

MUNICIPAL ASSISTANCE

The HB Solutions Municipal Assistance team provides a full range of economic development and business consulting services to municipalities and quasi-governmental agencies, non-profits, and corporations. Our comprehensive approach helps public and private clients efficiently conduct the strategic planning, economic analysis, and community outreach necessary to ensure the successful execution of projects and multi-year economic development plans. Our trademark is our team's ability to organize and manage the multi-dimensional aspects of major economic initiatives and achieve consensus and collaboration across business, community, and political groups.

Our services include:

- **Community Planning and Consensus Building**
 - Communications
 - Community survey
 - Comprehensive plan/zoning and land use
 - Open space and farmland protection
 - Public participation strategies
- **Due Diligence and Compliance**
 - Confirm background of vendors
 - Legal history of project sites (e.g., environmental issues, bankruptcy of prior owner)
 - Vendor/supplier compliance with trade laws
- **Economic Development Strategy**
 - Business retention/expansion
 - Fiscal and economic impact analysis
 - Promotion/communications
 - Toolbox and partnerships
- **Fiscal Planning**
 - Alternative growth scenarios
 - Asset management/capital plan
 - Community priorities
 - Leveraging opportunities
 - Projections and financial modeling
 - Tax base analysis/risk assessment/dependencies
- **Special Events Planning and Management**
 - Budget and financial planning
 - Host community relations
 - Promotion



Our team members include:



Hilary C. Guthrie provides strategic marketing planning, communications and media training, customized issues-based training programs, and controversial or crisis issue management in an effort to enhance and protect public and private sector clients' positions. Ms. Guthrie's crisis communications experience includes developing strategic management plans for situations ranging from environmental incidents to employment dismissals and criminal charges, and she has delivered integrated marketing and communications support during the introduction of controversial projects and ventures.



Richard E. Rising advises clients on their business and economic development projects and helps to expedite those projects to completion. Mr. Rising offers more than 30 years of experience in economic development, community planning, commercial real estate, and related financing programs. Prior to joining HB Solutions, he served as city manager for the City of Geneva, New York, director of planning and economic development for the City of Geneva, and executive director of the Geneva Industrial Development Agency where he organized and managed Geneva's first comprehensive economic development program resulting in a significant revitalization of the city.



Roberta A. Jordans consults with clients in the areas of business and economic development, commercial banking, finance, and commercial real estate. Ms. Jordans is certified by the National Development Council as an Economic Development Finance Professional. Prior to joining HB Solutions, she served as deputy director/IDA officer at the Ontario County Office of Economic Development and Industrial Development Agency and executive director of the Rochester Finger Lakes Regional Development Corporation.

HB SOLUTIONS LLC was established to provide non-legal services to clients. HB Solutions is a consulting affiliate of the HARRIS BEACH PLLC law firm. Founded in 1856, Harris Beach is one of the largest law firms in New York state and works with state and local governments and authorities, Fortune 500 corporations, privately-held companies, emerging technology businesses, educational institutions, energy-related companies, financial institutions, health care providers, medical and life science companies, real estate developers, not-for-profit organizations, foundations, and individuals.

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