

# Site Selection & Incentives



Site Selection & Business Incentives are inducements offered by local, state and federal agencies to attract investment and jobs.

- Incentives are investments made by communities and states that are intended to generate a positive economic return by building a tax base.
- Incentives are generally performance based; companies receive benefit to the level performed.
- In a successful project, everyone wins – business, community and citizens.

## Who Qualifies for Incentives?

Non-retail businesses that create at least 15 jobs, make an investment in real estate (lease or purchase) or purchase equipment may be eligible to receive business incentives.

The amount of incentives offered will depend on several factors, including number of jobs to be created, average wage of new jobs, proposed capital investment, type of industry, competition for the project and project location.



## When Should a Company Investigate Incentives?

An organization should investigate incentives PRIOR to hiring new employees, making the capital investment or signing lease/purchase agreements for optimal results.

KEY ACTIONS that should trigger a look at potential incentives:

- Adding Jobs
- Buying or Building a New Facility or Land
- Considering Acquisition or Merger
- Relocating Operations
- Expanding or Downsizing Operations
- Purchasing Equipment

### Site Selection



- Determine site requirements
- Find site matches in desired location
- Refine site options
- Tour and assess sites
- Provide strategic advice

### Incentive procurement



- Examine and evaluate incentive packages
- Negotiate incentive options and programs
- Assist with final site decision
- Inform government agencies
- Review all agreements

### Compliance



- Oversee benefits lasting up to 20 years
- Ongoing reminders and advice
- Review, file and submit required documents
- Notification of any new forms or policies
- Retain and archive copies of important documents
- Update the company personnel

## What Type of Incentives are Available?

Types and value of incentives will vary by community and state; however, common incentives include the following:

- Job Creation Tax Credits
- Investment Tax Credits
- Venture Capital Tax Credits
- Subsidized/Free Real Estate
- Training Assistance
- Reduced Permitting Fees
- Discretionary Funding
- Real & Personal Property Tax Abatements
- Infrastructure Grants
- Low Interest Project Financing
- Expedited Approvals
- Tax Increment Financing

## Why Choose Sikich Site Selection & Business Incentives?

Growing and scaling your business is an exciting time that can also present unique challenges you may have never encountered before. Our team can help make your path to efficient and successful business growth stress free.



### Partnership

Total alignment to achieve the same goal



### People

Dedicated team to assist with all client service needs with accuracy and expertise



### Process

Proven, simplified process, client simplicity, attention to detail, transparency

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### Value

Aligned with your business  
Allows you to focus on your business



### Innovation

Finding new ways to solve customer problems



### Compliance

To ensure that you receive the benefit

For more information  
about our services, visit  
[www.sikich.com](http://www.sikich.com).