

Philadelphia, PA

Mayor John F. Street

City of Philadelphia Department of Commerce Mayor's Business Action Team (MBAT)

BUSINESS RETENTION AND ATTRACTION PROGRAM

The Mayor's Business Action Team (MBAT) is responsible for the Business Retention and Attraction Program for the City of Philadelphia. MBAT provides demographic and economic information, assistance with site selection, and access to financial incentives for businesses interested in locating to or expanding in Philadelphia. MBAT ensures delivery of City services by guiding businesses through the appropriate City Departments and agencies to answer their questions. MBAT then follows through to make certain all issues are resolved.

The Mayor's Business Action Team, a division of the Philadelphia Department of Commerce, provides Philadelphia businesses with a complete source of reliable and comprehensive business assistance. MBAT was created within the Department of Commerce to expand the City's business attraction and retention efforts. An existing or prospective business can call MBAT and speak with a representative for assistance and information. A single phone call connects businesses to a business account executive familiar with a wide range of business-related information such as start-up requirements, licensing and permit issues. MBAT brings together city departments and agencies to resolve business concerns and ensure full delivery of city services. MBAT works closely with city operating agencies to address the needs of individual businesses on such issues as parking, street lighting, graffiti removal, crime prevention, licensing, permit and sanitation. MBAT provides businesses with the City of Philadelphia's Services to Business Directory which is a comprehensive guide with information on the wide range of technical assistance, financing and development services that are available to Philadelphia-based businesses.

MBAT's library of local demographics and market information offers businesses an overview of the Philadelphia market. MBAT maintains a real estate network of local realtors to provide clients with an extensive

offering of available real estate that meets their specific requirements. MBAT collaborates with local and state agencies to offer a full array of financing programs. MBAT works on broader long-term issues such as neighborhood commercial revitalization and maintaining relationships with various community, trade and business associations.

The tasks of helping city businesses remain, expand and develop in Philadelphia is a team effort between the city's economic development agencies: the Philadelphia Department of Commerce (Commerce), the Philadelphia Industrial Development Corporation (PIDC) and the Philadelphia Commercial Development Corporation (PCDC). Since 1994, MBAT has provided financial, business and technical assistance to prospective and existing businesses.

Philadelphia Industrial Development Corporation (PIDC), a quasi city agency, provides below market rate financing utilizing City and State financing programs. These programs provide low-interest financing for the purchase of machinery and equipment, construction and land acquisition.

PIDC's lending activities are only one of many functions. Selling land, aiding community development efforts, and supplying development expertise for complex projects are some of its other functions. PIDC provides attractive financing for industrial, wholesale, distribution, or commercial firms, often at below-market interest rates. PIDC matches a client's needs with existing financing programs and assist with the loan application through the appropriate channels for approval. Funding sources include federal and state programs, in addition to PIDC's own direct lending from city funds.

PCDC's area of concentration is to provide financial, technical and development support to small businesses and entrepreneurs in the city's neighborhoods. PCDC makes loans directly to small businesses and sponsors loan applications before other lending institutions.

Since 1994, the business retention and attraction program has impacted over 41,000 jobs. MBAT has received more than 14,000



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"The Mayor's Business Action Team as part of the Philadelphia Department of Commerce is the liaison between City Government and the Business Community in Philadelphia. MBAT's staff of professionals can assist businesses in securing needed approvals from the City departments on such items as permits, public improvements, etc. Whether a business owner is looking to start a new business, move into Philadelphia, or expand an existing business, MBAT's group of professionals stand ready to assist. We are committed to making Philadelphia the most business-friendly government in America. We want business owners to do business online instead of in line."

Program has been running six years

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calls for services to existing businesses and over 2,500 start-up inquiries.

In 1999, MBAT incorporated the Keystone Opportunity Zone as part of their outreach to businesses. As a result, the Commerce Department has received hundreds of calls from out of-the-state businesses wanting additional information and expressing interest in Philadelphia.

The business retention and attraction program, administered by the Mayor's Business Action Team, demonstrates the City of Philadelphia is committed to serving as a partner to the business community and in making Philadelphia the most "business friendly" city in the world.