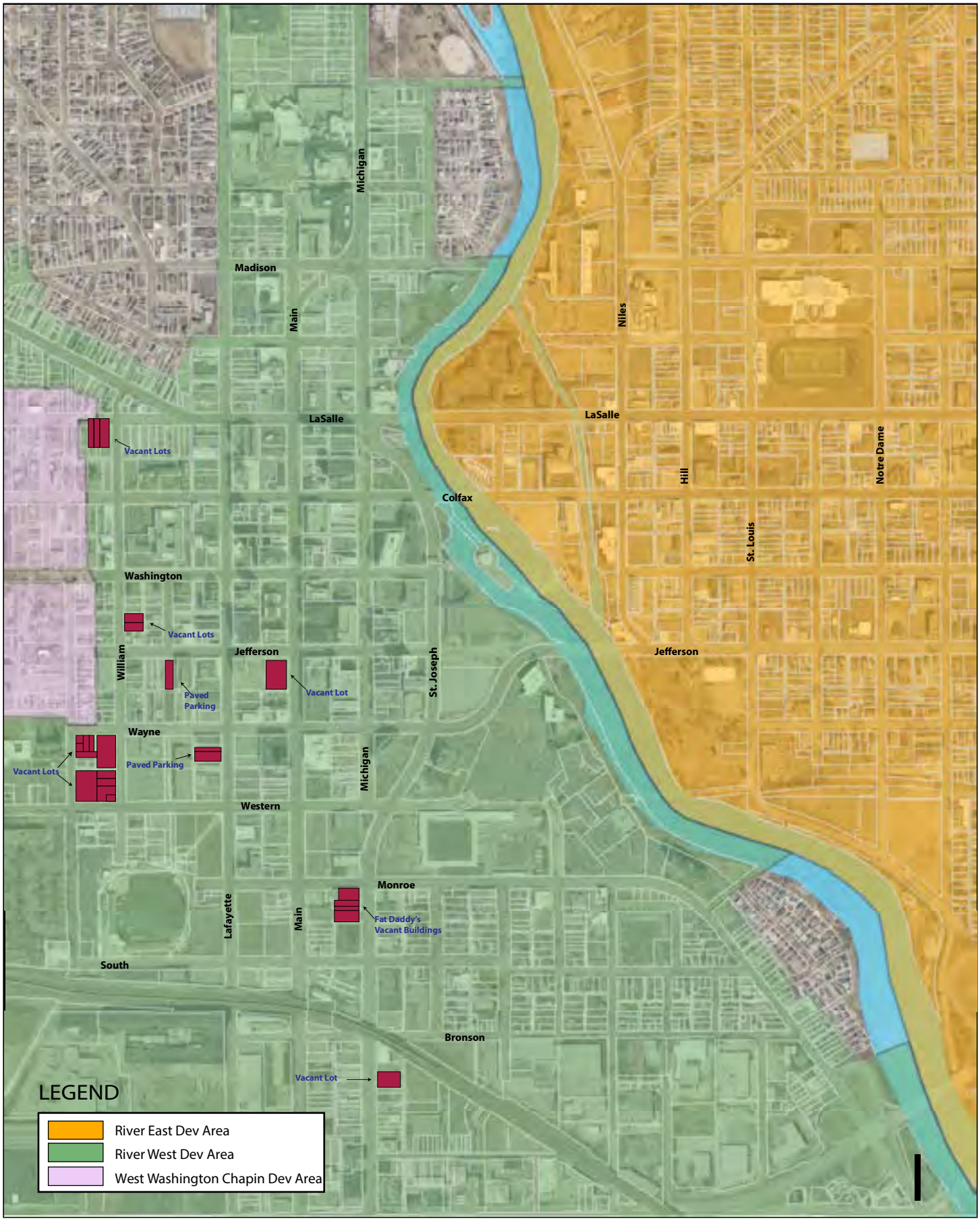
ECONOMIC DEVELOPMENT SERVICES PORTFOLIO

CITY OF SOUTH BEND, INDIANA

To view links contained in this document please visit: http://southbendin.gov/government/content/business-toolkit

Properties For Sale



ECONOMIC DEVELOPMENT SERVICES PORTFOLIO

CITY OF SOUTH BEND, INDIANA

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BUSINESS ASSISTANCE: SINGLE POINT OF CONTACT

We've made it easy for you. Work with one individual to navigate City departments and the processes/procedures related to any issue that may confront a business/entrepreneur. Contact:

Austin Gammage
Business Development
agammage@southbendin.gov
574.235.5842

BUSINESS LICENSING

Many types of businesses require either a state or local license; however, not all businesses require licenses. A list of businesses that must be licensed can be found on the City's website. For additional information on business licensure, contact:

MICHELLE ADAMS
Business License Administrator
madams@southbendin.gov
574.235.5912

LOCATION-BASED INCENTIVES

Eligibility for the following list of incentives is based largely on the location of the business within certain districts. For more information on eligibility, click on the link provided or contact Austin Gammage Business Development 574-235-5842.

TAX ABATEMENTS

Tax relief designed to help new and expanding businesses upgrade real property or acquire new equipment by phasing in the increase in taxes generated by the new investment. Businesses may be eligible for an abatement on personal property taxes for five years, and for a sliding abatement on real property taxes for three to 10 years based on a project scoring matrix. For more information, visit the City's website.

TAX CREDIT PARTNERSHIPS

Low-Income Housing Tax Credit:

This State tax credit is designed to utilize private equity in the development of affordable rental housing aimed at low-income residents. Tax credits are awarded to qualified residential developers who then sell the credits to investors to raise capital for their projects, reducing the debt that the developer would otherwise have to borrow. Local municipal support may be available in the form of a local redevelopment plan and/or funding commitments.
Visit website.

LOCATION-BASED INCENTIVES CONT.

TAX INCREMENT FINANCING

Within defined redevelopment areas there may be funds made available for projects that forward stated redevelopment objectives and significantly leverage public funds to private dollars. Businesses and developers may fill out a Petition for Incentives to request TIF dollars for their projects. For ease of use, this application is aligned with the existing state level application for incentives. Check with the Department of Community Investment, 574.235.5842, to find out what the goals are for your area. To learn where your local TIF districts are visit website.

URBAN ENTERPRISE ZONE INCENTIVES

Tax credits may be available to qualified businesses and eligible employees located within this 3.79 square-mile area targeted for physical revitalization, job creation and improvements in social and economic conditions. Lenders supporting a Zone business may apply for tax credits on loans that support expansion and growth. Visit website. PDF.

SITE LOCATION ASSISTANCE

The City of South Bend and the St. Joseph County Chamber of Commerce can help you if you have outgrown your present facility, or if you are new to the South Bend area, the St. Joseph County Chamber of Commerce can help you identify potential properties for your business. Contact St. Joseph County Chamber President and CEO Jeff Rea at 574.400.4000, or email him at jrea@sjchamber.org.

SAMPLE STREET BUSINESS COMPLEX BUSINESS INCUBATOR

The Sample Street Business Complex is a 300,000 square-foot multi-tenant facility that offers businesses affordable options for manufacturing, warehousing and office space. Shared services including reception, office machines, conference rooms, loading docks and forklifts are offered with discrete spaces designed to suit the needs of a business. For more information contact complex broker Greg Pink at 574.237.6004.

INNOVATION AND IGNITION PARK–A DUAL-SITE STATE-CERTIFIED TECHNOLOGY PARK

Locate your high-tech and office operations in Ignition Park, an 85-acre certified technology park located in South Bend. South Bend is home to the state's first dual-site certified Tech Park. The partnership formed between the University of Notre Dame and the City of South Bend has created a home for high-tech ventures requiring large amounts of bandwidth and access to University researchers and lab space. The development of the Tech Park model includes a plan to assist the business from venture startup through full development.

SITE LOCATION ASSISTANCE CONT.

BUILDINGS AND COMMERCIAL BUILDING SITES

The City of South Bend has an inventory of properties that may be utilized to support your location or expansion.

Blackthorn Industrial Park is located on the northwest side of South Bend. Blackthorn Corporate Park is a 115-acre park with the infrastructure and location to nurture world-class businesses, innovative medical firms and first-class retail shops. Located in St. Joseph County, the park is adjacent to the Indiana Toll Road (I-80/90), the U.S. 20/31 Bypass, the South Bend Airport and Blackthorn Golf Club.

Oliver Plow Industrial Park is a 36-acre site on Chapin Street between Western Avenue and Sample Street. The industrial park consists of eight parcels designed for uses such as light industrial, warehousing and distribution. This park is located within the boundaries of the Urban Enterprise Zone and is eligible for special incentives (please see above). For information on available lots, contact Austin Gammage.

Scattered Sites: The City of South Bend has acquired property and structures over time that may be utilized to incentivize and/or assist in the expansion or attraction of a business. A list targeted to your needs can be developed upon request. Contact Austin Gammage, Business Development with questions regarding existing properties.

GRANTS FOR BUSINESSES

BUILDING ENHANCEMENT GRANTS

New or existing businesses located in the Central Business District and East Bank Village may apply for funds to enhance their facades or make small improvements that will increase the curb appeal of their spaces. Click here for more information.

FREE BIKE RACKS FOR DOWNTOWN BUSINESSES

This program offers free bike racks to businesses within the Central Business District and East Bank Village that meet the basic specifications for the program. This is just part of what earned South Bend the Bicycle Friendly Community designation from the League of American Bicyclists.

RIVERFRONT LIQUOR LICENSE

The downtown South Bend Municipal Riverfront Development District is a special designation district where three-way liquor licenses are made available to eligible dining, entertainment and cultural establishments for $1,000 (usually $30,000 - $60,000 on the open market) as a way to spur development along and near the St. Joseph River.

WEST SIDE CORRIDORS MATCHING GRANT PROGRAM

In partnership with the City of South Bend, the Urban Enterprise Association is offering a West Side Corridors Matching Grant Program that provides up to a 50% reimbursement for qualifying exterior improvements to commercial, mixed use, and industrial buildings located on Lincolnway West and Western Avenue. Visit this website for more information or contact Jacob Alexander at 574.235.9278.

FUNDING MECHANISMS

BROWNFIELD REDEVELOPMENT ASSISTANCE

The City of South Bend can provide the private sector with assistance identifying brownfields, defining the scope of remediation and pursuing grants.

INDUSTRIAL REVOLVING LOANS

The Industrial Revolving Loan Fund provides low-interest gap financing to help companies in South Bend expand their operations and facilities, and to assist startup companies in the area. Visit website.

INDUSTRIAL REVENUE BONDS

These tax-exempt bonds provide a way to finance projects that create and/or retain jobs, create higher-paying jobs and promote industry in the community. The interest on the bonds is typically tax-exempt resulting in lower financing costs to the company. Also inquire about the possibility of TIF-backed IRBs. Visit website.

MENU OF VALUE-ADDED SERVICES: CITY OF SOUTH BEND

FREE RELOCATION INFORMATION PACKAGE

Excellent multi-page packet with business and neighborhood information, videos and accompanying neighborhood website.

DARK AND LIT FIBER INFRASTRUCTURE

The St. Joseph Valley MetroNet makes available over 50 miles of dark, fiber-optic network that is available via subscription to area businesses and residents. The MetroNet makes possible state-of-the-art telecommunications, connectivity, cloud computing, server virtualization, internet and other services. Visit website.

MICHIANA SCORE

The Michiana Chapter of SCORE provides FREE, confidential counseling to small business entrepreneurs. Whether you're just starting out, in business, or ready to sell or retire, you can get FREE, confidential business advice from expert advisors committed to helping you succeed. Michiana SCORE provides local, educational workshops on a variety of business topics. Each workshop is presented by expert instructors. In addition, Michiana SCORE offers LIVE, free small business webinars. Learn about the latest business strategies, and get answers to your questions from our expert speakers. Or, watch and learn at your convenience with our recorded webinars. For additonal information visit the website.

MENU OF VALUE-ADDED SERVICES: CITY OF SOUTH BEND CONT.

NORTH CENTRAL INDIANA SMALL BUSINESS DEVELOPMENT CENTER

The business advisors at the North Central Indiana Small Business Development Center offer a wealth of tools and resources that help companies at all stages of business growth at little to no cost. These include mentoring and counseling, market research and analysis, and specialized training. Visit website.

SMALL BUSINESS ADMINISTRATION LOAN (SBA 504) PROGRAM

Small- to medium-sized businesses looking for capital to assist in expansion through investment in equipment or real estate may be eligible for a supplemental long-term, fixed rate loan in partnership with traditional lenders. Visit website.

THE BUSINESS DEVELOPMENT CORPORATION

In addition to administering the SBA 504 Loan Programs, this organization provides growth consultation services, helps small businesses and entrepreneurs find grants and other sources of financing, and connect with other companies who can provide valuable guidance and assistance. Visit website.

For more information, visit the City of South Bend website.

MENU OF STATE INCENTIVES FOR INDIANA

ECONOMIC DEVELOPMENT FOR A GROWING ECONOMY (EDGE) TAX CREDIT

EDGE is a refundable corporate income tax credit that is calculated as a percentage of the expected increased tax withholdings generated from new jobs created. Among other criteria, an eligible business must invest in new capital and create full-time, permanent jobs in Indiana. Visit website.

HOOSIER ALTERNATIVE FUEL VEHICLE MANUFACTURER TAX CREDIT

Eligible businesses may apply for this incentive designed to foster job creation and higher wages in Indiana, reduce dependency on imported energy sources, reduce manufacturing air pollution or assemble alternative fuel vehicles in Indiana. This program provides a credit up to 15 percent of the qualified investment for the manufacturing of alternative fuel vehicles. Visit website.

HOOSIER BUSINESS INVESTMENT (HBI) TAX CREDIT

This is a non-refundable corporate income tax credit for eligible capital investment in a project, such as new machinery and building costs. The credit is calculated as a percentage of a project's eligible capital investment. Visit website

HEADQUARTERS RELOCATION TAX CREDIT (HRTC)

Corporations that relocate their headquarters to Indiana may receive a tax credit equal to half the moving costs. Eligible corporations may use the credit to offset Indiana personal and corporate adjusted gross income tax and financial institutions tax Visit website.

INDIANA HISTORIC REHABILITATION TAX CREDIT FOR COMMERCIAL BUILDINGS

This tax credit for businesses supports the rehabilitation of a commercial property listed in the Indiana Register of Historic Sites and Structures. Each project can receive a tax credit equal to 20% of the total amount spent on the building rehabilitation, up to a maximum of $100,000.

MENU OF STATE INCENTIVES FOR INDIANA CONT.

INDUSTRIAL RECOVERY TAX CREDIT

An incentive is provided for companies to invest in facilities requiring significant rehabilitation or remodeling expenses. After a building has been designated as a qualified industrial recovery site, companies may be eligible for a tax credit calculated as a percentage of qualified rehabilitation expense. Visit website.

PATENT INCOME EXEMPTION

Certain income derived from qualified patents and earned by a taxpayer domiciled in Indiana are exempt from taxation. Qualified patents are defined as only utility patents and plant patents. Visit website.

RESEARCH & DEVELOPMENT (R&D) TAX CREDIT

Business investment in Indiana is incentivized by providing a credit against state tax liability for qualified company research expenses. The tax credit is based on the increase in Indiana R&D over the prior three-year base. Visit website.

R&D SALES TAX EXEMPTION

Targeted at encouraging research and development investment, qualified taxpayers may receive a tax credit for qualified research expenses. Additionally, taxpayers may be refunded sales tax paid from purchases of qualified research and development equipment. Visit website.

VENTURE CAPITAL INVESTMENT TAX CREDIT

This tax credit program is designed to improve access to capital for fast growing Indiana companies by providing investors an additional incentive to invest in early-stage firms. Investors providing qualified capital to Indiana companies receive a credit against their Indiana tax liability. Visit website.

MENU OF FEDERAL INCENTIVES

The City of South Bend and our local Economic Development partners have an excellent working relationship with the Federal Small Business Development Administration. The SBA has remodeled its approach to business assistance to ensure alignment with the needs of the private sector. SBA has grown significantly in terms of total assistance provided and its array of programs have been tailored to encourage small enterprises in all areas. SBA's programs now include financial and federal contract procurement assistance, management assistance, and specialized outreach to women, minorities and armed forces veterans. SBA also provides loans to victims of natural disasters and specialized advice and assistance in international trade and the inclusion of your business in the Federal Free Trade Zone in South Bend. For additional information about these programs, visit the SBA website at sba.gov.

WORK OPPORTUNITY TAX CREDIT

This tax credit is a Federal tax credit available to employers for hiring individuals from certain target groups who have consistently faced significant barriers to employment WOTC helps targeted workers move from economic dependency into self-sufficiency as they earn a steady income and become contributing taxpayers, while participating employers are able to reduce their income tax liability. For more information visit the Department of Labor website at doleta.gov.

August 2016

General

- South Bend Population: 104,824
- South Bend Metro Area Population (County): 268,441
- Michiana Region: 823,964
- Female: 51.47% Male:48.53% Median Age:33.3

Downtown Demographics

- Workday Population: 20,226
- Average Daily Hotel Guests: 300
- Total Retail Space: 532,517 Sq. Ft. ($11.50-$12.00 PSF)
- Total Office Space: 3,496,278 Sq. Ft. ($10.00-$19.00 PSF)

Tax Rates

- County Income Tax (Non-Resident): .75%
- County Income Tax (Resident): 1.75%
- Real Property Commercial: 3.6%
- Real Property Residential: 1%
- Real Property Tax Rental: 2%
- Sales Tax: 7%

Workforce

- Workforce South Bend-Mishawaka:161,100
- Unemployment South Bend-Mishawaka: 4.7% US Unemployment: 4.9%
- Employed: 153,600 Unemployed: 7,600

Education

- School Age Population (Under 18): 29,544
- Elementary Schools: 21 Middle Schools: 11 High Schools: 7
- Universities/Colleges: 14
- University of Notre Dame, Saint Mary's College, Holy Cross College, Indiana University South Bend

Education Level	Percentage of Individuals Over Age 25
High School	84.5%
Bachelors or Higher	23.5%

Housing

- Average Cost of Single Family Home: South Bend:$85,100 US:$122,800
- Number of Housing Units:46,590
- Home Ownership Rate: 59.45%
- US News & World Report Top 10 Affordable Places to Retire
- Downtown Apartment Units:635 Average Rental Rates: $438-$1,200

Place

- Downtown Shops: 52 Downtown Restaurants:53
- Century Center: 75,000 Sq. Ft. of Convention Space Home to the South Bend Cubs
- Arts & Entertainment Venues:20 Museums: 5 Hospitals:1 Parks:65