

## It's Time to Ask!

What have you wanted to do at your site in the past but your local city turned you down? Maybe more vacuums with canopies out on the street, maybe a monument sign, more building signage or just a special month with banners. In the past cities were able to say no to these things and leave you wondering why. They had plenty of money; new permit fees, environmental fees, tap fees and increased property taxes all left municipalities flush with cash and created an environment that was unfriendly to businesses. Well that has all changed in the last few years, most of the fees are gone and properties are setting empty with no tax revenue being generated. Now is the time to ask.

With over 40 states facing over \$100 million in budget shortfalls this year and cities in the same crisis, municipalities across the country are taking a second look at how businesses want to reinvest in their property.

Start with a good plan and an explanation as to why what you want will help your business. Approach a city planner and start working with them. It may not appear to be a good time to spend money but it is a time and opportunity to invest smartly in your property. Look around and see what can be done to improve your property, I think you will find cities a little more willing to work with you.

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