TrueAlert

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MAIN STREET STIMULUS: Negotiated Incentives

Money on the Table?

The current economy's "new normal" has forced companies to reassess their operations and look for untapped opportunities to continue lean, profitable practices. Many companies leave money on the table by failing to negotiate tax and business incentives with state and local governments. Negotiated Incentives increase companies' return on investment by offsetting initial costs and lessening tax liability.

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How Can True Partners Help?

True Partners Consulting works with companies during each stage of incentive negotiation and site selection. Negotiated incentives require complex negotiations with various state, county, and local jurisdictions because officials at each level require effective demonstration of cost-benefit analysis to grant an award.

Our success in the area of negotiated incentives is a result of our varied experience and long-standing relationships with various governmental entities, taxing agencies, and economic development officials. Incentives we help negotiate include: cash awards; property tax exemptions or abatements; sales tax exemptions; tax increment financing; creation or expansion of Enterprise Zones; state income tax credits training grants; and site infrastructure improvements.

I'm Interested. What's the Fee Structure?

True Partners is open to various flexible fee structures, depending on each company's needs. Whether hourly or contingent True Partners will add value to your organization.

When Can We Start?

Most opportunities for negotiating incentives arise from significant changes within a company, be it anticipated capital investments and job creation, or operation consolidation or relocation. The Incentives Team recognizes that each company's tax situation is unique and works to provide a tailored incentives package for each client. Our team will discuss how we can tailor our services to meet your needs.

CONTACT INFORMATION

If you would like to discuss how we can contribute to your bottom line, please contact us.

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