PAY LATER
CONSULTING SERVICES NOW - PAY LATER

Sanford Holshouser Economic Development Consulting is pleased to announce its "Pay Later" initiative. For a select number of local or regional economic development programs Sanford Holshouser will provide consulting services now, when they are most needed, and defer the payment for those services until a later date, when funds are more readily available.

The on-going COVID-19 situation has created substantial budgetary problems for local governments, and as a result for most local and regional economic development organizations. This has led to two competing situations. Right now, in order to create economic activity and to help resolve funding shortages, new, impactful economic development strategies need to be evaluated, created and implemented. But with reductions in revenues, local governments are cash-strapped and have little or no funds to commit to economic development efforts at traditional levels. Also fund raising from private sector sources for economic development efforts has decreased.

So consequently, Sanford Holshouser is pleased to announce its "Pay Later" initiative. For a select number of projects, we will provide needed services now. There is no need to postpone urgently needed economic development efforts at a time when
they are most needed. Upon terms to be worked out and agreed to, Sanford Holshouser will allow for these clients to defer the payment of its fees until a time in the future when revenue levels have returned to more normal levels. If this is of interest, contact us soon.

A phrase that has been used quite a bit during this COVID-19 period applies here - we are all in this together. Many who read this have been friends and professional associates of the partners in Sanford Holshouser for many years. So we do think in terms of being in this situation together with you, and it is our pleasure to Bring You the Leading EDge even in these difficult times.

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