

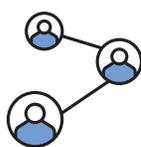
# Location and incentive strategies

Maximize the return on your investments with incentive strategies that investigate all the possibilities



Companies should consider the value Economic Development Incentives (EDIs) can bring to a project. If effectively negotiated and secured, EDIs can be used to finance projects, offset project costs, reduce tax burdens, enhance employee skills, and develop and build greater relationships with state and community partners.

## Opportunity triggers



### Workforce decisions

- Alignment of talent
- Growth
- Relocation
- Training

### Facilities and capital investment decisions

- New site
- New expansion
- Network realignment
- Mergers & acquisitions
- Relocation



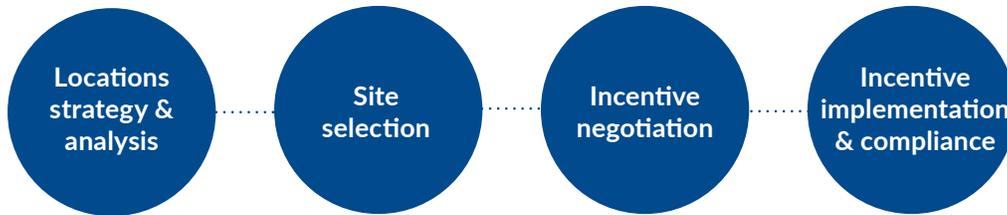
### Special situations

- Clawbacks
- Expiring incentives
- Sustainability/green initiatives
- Due diligence

Altus Group's complex properties team has generated meaningful savings across a variety of our locations – from agricultural to production facilities. Their holistic and creative approach, along with their careful regard of our company's local relationships, has helped us identify unique discretionary incentives and navigate sensitive appeal negotiations. I consider them to be a go-to resource for state & local tax consulting needs.

- An international beverage company

### Our industry leading approach includes:



### Resulting in success for our clients:

#### Site selection & incentive negotiation

Secured **\$3.8 million** in incentives during a multi-state search for a food manufacturer's new **\$16 million** headquarters and production facility.

#### Network realignment

Facilitated a network analysis and real estate portfolio review for a **\$61 million** investment into a consumer goods company's distribution network and negotiated a **\$14.8 million** tailored incentive package.

#### Facility expansion

Secured a **\$35 million** incentive package for a global biotech company's **\$500 million** renovation and expansion project.



#### Diageo North America Supplier Awards 2015

Distinguished Honors, Special Projects Award presented to Altus Group for delivering a significant and critical project on time and on budget with exceptional leadership using new and creative ideas.

## Benefits of partnering with our team



#### Diverse expertise

Our team is made of tax experts with distinct industry expertise, CPA, CMA, and MAI designations. Working on interdisciplinary teams with comprehensive strategies, we can address all your state and local tax needs.



#### Real-world data

Leveraging an extensive database of industry and state specific information allows us to benchmark and run real time analysis on your tax positions, identifying potential savings opportunities or areas of risk.



#### Depth of resources

With 200 team members in offices around the country, we offer services tailored to each project, delivering dependable, accurate, and valuable independent advice. Designated client representatives allow for engagement team continuity.



#### Local representation

We have offices in 10 major US markets and dozens of partnerships that expand our network of local relationships nationwide. Our reputation and credibility with taxing authorities mean your account is getting the local visibility it deserves.

Contact us to learn more:

(410) 568 0800 • altussalt@altusgroup.com