

# Business Incentive Services



Business incentives are part of a comprehensive approach to corporate real estate strategy. Lucrative economic incentives are available for companies relocating a headquarters, selecting a site for a new distribution center or executing an array of other operational changes.

As specialists in securing public and private subsidies, Transwestern has successfully negotiated millions of dollars that significantly reduced capital outlay and operating expenses for clients – often the deciding factor in propelling a real estate deal forward.

With backgrounds in real estate, tax and law, our seasoned advisors have relationships with states and municipalities across the country and know where companies are likely to secure the best incentive packages based on industry, financial strength and forecasted job creation. We excel

at coordinating negotiations among multiple parties while preserving the confidentiality and sensitivity demanded by these types of projects.

Throughout each engagement, our team informs clients how incentives might impact operations, structural costs, tax liability and financial statements. Our analyses take into account upfront dollars as well as savings that could be achieved over the longer term in the form of marketing and sales assistance, technology development or infrastructure improvements.

## TRIGGER EVENTS

- Relocating headquarters
- Selecting site for new distribution center
- Expanding or consolidating facilities
- Creating, replacing or transferring jobs
- Starting new business line or services
- Obtaining financing
- Investing in equipment or infrastructure
- Investing in research and development
- Training employees
- Approaching lease expiration

## INCENTIVE PROGRAM TYPES

### OPERATIONS OR FINANCING

- Subsidies
- Exemptions
- Utility discounts
- Reduced-cost financing

### CAPITAL INVESTMENT

- Project grants
- Tax abatements
- Tax credits
- Infrastructure subsidies

### LOCATION SPECIFIC

- New market tax credits
- Empowerment zones
- Enterprise zones
- Tax increment financing

### HUMAN CAPITAL

- Employee training
- Tax credits
- Wage subsidies
- Recruitment assistance