

Updating the Business Assistance Policy Package Incentives

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What this Policy IS:

A modernized, customized set of guiding principles designed for transparency and fiscal responsibility. It aligns with Council priorities and the Economic Health Strategic Plan and strengthens regional competitiveness.

What this Policy is NOT:

This is not a general operational subsidy or replacement of private capital. It is not a "hand out." ***This is not a program or project.***

2013 Business
Assistant Policy
Current/Existing



2026 Business
Assistant Policy
Adoption



Economic
Development
Fund (EDF) Programs
for Small Businesses

Why

- Establish a proactive, performance-based primary employer incentive strategy
- Attract and expand primary employers
- Strengthen competitiveness for investment and jobs
- Advance high-quality wage growth
- Generate net-new economic activity

Why Now

- Need to modernize to remain competitive, predictable, and investment-ready
- Retaining and attracting more quality jobs for Fort Collins residents
- Bolster economic health and preserve Fort Collins values



Why

- Establish a proactive, tiered retail incentive strategy
- Support reinvestment
- Strengthen regional competitiveness
- Reduce leakage/gain capture
- Revitalize neighborhood-serving retail
- Generate durable, net-new sales tax growth

Why Now

- Strengthening the tax base
- Increase regional capture
- Support investment in Fort Collins
- Fill gaps in essential goods and services



Proposed Business Assistance Tools

Incentive Type	Primary Employers	Retail
Manufacturing Sales & Use Tax Rebate	<input checked="" type="checkbox"/> <input type="checkbox"/>	
Construction Sales & Use Tax Rebate	<input checked="" type="checkbox"/> <input type="checkbox"/>	
Expedited Review	<input checked="" type="checkbox"/> <input type="checkbox"/>	<input checked="" type="checkbox"/> <input type="checkbox"/>
Sales Tax Shareback		<input checked="" type="checkbox"/> <input type="checkbox"/>
Fee Waivers/Reimbursements*	<input checked="" type="checkbox"/> <input type="checkbox"/>	<input checked="" type="checkbox"/> <input type="checkbox"/>
Workforce Skills Advance Grant	<input checked="" type="checkbox"/> <input type="checkbox"/>	<input checked="" type="checkbox"/> <input type="checkbox"/>
FC Utility Fees Amortization	<input checked="" type="checkbox"/> <input type="checkbox"/>	
FC Utility Payment In Lieu of Taxes (PILOT) Rebate	<input checked="" type="checkbox"/> <input type="checkbox"/>	

*Impact Fees will not be waived/reimbursed

Code Updates for Review

- Sales & Use Tax Rebates
- Expedited Review
- Fort Collins Utilities PILOT
- Fee Waivers/Reimbursement (Impact Fees are excluded from incentives)

Council Review and Approval

Since many business assistance packages are unique and will require an evaluation on a case-by-case basis. Council will review and approve or deny all business assistance packages.

* NOTE: Economic Development Fund is not included in the policy, and staff will come back to Council at a future work session



Staff recommends adoption of
Resolution 2026 - 076



Thank you

For follow up items please reach out to Michael Bussmann - mbussmann@fortcollins.gov