

DESCRIPTION OF SERVICES

To foster the development and expansion of a diversified and healthy base of primary business and industry that will better balance the tax base, increase job opportunities, and enhance both the quality and standard of living in James City County.

GOALS

1. Pursue recruitment of new primary business/industry that would result in increased non-residential tax base and at-place employment.
2. Provide resources, marketing tools to make James City County competitive for compatible Economic Development projects.
3. Encourage retention, expansion, and formation of primary businesses in James City County.
4. Provide staff support to expanded role of County Industrial Development Authority (IDA).
5. Make, keep, and showcase James City County as a professionally competent, premiere business location at local, regional, national levels.

BUDGET SUMMARY

	FY 97	FY 98
	<u>Budget</u>	<u>Budget</u>
Personnel	\$ 133,667	\$ 140,612
Operating	68,896	87,010
Capital	6,975	0
Total	<u>\$ 209,538</u>	<u>\$ 227,622</u>

WORKLOAD INDICATORS

	FY 95	FY 96	FY 97
	<u>Actual</u>	<u>Actual</u>	<u>Projected</u>
Business Meetings/Presentations	59	71	70
New Prospect Requests Serviced	57	55	50
Visits to Local Business/Industry	29	17	20

PERSONNEL

Full-time Personnel	3	3
Part-time Personnel	0	0

BUDGET COMMENTS

The FY 1998 expenditures reflect an enhanced level of Economic Development activities and marketing effort, particularly in operating supplies and publishing, with emphasis on support of small businesses. The total budget has increased by 8.6 percent.