



SALT WATCH

*Listen
Plan
Execute*

State and Local Incentive Opportunities

Are you preparing for the future?

If yes, it is the perfect time to identify state and local incentive opportunities.

Many state and local governments offer tax and financial incentives to businesses seeking to reduce the costs of relocation or expansion. Incentives can include job creation grants/credits, sales tax exemptions/abatements, property tax exemptions, capital expenditure grants, training grants, utility discounts, permitting assistance and low-interest financing. Frequently, incentive agreements result in a "win-win" situation for both the company and the governmental jurisdictions involved.

As you prepare for the future, consider the following list of question that can indicate incentive opportunities:

- Is your company expanding or relocating?
- Does your company need help financing growth?
- Is your company making investments in R&D?
- Is your company introducing new products?
- Is your company considering any 'green' or energy saving activities?
- Are your company's workforce needs changing?
- Does your company need to update workforce skill requirements?

If you answered yes to one or more of these questions, GBQ urges you to contact our SALT professionals and its strategic partner, Hicks Partners. Our team can help you identify, understand, negotiate and secure business incentives. In short, we help grow your business and your profits. In the incentives arena, timing is everything! You can never be too early to discuss your business needs but you can be too late and lose money.

For more information, please contact:

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