



ASSISTANCE PROGRAM GUIDELINES

The Canton Economic Development Corporation's (CEDC) mission is to improve the business environment and the overall economic opportunities for Canton through targeted industrial, commercial and retail recruitment and expansion efforts, real estate development, community promotions and collaborative partnerships.

To be eligible for the Canton Economic Development Corporation's Assistance Program, a business must create quality jobs, make a capital investment in Canton, and add to the local property or sales tax base.

Most assistance agreements are structured as forgivable loans with repayment forgiven upon meeting established benchmarks. All contracts include a provision for repayment or forfeiture of assistance funds if the company fails to meet the full employment and capital investment levels agreed upon for the required number of years.

All Assistance Program Incentives are at the discretion of the Canton Economic Development Corporation. CEDC may consider any single or a combination of the following incentives:

- Job Creation / Training Grant – The CEDC may offer incentive grants for the creation of new jobs during the first years of operation or expansion. This is an incentive paid upon proof of initial employment and payroll, or at the end of the first and/or second year of operations after proof of employment and payroll. An advance grant based on employment projections may also be considered in special circumstances.
- Capital Investment Grant – The CEDC may offer incentive grants to companies making a sizeable capital investment in conjunction with the creation of new jobs. The generation of new taxes (property, sales or hotel) is considered in the calculation of the grant. The grant may be paid upon completion of construction and confirmation of investment, or upon receipt of new property valuations. An advance grant based on investment and tax projections or construction benchmarks may also be considered in special circumstances.
- Infrastructure Grant – The CEDC offers incentive grants for infrastructure (water, sewer, streets, utilities) related to a commercial development that will create new jobs. The grant may be paid upon completion of the infrastructure project, or upon meeting construction benchmarks. The creation of jobs and generation of new taxes (property, sales or hotel) are considered in the calculation of the grant.
- Building or Land Incentive – A CEDC incentive may be in the form of a building or land, with the criteria tied to the number of jobs created, capital investment or other economic impact on the community.
- Property Tax Abatement – The CEDC may recommend to the City of Canton and Van Zandt County that all or a portion of the incremental property taxes on the grantee's taxable property be abated for a period of one to ten years.



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- City Property Tax Rebate – The CEDC may recommend to the City of Canton that all or a portion of the incremental city property taxes on the grantee’s taxable property be rebated for a period of one to ten years.
- Sales Tax Rebate – The CEDC may rebate all or a portion of the CEDC sales tax (0.5%) generated by the grantee for a period of one to ten years. CEDC may also recommend to the City of Canton that all or a portion of the City sales tax (1.5%) generated by the grantee be rebated for a period of one to ten years.
- Renovation and Occupation of Vacant Building Grant – The CEDC may offer an incentive grant to assist in the renovation and occupation of a commercial building in one of the designated high traffic areas that has been vacant for over a year, including companies that may not qualify under other guidelines. These grants are typically based on capital investment and sales tax projections, rather than primary job creation.
- Downtown Retail Rent Subsidy – The CEDC may offer a rent subsidy to a retailer, restaurant or entertainment venue opening in the Canton Main Street District that furthers the goals of the downtown revitalization strategic plan.
- Low Interest Loan - To create or retain jobs in the Canton area, the Economic Development Corporation may loan funds to a business at a fair interest rate if the loan is collateralized by a lien on real estate, buildings, equipment, vehicles, notes, accounts receivable and/or inventory.
 - A. Canton Economic Development Corporation cannot take an equity ownership position in a company.
 - B. Assistance loan financing would be for fixed assets, workforce training and relocation expenses.
 - C. Assistance loan financing would not be used for working capital requirements of the business.
- CEDC has the connections to assist you with local partnering opportunities, and the expertise and great working relationship with our pro-business City to help you through the planning, zoning and building processes, which has been streamlined just for you!

Any company wishing to apply for assistance from the Canton Economic Development Corporation should complete and sign the CEDC application and requirement forms. Completed forms will be reviewed by the CEDC Board which will consider an assistance offer to the prospect. CEDC will take the proposed incentive offer to City Council for final approval prior to signing a contract agreement with the prospect. This process will take approx. 30-60 days due to legal notifications necessary in providing public funds. Applicants considered for incentives are subject to background checks by the Executive Director of the Canton Economic Development Corporation.