

CITY OF CONCORD BUSINESS RETENTION PROGRAM



What is it?

The City of Concord Business Retention Program was created as a way of establishing good relationships and communication with key Concord businesses. This program is especially targeted to companies that are expanding, new to the community, or in a growth sector. This program builds a rapport with the business community, encourages these businesses to remain and expand in Concord and promotes the City to their business colleagues.

The City of Concord greatly values its existing Concord companies and is poised to assist in their growth and expansion.



Who comes on the visit?

The program links targeted companies with:

- City of Concord Economic Development staff member
- Other business industry partners as appropriate

What are the benefits?

- Provides companies with an economic development contact within the City to address issues or needs
- Provides the City with greater insight and understanding of companies and their key decision makers
- Increases communication and cooperation between the City and Concord companies



How does it work?

Economic Development Program staff will arrange a site visit to the designated company and provide follow-up to any issues or questions that arise during the meeting. After the visit, the business is encouraged to contact staff as appropriate when assistance is needed. These efforts are meant to assist existing companies to ensure their retention and expansion within the community.

For more information:

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How does the City assist businesses?

The City of Concord's Economic Development Program has a wide variety of services to assist with the needs of its local businesses. If a business owner or property owner has a question for the City and does not know whom to ask, Economic Development Staff is a resource for businesses. Some of the services and programs provided for the business community include:

- **Site Selection Services**
 - Available Property website
 - Permitting assistance
 - Demographic & business information
- **Business Consultation Services**
 - Business Retention Visits
 - Business expansion services
 - Business location services
 - Business resources
- **Business Programs**
 - Small business workshops
 - Welcome letters to new businesses
 - Business Recognition Awards
 - Business newsletter and online information
 - Annual Business Survey
 - Current project updates
- **Business Partners & Local Resources**
 - Access to local business resources, i.e., SBDC, TSBA, East Bay Works, East Bay EDA, Chamber of Commerce, county and state departments
- **Doing Business in the City**
 - Buy Concord Program (BuyConcord.Net)
 - Local purchasing opportunities within the City
 - Local Vendor Preference Policy



For more information about the City of Concord's Economic Development Programs go to www.concordfirst.com or call: 925 671 3355.