Economic Incentive Services

Maximize Economic Incentives

Site Selection Group provides corporations the services needed to negotiate and realize economic incentives provided by local, state and federal governmental organizations. From statutory to discretionary incentives, our experts enable you to develop and implement strategies yielding the optimal financial benefits for a single location or your entire portfolio of locations.
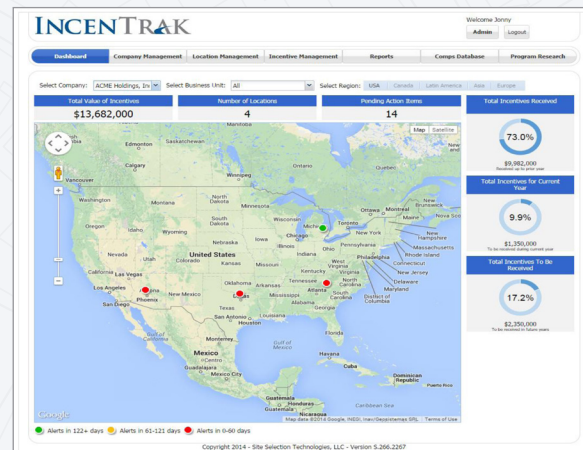
Key Benefits

- Increase negotiation leverage
- Reduce tax liabilities
- Minimize capital investment
- Decrease real estate costs
- Minimize infrastructure investment
- Reduce employee training costs
- Manage on-going compliance
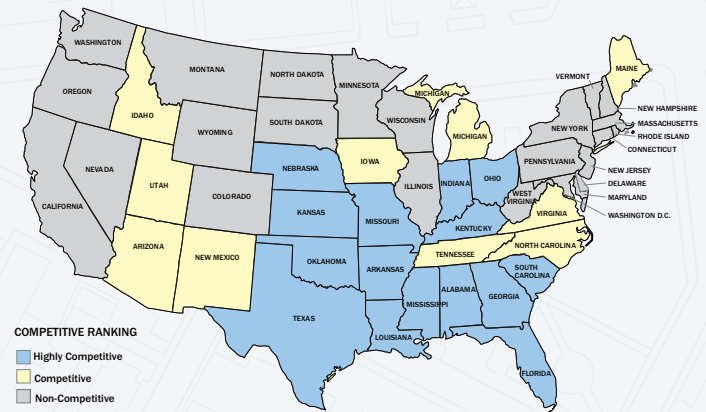
Economic Incentives Procured

- Tax credits
- Tax abatements, PILOTS, FILOTS
- Sales and use tax rebates
- Cash grants
- Real estate grants (TIF's, PID, etc)
- Special tax districts
- Enterprise zones
- Training grants and subsidies
- Utility rate concessions
- Expedited permitting
- Forgivable and low-interest loans
- Infrastructure grants

Incentrak®

SSG will manage the compliance associated with each economic incentives program utilizing our cutting-edge, cloud-based software IncenTrack®.

Economic Incentive Database

COMPETITIVE RANKING

- Highly Competitive
- Competitive
- Non-Competitive

SSG maintains a database covering more than 2,000 incentive programs and 10,000 incentive deal comps.

Our Process

We have the ability to assist you in every phase of the economic incentive process. Our process is customized based on your needs. The following diagram provides an overview of our typical economic incentive process.

PHASE	1 Project Definition	2 Identification & Evaluation	3 Negotiations	4 Application & Documentation	5 Compliance & Administration
KEY STEPS	• Strategy formation • Business drivers • Project timeline • Criteria weighting • Employee profile • Job creation • Infrastructure needs • Capital investment • Geographic preference • Facility specifications	• Incentive research • Develop RFP • Distribute RFP • Proposal comparison • Financial analysis	• Community visits • State/local meetings • Counter offers • Economic impact analysis • Commitment letter • Approval hearings • Media coordination	• Submits applications • Review contracts • Compliance strategy • Prepare close-out report	• Annual reporting • Training reimbursements • Job creation filings • Hiring credit processing • Capex filings
DELIVERABLE	• Project questionnaire • Data request • Project profile summary	• Program summary • Request for proposal • Proposal comparison • Financial analysis	• Counter offers • Commitment letters • Press releases	• Applications • Contracts • Close-out reports	• Compliance documents • Reimbursement management
RESULTS	Develop Project Plan	Evaluation of Economic Incentive Proposals	Negotiate Optimal Economic Incentive Package	Finalize & Secure Economic Incentives	Compliance of Economic Incentives

Our Clients

About Site Selection Group

Site Selection Group is a leading location advisory and economic incentives firm providing solutions to corporations and communities across the world. We offer customers four core services, which include location advisory services, economic incentive services, corporate real estate services and economic development consulting. We apply our knowledge of global location trends to optimize your location decisions.

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Site Selection Group™
Strategic Location Solutions