



Credits and Incentives Services

Tremendous Opportunity

If your company is growing, considering expansion or merger and acquisition (M&A) activity, consolidating, divesting, or relocating, state and local credits and incentives can present a significant savings opportunity. With an estimated 50% of credits and incentives going unclaimed every year, companies are missing tremendous opportunities to reclaim dollars available to them based on the positive economic impact of their business.

Credits are a strategic way to offset state income and franchise tax liabilities. When maximized, they can keep significant capital within the coffers of a business. Credits can often be claimed retroactively, creating further savings opportunities. Laws generally allow credits to be carried back or forward if the taxpayer's current liability is insufficient to exhaust those credits.

Incentives are another integral part of the business environment, provided to promote growth and strengthen a company's presence in area and regional locations. Discretionary incentives are generally negotiated with economic development officials in advance of a public announcement regarding a project. These incentives can include both tax benefits (e.g., credits, abatements, and exemptions) and non-tax benefits (e.g., grants, loans, and streamlined permitting).

Available Credits and Incentives

Types of Credits			
Film and television production	Enterprise zone	Investment	Job creation
Research and development	Environmental/pollution control	Training	High wages
Empowerment zone	Work opportunity tax credit	Indian employment	Historic tax credit
Green and brownfield			

Types of Incentives		
Cash grants	Forgivable loans	Impact and permit fee waivers
Payroll tax credits and rebates	Payment in lieu of tax agreements	Infrastructure assistance
Land grants or cost reduction	Sales tax exemptions and refunds	Low-interest loans
Tax increment financing	Training grants	Utility rate reductions
Income/franchise credits and exemptions	Industrial revenue/development bonds	Real and personal property tax exemptions, abatements, and rebates



Key Opportunities Used to Secure Credits and Incentives

- ▶ Establishing New Facilities
- ▶ Consolidating Facilities
- ▶ Increasing Employment within State
- ▶ Retention of Labor-Intensive Operations
- ▶ Incurring Costs for Training Initiatives
- ▶ Expanding Existing Facilities
- ▶ Relocating Facilities
- ▶ Incurring Significant R&D Expenditures
- ▶ Large Capital Investment

Finding Your Fit

Choosing a favorable location for your business can be a significant competitive advantage. Effective site selection mitigates risk, reduces cost, and avoids potential adverse short- and long-term conditions. Ryan's analytical, quantitative, and qualitative site selection process involves measuring the needs of a new project against the merits of potential locations. However, every project requires a unique approach, and Ryan's experienced and practiced professionals can help businesses define this approach. From the beginning of the development process, Ryan's site selection teams play a significant role in planning and defining a detailed evaluation of each project's needs.

Our professionals help define the required project criteria your company will need even before you open a map. These characteristics can include workforce needs, supply chain needs, transportation requirements, physical and operating conditions, regulatory issues, tax environment and more. We work hands on with local and regional governments and economic development organizations to secure a variety of tax and relocation incentives. Our team assists with negotiations and compliance to ensure that each project receives maximum benefit and meets its specified obligations.

Ryan's Site Selection Services			
Negotiating incentives	Site acquisition	Incentive compliance	Market studies
Defining project scope and criteria	Research and community analysis	Finding qualified brokerage firms	Evaluating local and regional government proposals

Site Selection Characteristics		
Labor markets	Site and building suitability	Site preparation
Transportation and infrastructure	Workforce training and resources	Utility infrastructure
Taxes	Political climate	Supply chain needs

The Ryan Experience

Competitive businesses should take an active approach to credits and incentives, and Ryan has a full-service approach to help your company realize and maximize those key opportunities.

Ryan professionals work with the client to develop a strategy for communicating the company's plans in a compelling way to the company's regional and local jurisdictions. Our delivery includes detailed presentations emphasizing the strong points in each project proposed and how it aligns with the overall goals of the company. This approach ensures that officials clearly understand the positive regional economic impact the project will deliver to its community. We also assist with the negotiation and execution of the actual incentives package, and with the largest Property Tax and Transaction Tax practices in the United States, Ryan has the capability to prepare utilization studies and projections of the anticipated benefits. Ryan's team of professionals ensures timely preparation and filing of all required applications and compliance reports. We carefully monitor the compliance process to ensure that our clients receive the full incentive benefits over the entire agreed-upon term.

Our comprehensive credits and incentives review process instills confidence in our clients that no stone has been left unturned. We work hard for our clients, and we measure our success by their satisfaction with our results. Call us today to see how we can help your business.

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Ryan's Comprehensive Approach

Identification

Conduct a detailed analysis of all open returns and credits previously claimed and work with our clients to develop an in-depth understanding of their tax positions and future business plans.

Implementation

Identify all available credits and special zone opportunities by preparing and gathering all necessary information for filing and audit purposes, issuing final memoranda of credits claimed and corresponding positions, and preparing a detailed location analysis.

Compliance

Coordinate all annual compliance requirements, assess current tax status and credit eligibility, prepare all required forms and credit applications, and issue updated memoranda and zone designations.

Award-Winning Tax Services

For additional information

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