

Partnerships

From Retailers to



How to get from this to...

To This:



Retail Chains: Chains Vs. Locally Owned

Sources of Help

- Chamber of Commerce
- Locally Owned Organizations

How Do You Get Businesses Involved?

- Personal Contact
- Icebreaking/Give Time to Build A Relationship
- Get to know the people and their business

Sell the Business on the Concept of a
Partnership

The 20/20/60 Rule

Cultural Differences

- Ethnic
- Religious
- Entrepreneur vs. Non-Entrepreneur

Developers

What developers are building projects that fit the mold?

Salt Lake City Projects

Main Street TRAX Construction



Intermodal Hub Expansion



Downtown Rising

