



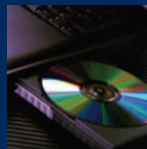
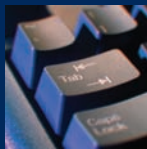
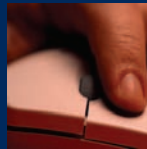
TruePartnersSM

CONSULTING

Intelligent Tax Advice

Increasing Return on Investment
through Negotiated Incentives

Credits & Incentives
Services



www.TPCtax.com



Credits & Incentives Services

True Partners Consulting works with companies during all types and stages of incentive negotiation and site selection, from strategic planning and budgeting to expansion structure to operations consolidation. Our services are designed to help identify and acquire the most beneficial location and available incentives to improve your bottom line.

QUALIFYING EVENTS AND BUSINESS ACTIVITIES

- Capital investment
- Expansion of existing facilities
- Mergers and acquisitions
- Automation and modernization
- Greenfield and Brownfield development
- Relocations
- Consolidations

EXAMPLES OF NEGOTIATED INCENTIVES

- Property tax abatements
- Sales tax exemptions
- Tax increment financing
- Cash awards
- Training grants
- Site infrastructure improvements
- Income and franchise tax credits
- Low-interest financing

BENEFITS

- Lowers overall cost of project
- Opportunity to add value
- Increases ROI

Caution: Negotiated incentives are time sensitive. Early involvement is **critical**. Waiting too long will minimize or eliminate opportunities for negotiated incentives.

Credits & Incentives Examples

- A food manufacturer was looking to expand current operations and build a new plant and distribution center in Pennsylvania. The anticipated capital investment for this expansion was approximately \$63.6 million and would generate 225 new jobs. Our team negotiated incentives and claimed available credit totaling \$4.4 million in Pennsylvania. Our team also secured the following incentive packages in the expansion of operations in 4 other states:
 - Georgia \$1.7 million
 - Missouri \$3.0 million
 - Texas \$7.6 million
 - Utah \$1.0 million
- A client was considering relocating its headquarters from Ohio, ultimately choosing to move to Illinois. The relocation required \$70 million in capital investment, the retention of 800 employees and the creation of 700 new jobs. Through a review of available incentives and negotiations with state and local officials, our team obtained an incentives package worth \$25.8 million for our client.
- An educational institution with facilities nationwide was considering an expansion into Florida. The new facility would create 650 new jobs and require capital expenditures of \$70 million. After negotiating with government and economic development officials, our team obtained \$5 million in incentives for our client.

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Our Services

TAX AND BUSINESS CONSULTING

Bankruptcy	Real Estate Tax Services
Business Restructuring	Refund Reviews of Previously Filed Returns
Credit Studies	Sales and Use Tax Planning
Debt Restructuring and Workouts	Subchapter C Tax Planning
Inventory and Accounting Methods	Tax Dispute Resolutions/Audit Defense
Litigation Support/ Expert Testimony	Tax Opinions
Mergers and Acquisitions Tax Planning	Tax Treatment of Financial Instruments
Negotiated Incentives	Transaction Planning
Operational Consulting	Uncertain Tax Positions
Property Tax Appeals	Voluntary Disclosure

FEDERAL AND STATE COMPLIANCE

FAS 109/Accounting for Income Taxes	Sales and Use Tax Returns
FAS 123R: APIC Pool	Sarbanes Oxley Compliance-Section 404
Implementation of TaxStream Software	State Income and Franchise Tax
Incentive Compliance	Tax Department Reviews
Income Tax Returns	Transaction Tax Returns
Property Tax Returns and Management	

INTERNATIONAL

International Tax Planning	Repatriation Planning
Foreign Tax Credit Planning	Subpart F
International Tax Compliance	Transfer Pricing
International Mergers & Acquisitions	Treaty Issues
Local Country Planning	Value Added Tax (VAT)

PRIVATE EQUITY SERVICES

Portfolio Company Services Tax Planning for the Fund Transaction Services

FLEX STAFFING

TAX RISK AND PROCESS RE-ENGINEERING

UNCLAIMED PROPERTY

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