pennsylvania

## Economic Development

strategic consulting

branding & messaging

organizational development

integrated communications