

## Acronym List

### Workforce:

ABE	Adult Basic Education
ADA	Americans With Disabilities Act
AEL	Adult Education & Literacy
ASE	Adult Secondary Education
CAPS	Center for Advanced Professional Studies
CTE	Career and Technical Education
DOE	Department of Education
DW	Dislocated Worker
E&T	Employment and Training
ETA	Employment & Training Administration
HDJT	High Demand Job Training
LWDB	Local Workforce Development Board
OJT	On-The-Job Training
RIF	Reduction in Force
RR	Rapid Response
SEAL	Summer Earn and Learn
STEM	Science, Technology, Engineering and Math
TAA	Trade Adjustment Assistance
WARN	Worker Adjustment and Retraining Notification Act
WD	Workforce Development
WF	Workforce
WIB	Workforce Investment Board
WIOA	Workforce Innovation and Opportunity Act
WOTC	Work Opportunity Tax Credit

### Service Providers

COG	Council of Governments
EDA	Economic Development Administration (part of Dept. of Commerce)
MPO	Metropolitan Planning Organization
RD	Rural Development
RPA	Regional Planning Affiliation
RUS	Rural Utilities Service
USDA	U.S. Department of Agriculture
USDA-RD	United States Department of Agriculture Rural Development

## Real Estate

AGR	Adjusted Gross Revenue
BLM	Bureau of Land Management
BOE/BOA	Board of Equalization/Board of Adjustment
BTS	Build to Suit
CAA	Clean Air Act
COE	Army Corps of Engineers
Davis Bacon	Statutory requirement that persons working on federally assisted projects be paid at least minimum prevailing wage rates.
DNR	Department of Natural Resources
DOE	DEPARTMENT OF ENERGY
DOFA	Date of Full Availability
DOT	Department of Transportation
EA	Environmental Assessment. Analysis to determine the effect of a project on the environment. May lead to an Environmental Impact Statement (EIS).
EGI	Effective Gross Income (GPR - Vacancy Loss + Other Income = EGI)
EIS	Environmental Impact Statement
EPA	Environmental Protection Agency
ESA	Environmental Site Assessment
FHWA	Federal Highway Administration
FMR	Fair Market Rent (maximum rent for Section 8 rental assistance)
FONSI	Finding of No Significant Impact. Environmental Assessment finding that a project will not significantly affect the quality of human life.
FTA	Federal Transit Administration
GPR	Gross Potential Rent (Number of Units x Monthly Rent x 12 (months/annual) = GPR)
IRV	Traditional method of determining property values (NOI/Cap Rate = Value)
NEPA	National Environmental Policy Act
NOI	Net Operating Income (EGI - Operating Expenses = NOI)
NOL	National Priority List (hazardous waste sites - Superfund sites)
NPV	Net Present Value
NRP	Nuisance Remedy Program
NTE	Not to Exceed
PV	Present Value
QCD	Quit Claim Deed
REET	Real Estate Excise Tax
REIT	Real Estate Investment Trust
ROI	Rate on Investment (Cash Flow/Initial Investment)
SAMA	Site Appraisal and Market Analysis. Required for commitment of FHA mortgage insurance on most Multifamily Projects and large subdivisions.
SS	Sacred Site
TIP	Transportation Improvement Program

<b>Housing</b>	
AHP	Affordable Housing Program
AHS	American Housing Survey
CHAS	Comprehensive Housing Affordability Strategy
CHDO	Community Housing Development Organization. Nonprofit housing provider receiving minimum of 15% of HOME Investment Partnership funds
CoC	Continuum of Care approach to assistance to the homeless
DAP	Down payment Assistance Program (FHA - Single Family Housing)
DHAP	Disaster Housing Assistance Program (HCV Program)
FHA	Federal Housing Administration
FHLB	Federal Home Loan Bank
HAP	Housing Assistance Plan. Housing plans required by CDBG program.
HOME	First Time Homebuyer Program
HPG	Housing Preservation Grant
HUD	U.S. Department of Housing and Urban Development
IEG	Income Eligibility Guidelines
LHTF	Local Housing Trust Fund
LIHTC	Low Income Housing Tax Credit
LMI	Low to Moderate Income
MFH	Multi-family Housing Program
NSP	Neighborhood Stabilization Program
Section 8	Housing Assistance Payment Program (Housing and Community Development Act of 1974)
SFH	Single Family Housing

<b>EDO Management</b>	
AEDO	Accredited Economic Development Organization
BEDC	Basic Economic Development Course
BOCC/BOS	Board of County Commissioners/Board of Supervisors
CED/CEcD	Certified Economic Developer
CEDS	Comprehensive Economic Development Strategy
CRM	Customer Relationship Management
CY	Calendar Year
ED	Executive Director
EDC	Economic Development Corporation
EDO	Economic Development Organization
EGC	Executive and Governance Committee
FA	Fiscal Agent
FFY	Federal Fiscal Year
FOIA	Freedom of Information Act
FTE	Full-time equivalent (employee) (2080 hours of paid employment)
FY	Fiscal Year

## EDO Management, Cont.

IEDC	International Economic Development Council
MAEDC	Mid-American Economic Development Council
MOA	Memorandum of Agreement
MOU	Memorandum of Understanding
NACO	National Association of Counties
NOFA	Notice of Fund Availability
NOI	Notice of Intent
NREDA	National Rural Economic Developers Association
PY	Program Year
RFI	Request for Information
RFP	Request for Proposal
RFQ	Request for Qualifications
SF	Standard Form
SOP	Standard Operating Procedure

## Data

ACS	American Community Survey
AMI	Area Median Income
ARS	Agricultural Research Service
BEA	Bureau of Economic Analysis
BLS	Bureau of Labor Statistics
CES	Current Employment Statistics
CPI	Consumer Price Index
DOL	Department of Labor
DOR	Department of Revenue
EAB	Bureau of Economic Analysis
ERS	Economic Research Service
FSA	Farm Service Agency
GIS	Geographic Information System
GPS	Global Positioning System
LMI	Labor Market Information
MSA	Metropolitan Statistical Area
NAICS	North American Industry Classification System
NASS	National Agricultural Statistics Service
O*NET	Occupational Information Network
OMB	Office of Management and Budget
QCEW	Quarterly Census of Employment and Wages
SOC	Standard Occupation Classification
USGS	U.S. Geological Service

<b>Community</b>	
AIP	Federal Airport Improvement Program
CBO	Community-Based Organization
CDBG	Community Development Block Grant
CDC	Community Development Corporation
CDFI	Community Development Financial Institutions
CEBA	Community Economic Betterment Account
CEPP	Community Economic Preparedness Program
CIP	Capital Improvement Plan
Con Plan	Consolidated Plan; a locally developed plan for housing assistance and urban development under the Community Development Block Grant and other CPD programs
CRA	Community Reinvestment Act
CVB	Convention and Visitors Bureau
EC	Enterprise Community
F2S	Farm to School
FBO	Faith-Based Organization
FEMA	Federal Emergency Management Administration
HMGP	Hazard Mitigation Grant Program
PFSA	Public Facilities Set-Aside
PILOT	Payment in Lieu of Taxes
RC&D	Resource Conservation and Development
REAP	Resource Enhancement and Protection
REAP Zone	Rural Economic Area Partnership Program
SHPO	State Historic Preservation Office
SNAP	Supplemental Nutrition Assistant Program
SRF	State Revolving Fund
TANF	Temporary Assistance for Needy Families

<b>Business Development</b>	
AI	Artificial Intelligence
AR	Augmented Reality
B&I	Business and Industry Program
B2B	Business to Business
BID	Business Improvement District
BRE	Business Retention and Expansion
CBD	Central Business District
CFFP	Capital Fund Financing Program
CIRAS	Center of Industrial Research and Service
COOP	Continuity of Operations Plan
CPU	Cost Per Unit (Total Cost/Number of Units)
C-Store	Convenience store / gas station.

## Business Development, Cont.

DCR	Debt Coverage Ratio (NOI/Hard Debt)
DOC	Department of Commerce
DSCR	Debt Service Coverage Ratio
DTR	Downtown Revitalization
EDD	Economic Development District
EDSA	Economic Development Set-Aside
EMP	Emerging Markets Program
EZ	Empowerment Zone
FDI	Foreign Direct Investment
FIRE	Finance/Insurance/Real Estate Industry
FMD	Foreign Market Development Program
FOB	Free On Board
FTC	Federal Trade Commission
FTZ	Foreign Trade Zone
HMI/MMI	Human Machine Interface/Man Machine Interface
HQ	Headquarters
I4.0	Industry 4.0
IoT	Internet of Things
IRR	Internal Rate of Return
LOIS	Location One Information Services
MBE	Minority Business Enterprise
MEP	Manufacturing Extension Partnership
NMTC	New Market Tax Credits
OEM	Original Equipment Manufacturer
OSHA	Occupational Safety and Health Administration
OZ	Opportunity Zone
RBEG	Rural Business Enterprise Grant
RBOG	Rural Business Opportunity Grant
REAP (9007)	Rural Energy for America Program
REDLG	Rural Economic Development Loans and Grants
RLF	Revolving Loan Fund
SBA	Small Business Administration
SBDC	Small Business Development Center
SBIR	Small Business Innovation Research Program
SCORE	Service Corps of Retired Executives
SME	Small to Medium Enterprise
STTR	Small Business Technology Transfer
TA	Technical Assistance
TIF	Tax Increment Financing
VR	Virtual Reality

## ED Slang

Banana People	Build Absolutely Nothing Anywhere Near Anything
CAVE People	Citizens Against Virtually Everything
DINK	Dual Income No Kids
Dirt	The real estate under discussion.
Doc-in-the-Box	Minor emergency medical clinic.
Done Deal	Everybody has their money.
Expert	Someone from out of town.
FFF Funding	Friends, Family, Fools Funding
Flipper	A person who buys land and quickly sells it to another for profit.
Gripping-n-Grinning	The deal is done.
Hard Corner	The property on the immediate corner adjacent to two roadways.
LULU	Locally Unwanted Land Use
MDF Funding	Mom-Dads-Friends Funding
NIMBY	Not in My Backyard
NIMTO's	Not in My Term of Office
R & D	Rip off and Duplicate
SINK/OINK	Single Income No Kids/One Income No Kids
Still In Play	Have not been eliminated from the consideration list yet.
Tire Kicker	Someone who is probably wasting your time but you have to treat like the mayor's brother.
WIIFM Principle	What's In It For Me?