



## A City Committed to Business

### The City of Irving sets the 'big stage' its businesses play on.

Not many cities of 200,000 can boast a roster of companies that reads like a "Who's Who of International Corporations" — including the global headquarters of four Fortune 500 companies and offices of over 30 others. Irving plays on the big stage when it comes to business — a stage set not only by its location, lifestyle, amenities and access, but also by the dedication of a city committed to supporting its businesses. With creativity and expertise, Irving's Economic Development Partnership — a strategic collaboration between the City of Irving and the Greater Irving-Las Colinas Chamber of Commerce — works hard to recruit new companies to the community — and even harder to keep them here.

### Relocations. Retentions. Expansions.

The Irving Economic Development Partnership works to meet the needs of Irving businesses — whether recruiting them to the city or helping them grow here. Below are a few recent successes.

#### Relocations

AAA Texas  
American Home Mortgage  
Computer Sciences Corporation  
Fluor  
EF Johnson  
Lennar Homes  
Micrin Technologies  
Network Logistics  
Prime Therapeutics  
Waggoners Trucking  
Washington Mutual

#### Retentions/Expansions

Citigroup  
Comcast  
Dallas Cowboys Merchandising  
Exel Global Logistics  
First Horizon Home Loans  
Hanson Aggregates  
Liberty Mutual

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#### Relocations: Effective advocacy.

Irving's ED Partnership assists companies with every aspect of relocation, from site selection through move-in. It is a powerful advocate, working diligently and effectively to help companies secure incentives, permits, zoning and the like. Behind the scenes, the ED Partnership can host job fairs, provide venues for recruiting and training employees, and connect clients with other training resources. And the team's working knowledge of Irving — its sites, amenities, businesses, supply chains, demographics, infrastructure and growth trends — are second to none.

#### Inventive incentives.

Irving has one of the lowest tax rates in the D/FW Metroplex, plus an incentive plan that can reduce City taxes by 30 percent or more for up to 10 years. And Irving can creatively structure its incentive agreements — for example, weighting benefits to the beginning of the term, to help offset move-in costs.

#### Retention: Supporting businesses.

In Irving, economic development reaches far beyond recruitment. The ED Partnership actively seeks ways to support local companies, from making personal visits to review needs to sponsoring programs that promote business. Through forums like the Technology Leadership Council, Human Resources Alliance, CEO appreciation events and golf tournaments, the ED Partnership creates venues that build relationships and foster industry collaboration — keeping Irving's business community strong.

#### Building infrastructure.

The City of Irving knows that strategic infrastructure development spurs quality growth — and Irving puts its money where its commitment is. Irving recently pledged an unprecedented \$60 million to bring a DART light-rail line through Irving and Las Colinas. And it created a tax increment finance district to reimburse developers for designated infrastructure costs. The result: a boom in transit-oriented, New Urbanist growth — years before the rail's 2011 arrival.