

## Economic Development

# Helping companies obtain incentives, support & locate operations



### When your business is seeking to

- obtain state and local tax and other incentives for new and expanded operations
- make investment decisions concerning incentives, taxes, real estate and environmental issues, and related negotiations with state or local governments and others
- implement – after an investment decision is made – governmental incentive commitments and obtain additional assistance in areas such as corporate, tax, finance, environmental, real estate, employment and labor, immigration, international trade, contracts, construction, and intellectual property law

our team can help every step of the way.

### We help clients

- Understand state and local tax issues that make affect an investment decision
- Identify all available incentives before an investment is made
- Determine whether to invest or expand
- Implement their investment decision by providing legal assistance relating to those incentives and in areas such as taxation, finance, environmental, real estate, employment and labor, immigration, international transactions, governmental, contract, and construction law

### Interdisciplinary team

We recognize that economic development is about securing incentives, but also about much more. We have developed a multi-disciplinary, integrated approach to dealing with the variety of issues that confront expanding or relocating businesses, including

- Incentives, tax, real estate, and related incentive issues are handled by attorneys with deep working knowledge relating to new and expanding greenfield

### Related Practice Areas

Business Development Companies  
Business Immigration  
Construction  
Emerging Growth & Venture Capital  
Employment & Labor  
Environmental  
Environmental - Transactions  
Government Relations  
International  
Mergers & Acquisitions  
Public Finance  
Real Estate  
State & Local Government Relations  
Tax

### Related Industries

Banking & Financial Services  
Construction  
Consumer Products & Retail  
Energy & Utilities  
Healthcare  
Manufacturing  
Technology  
Transportation

manufacturing facilities, distribution centers, office and technology projects, and other types of economic development projects

- Network of attorneys in the Firm experienced in economic development projects who provide in depth services from other subject areas inherent in start-ups and expansions such as environmental, corporate, contracts, employment, governmental, international trade and customs, and immigration matters
- Partners who formerly served as state elected and appointed officials and as in house general counsel bring valuable perspectives and working relationships to the identification and resolution of issues that arise in connection with a company locating or expanding operations

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**Our clients range from small local start-ups to international corporations engaged in various industries, such as**

- Advanced materials
- Agribusiness
- Aerospace
- Automotive
- Chemicals
- Distribution
- Electronics and consumer products
- Energy
- Financial services
- Health care
- Manufacturing
- Office facilities
- Service/call centers
- Technology
- Telecommunications
- Utilities

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**Help navigate the ins and outs of incentives**

- Provide technical experience to identify state and local incentives, including the incentives that provide real value in connection with a particular project
- Provide guidance as to the art of the possible and how to achieve it, based upon decades of experience with new and expanded economic development projects
- Provide timely and client-driven implementation of negotiated incentives to ensure that our clients receive the benefit of their bargains

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**Our extensive experience with incentives and economic development projects helps our clients**

- **Identify the possibilities** – in connection with the incentives that may be available (both legally and politically) to your project based upon prior transactions and present state and community political environments
- **Make timely investment decisions** – by obtaining timely technical assistance, guidance and negotiation support
- **Negotiate and draft incentive agreements** – including state cash grant agreements, jobs tax incentive agreements, property tax incentive agreements, and other incentive agreements relating to economic development projects

## Why Nelson Mullins?

- Wide-ranging experience working on economic development projects for companies from the United States and over 20 other countries
- Integrated, multi-disciplinary approach to assisting companies from beginning to end of economic development process
- Deep and broad experience and relationships with state and local economic development agencies and organizations

## Experience

Following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

- Represented European manufacturer in connection with \$500 million greenfield investment and \$4 billion additional investments and creation of over 5,000 jobs in several locations
- Represented Asian manufacturer in establishment of \$1 billion greenfield manufacturing facility
- Represented European pharmaceutical company in establishment and expansion of \$750 million research and development and manufacturing facility
- Represented U.S. computer software company in several expansions of its facilities
- Represented U.S. technology service companies in connection with new and expanded facilities of \$10 million - \$20 million
- Represented U.S. retailer in establishing and expanding several distribution centers with over \$300 million in investment and over 1,000 jobs
- Represented U.S. food services company in connection with establishment of \$10 million distribution facility
- Represented European company in new \$500 million manufacturing facility
- Represented U.S. subsidiary of a European manufacturer in connection with moving its U.S. headquarters
- Represented Asian company in establishment of \$60 million distribution center
- Represented Asian company in connection with incentives relating to establishment of 400 person customer service center
- Represented U.S. subsidiary of a European company in connection with establishment of \$100 million service and technology center
- Represented Australian automotive supplier in connection with establishment of \$100 million manufacturing facility

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- Represented European automobile manufacturer in connection with \$500 million greenfield facility