



**LET'S
BREAK
NEW
GROUND.**

**County Strategies for
Successful Economic
Development**

**Mississippi Association
of Supervisors
10/9/25**

Address the Following

- 1. How counties can effectively position themselves to attract new business & investments**
- 2. Available resources from Mississippi Development Authority**
- 3. Regionalization? Good for the counties?**

I. Positioning to Win

The 5 P's of Economic Development Governance

Policy Development

Establish the vision and maintain political alignment



Program Funding

Budget and oversight



People

Hire professional leadership, and let them do their job



Product Portfolio

Real estate and infrastructure development, workforce

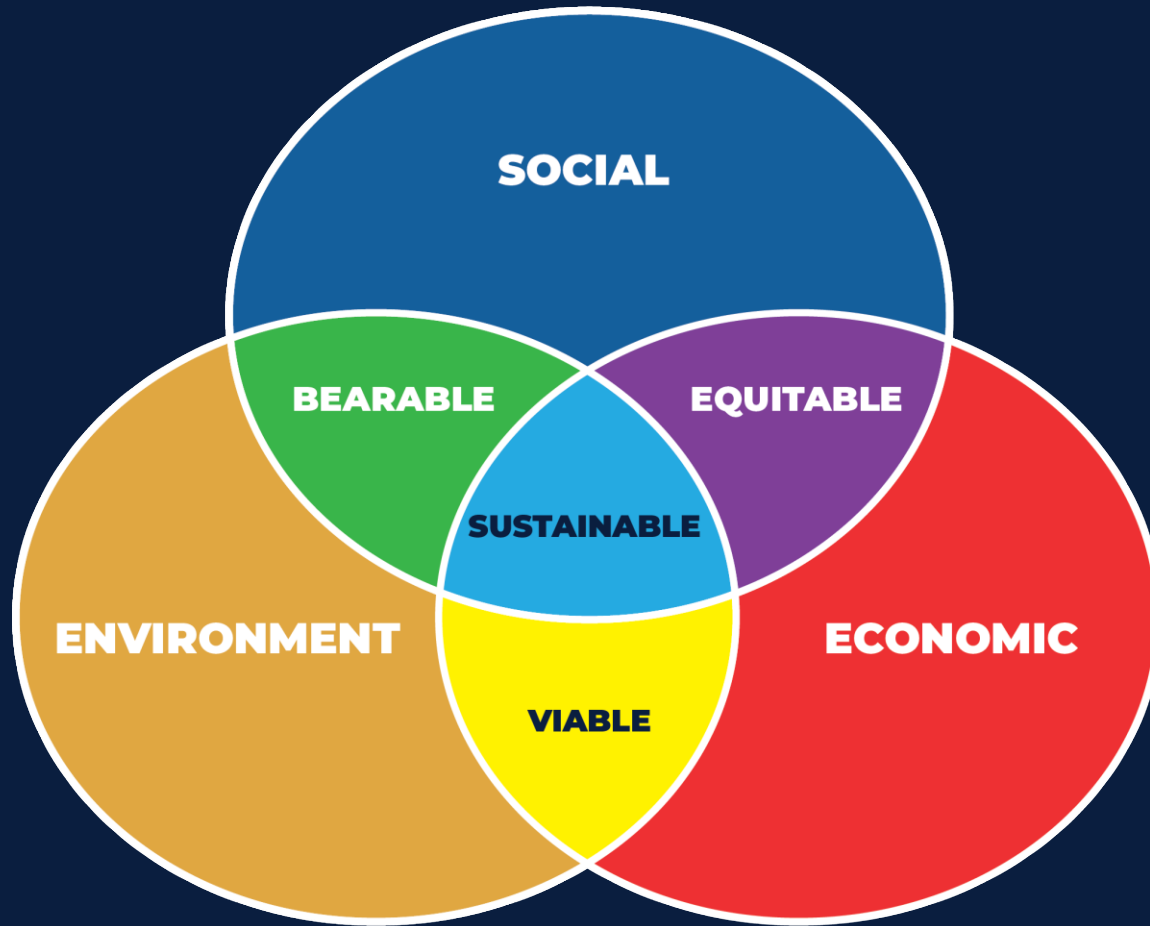


Performance Metrics

Set realistic and measurable performance expectations and oversee the results



Sustainable Development Model



- AccelerateMS
- Mississippi Works
- WET Funds

- CDBG Program
- Site Development Grant Program
- Port/Rail Improvement Funds
- Small Munis Grants Program

- Tax Policy
- Incentives
- Operating Costs
- Licensing/Regulations

A sustainable community optimizes social, economic and environmental benefits. All people in the community participate. All people are responsible and accountable both individually and collectively.

What do MDA's economic developers do?

Capture net export income

- Recruitment of primary industries
- Foreign direct investment
- International trade
- Federal/Military programs
- Tourism

Prevent leakage

- Business retention and expansion (BR&E)
- Entrepreneurship
- Small business development



These programs operate in the space between the social and environmental domains and overlap with ED.

- Disaster Response
- BP Funds
- Asset Development
- Energy, etc.

ED process focuses on:

Classic economic development organizations

- Investment in physical infrastructure
- Attracting industry (base industries) with new jobs and higher wages
- Improvement of the regulatory and business climate
- Availability of “product” – land and buildings
- Environmental capacity (air, water, etc.)
- Marketing the community and region as a desirable place to do business (or to visit for tourism)
- Educating local leaders on economic development
- Prevent leakage

Education and workforce development folks

- Development of skilled workforce

Everyone

- Work, Live, Play, Learn, Worship – “Quality of Life” amenities

You get what you measure...

- Change in Household Income
- Balanced Budgets
- Local Government Debt as a % of GPP
- Growth in Number of New Primary Industries
- Growth in Tourism
- Quality of Life Measurement Increases
- Air / Water Quality Reports
- Quality of Public Infrastructure
- Rental Versus Homeownership
- Social Organizations / Non-Profit Support
- Homelessness
- Banking / Credit Access

II. MDA Resources

SITE DEVELOPMENT

78

SITES ASSISTED

47

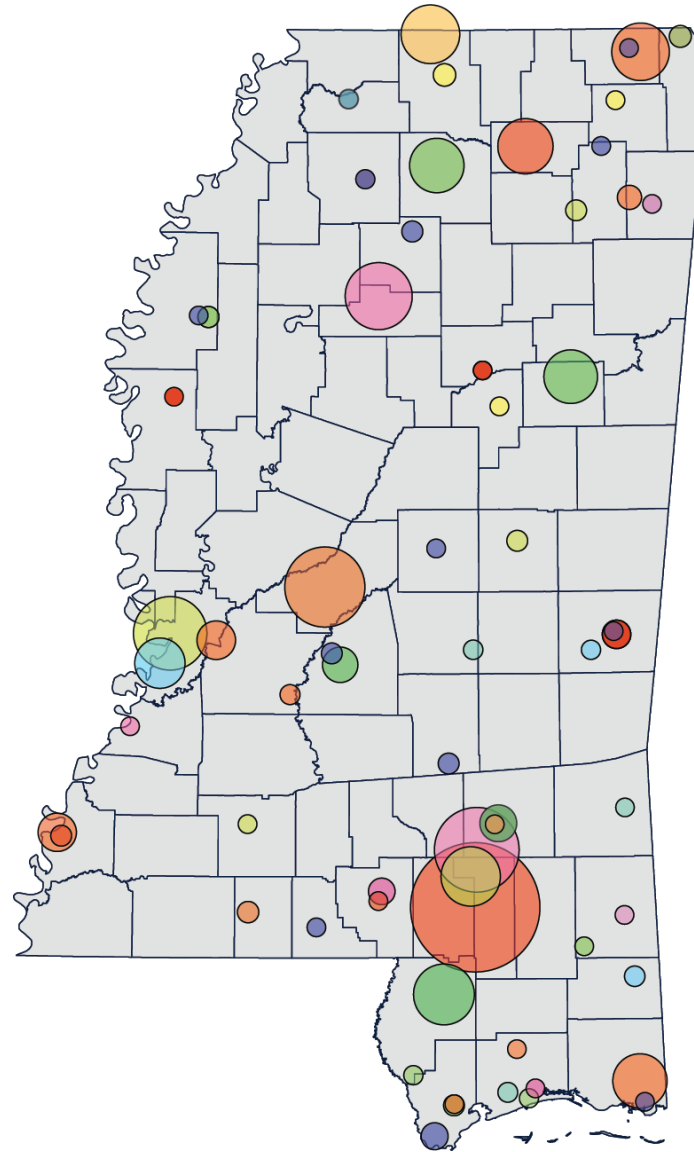
COUNTIES

\$115,591,373

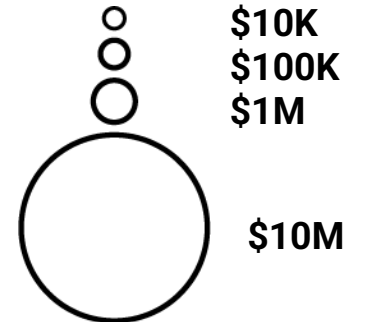
GRANTS COMMITTED

\$203,969,128

TOTAL PROJECT VALUE



Grants through 2024
Total Award



STATE SMALL BUSINESS CREDIT INITIATIVE

\$91M

INCREASE CREDIT AND
ACCESS CAPITAL

\$24M ALLOCATED

\$67M REMAINING

\$15M

ENHANCED SMALL
BUSINESS
LOAN GUARANTY

37 LOANS

\$45M

MS CDFI
SMALL BUSINESS
LOAN FUND

58 LOANS

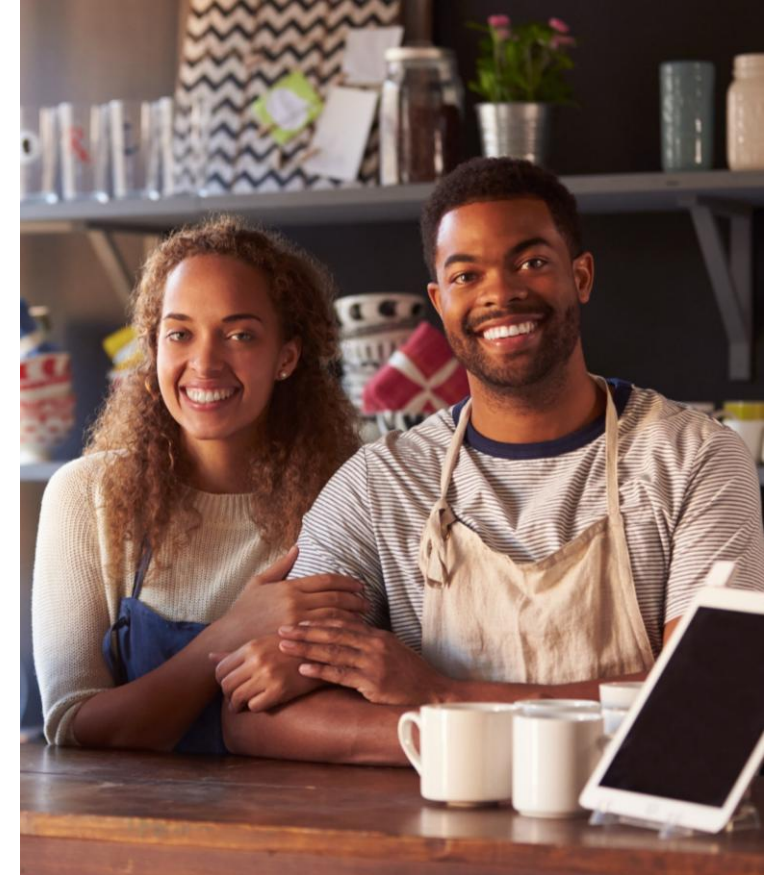
\$5M

MISSISSIPPI
CONNECT
PROGRAM

\$26M

VENTURE CAPITAL
PROGRAM

15 INVESTMENTS



SMALL BUSINESS CREDIT INITIATIVE

\$15M

ENHANCED SMALL BUSINESS
LOAN GUARANTY

37 LOANS

\$6M ALLOCATED

\$8.9M REMAINING

\$45M

MS CDFI SMALL BUSINESS
LOAN FUND

58 LOANS

\$18.2M ALLOCATED

\$26.7M REMAINING

\$26M

VENTURE CAPITAL
PROGRAM

15 INVESTMENTS

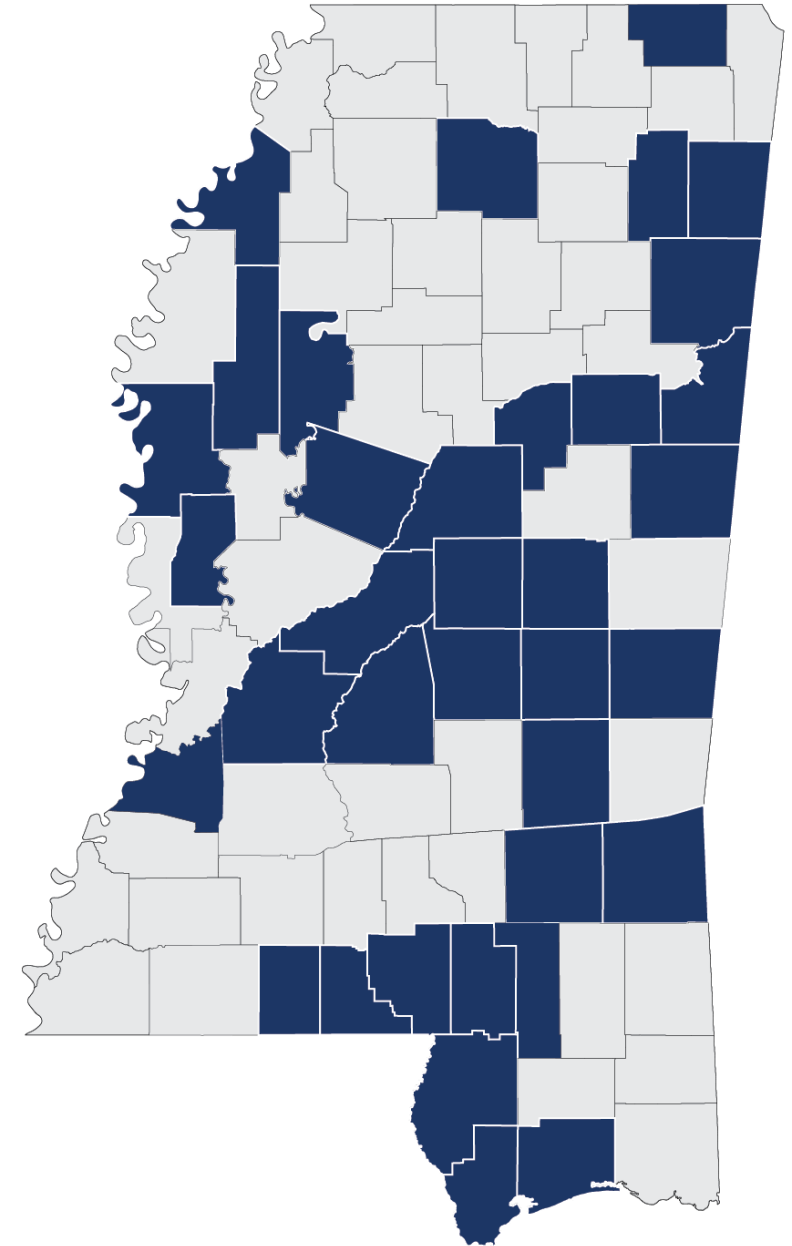
\$4.8M ALLOCATED

\$21.2M REMAINING

SMALL BUSINESS LOAN GUARANTY PROGRAM

96

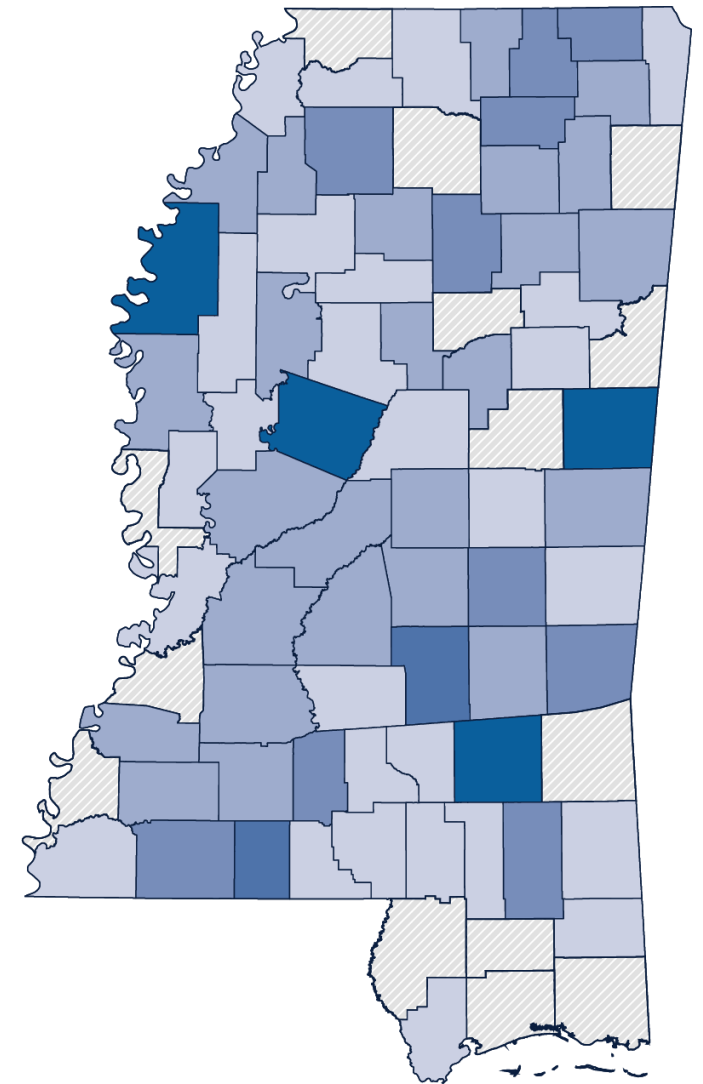
Total Loans
Guaranteed
Since 2020



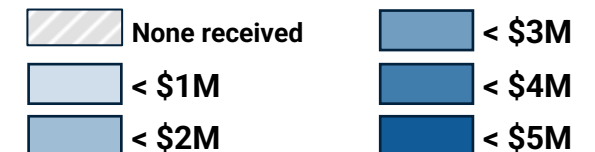
| | Loan Amounts | MDA Guaranty |
|---------|--------------|--------------|
| TOTAL | \$58,752,565 | \$33,939,923 |
| AVERAGE | \$612,006 | \$353,541 |

COMMUNITY DEVELOPMENT BLOCK GRANTS

| Year | Awards | Amount |
|--------------|------------|-------------------------|
| 2024 | 42 | \$22,600,398.58 |
| 2023 | 35 | \$18,566,657.35 |
| 2022 | 45 | \$26,938,553.83 |
| 2021 | 56 | \$27,380,482.45 |
| 2020 | 69 | \$29,599,877.31 |
| TOTAL | 247 | \$125,085,969.52 |



CDBG Grants Totals by County

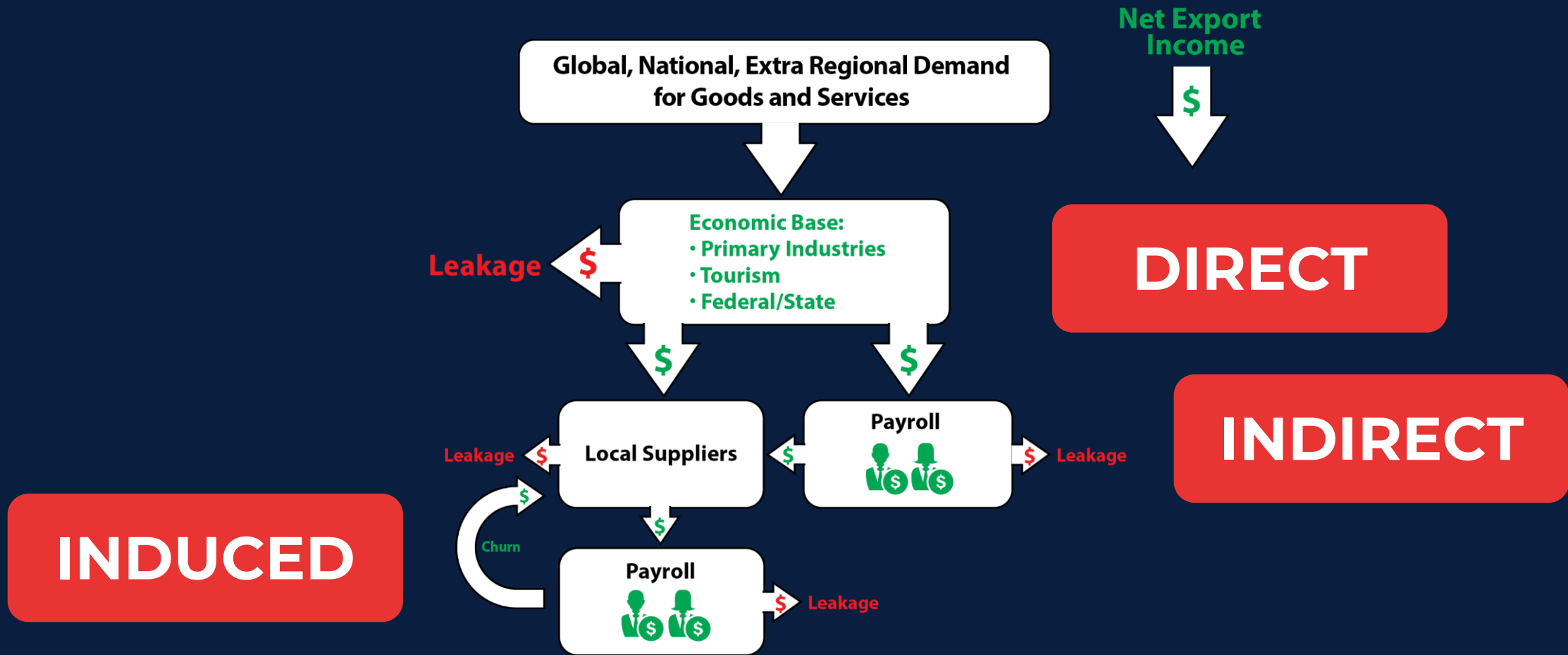


III. Pros & Cons of Regionalization

The background of the slide features a dark blue color with faint, semi-transparent line graphs and bar charts, suggesting a financial or economic theme. A solid red horizontal bar is positioned at the very bottom of the image. The text is centered and rendered in a large, bold, white font.

What is Economic Base?

Economic Base Theory



Economic developers grow the base and prevent the leakage.

Grow Base through Primary Industries

- Easier alone or as a team?
- Do companies care about your political boundaries?
- Do companies want a one-stop shop or talk to multiple people?



Options for Regionalization

Northwest Regional Alliance (NWRA) (Miss. Code Ann. § 57-64-51)

- Allows Tate, Panola, Lafayette and Yalobusha Counties to cooperate on economic development projects.
- Allows for land acquisition, road construction, and infrastructure development.
- Each county may levy special ad valorem tax not to exceed 2 mills or issue bonds up to \$5 million.

Regional Economic Development Act (REDA) (Miss. Code Ann. § 57-64-1)

- Counties and municipalities may jointly work together to directly pay for or reimburse a developer for costs of a project from revenues received from the project.
- Project costs include site preparation and other start-up costs, costs of construction, costs of fixtures, and real and personal property.
- Applies whether the part of the project is publicly or privately owned.
- Bonds may be issued by counties and municipalities in cooperation with each other.
- Must obtain a Certificate of Public Convenience and Necessity (CPCN) from MDA.

MISSISSIPPI DEVELOPMENT AUTHORITY

MISSISSIPPI

mississippi.org



Bill Cork
Executive Director