<http://ire.org/events-and-training/event/2702/3138/>

Janelle O'Dea, business beat for the Bradenton Herald. @jayohday

Greg LeRoy, Greg LeRoy directs Good Jobs First www.goodjobsfirst.org a resource center promoting accountability in economic development subsidies. @GregLeRoy4

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\*will upload pics of tips sheets handed out by Greg LeRoy\*

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Janelle:

**Reporting on development incentives in your community**

Meet your **local econ development director**:

* What types of incentives are offered
* What is their process for vetting companies (in pre and post-incentive; the latter particularly if they’re performance-based)
* Usually **finance/clerk’s office staff** is involved in the vetting process, so get to know them as well

To get the records, request:

* **Incentive Agreement**, \*any extensions or addendums to the agreement,\* employee roster, receipts from capital improvement.
* Get **spreadsheet of all incentive projects** to have context for individual stories
* Reports from the software used to determine the costs/benefits of giving companies incentives. You’ll need to see what software your municipality uses.
* Search/request emails from county commissioners or anyone else involved in incentive decisions.

Getting the businesses to talk:

* They don’t want to talk to you. So you have to sell why this story is good for them. “Show the people in this community what the county decided to invest their money in. Explain to people what their business does, how many ppl are employed there, etc.” Think like a salesperson.
* Use connections with your economic development director and other government sources to find the right person to talk to at a company.
* Doorstep them if needed.

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Greg LeRoy:

Good Jobs First is nonprofit, nonpartisan group that issues 50 state report cards on incentives. Aims to get transparency in incentives.

GJF is good place to go for explaining diff. incentive structures.

Advocates for disclosure laws. \*\*\*Georgia does not do a good job disclosing outcomes of these incentives\*\*\*\*

Subsidy Tracker: <http://www.goodjobsfirst.org/subsidy-tracker>

Provides subsidiaries tied to 3,000 global corporate parents.

363 Megadeals that they track (deals worth >$658,000 per job)

**GASB 101- governmental accounting standards board**

Generally Accepted Accounting Principles (GAAP) for state and local govt’s.

**Statement 77 on Tax Abatement Disclosures**. (new this year, data starts coming out next month) <http://www.goodjobsfirst.org/gasb-statement-no-77>

* For abating governments, will give one dollar figure per program per year
* For passive income losers (school districts) one dollar-loss figure per tax group

Good Jobs has 21-state roadmap; signup by email to get a guide as to how the statement 77 will play out in your state.

Story possibilities:

* Do poor communities pay more in taxes to tax abatements?
* How much do schools lose passively? - can only tell this by Statement 77
* Will some governments defy the statement 77?
* Will the data fuel conservative campaigns vs. “crony capitalism?”

Good Jobs First has violation tracker to track corporate misconduct under many different enforcement/regulatory agencies.

<http://www.goodjobsfirst.org/violation-tracker>

More:

<http://www.goodjobsfirst.org/sites/default/files/docs/pdfs/01_27_17_Greg_LeRoy_Insight.pdf>

<http://www.goodjobsfirst.org/GASB77Analysis>

<http://www.gasb.org/cs/ContentServer?c=Document_C&pagename=GASB%2FDocument_C%2FGASBDocumentPage&cid=1176166283745>

Good Jobs First is now assisting groups that seek to ensure effective compliance with GASB Statement No. 77 so that the new data becomes immediately useful. If you want more information about how to activate GASB 77 in your state or locality, email Greg LeRoy at [goodjobs@goodjobsfirst.org](mailto:goodjobs@goodjobsfirst.org)