



**STRATEGIC
DEVELOPMENT
GROUP**

Optimal locations. Superior service.

INCENTIVE NEGOTIATIONS

MAXIMIZING THE VALUE OF INCENTIVES

For large capital investment projects, the value of site location incentives can be substantial. Not negotiating incentives to their fullest potential could be a multi-million dollar mistake. Augmented by in-depth knowledge of incentive programs and high-level government and industry contacts, Strategic Development Group (SDG) has experienced unparalleled success in negotiating incentives for our clients.

For more than two decades, SDG has developed proven incentive negotiation techniques that not only reduce start up cost but also reduce operating costs for the life of a project. Incentives negotiated by SDG typically average **\$0.20 for every \$1 in capital investment.**

INCENTIVE NEGOTIATION SERVICES:

GENERATE A COMPETITIVE ENVIRONMENT FOR INCENTIVE NEGOTIATION

SDG creates competition between states, communities, utilities, and other entities for high-impact projects to maximize the value of incentives offered for the project.

DEVELOPMENT OF INNOVATIVE INCENTIVE REQUESTS

Based on the needs of our clients, SDG will develop a customized incentive request based on the unique needs of our clients. This incentive typically requests will include, but is not limited to:

- Property tax abatements
- Income tax credits
- Rebates of payroll tax
- Sales tax exemptions
- Site preparation grants
- Free or reduced-priced land
- Financial support for site due diligence and site mitigation
- Utility rate reductions

Our incentive request structure and methodology are proven to generate the most aggressive offers and often include economic impact analysis to show the profound positive impact of the projects we represent.

CONDUCT INCENTIVE NEGOTIATIONS

Based on the specific needs of our clients, SDG will conduct multiple rounds of incentive negotiation to secure offers that positively impact our clients' bottom line.

EVALUATE INCENTIVES OFFERED AND SECURE IMPROVED OFFERS

We employ financial evaluation models that verify the true value of incentives and provide comparisons between sites to further improve our negotiations. This provides our clients with a clear picture of the cost differentials between locations and the true impact of incentives.

CONDUCT INCENTIVE COMPLIANCE FOLLOW-UP

SDG handles the application and approval processes that are required to secure incentives.

INCENTIVE NEGOTIATION REDEFINED

We create positive environments which maximize the financial value of incentives secured for our clients while preserving and enhancing goodwill between our clients and selected communities.

