



CUSHMAN & WAKEFIELD

LOCATION INCENTIVES GROUP

Cushman & Wakefield's Location Incentives Group strategically assists clients in the **expansion, consolidation,** and **relocation** of facilities to optimize investment holdings. Our mission is to design a real estate infrastructure that enhances business performance, while reducing costs through the procurement of **economic development incentives.**

DISCOVERING POSSIBILITIES, UNLOCKING VALUE



BUSINESS INCENTIVES OPPORTUNITIES

Many businesses are not aware they may be entitled to business incentive funds for expansion and relocation. C&W identifies these opportunities through a multifaceted methodology that begins with careful analysis of location-specific data. The process continues with the identification of viable real estate options and detailed due diligence on all aspects of the infrastructure and concludes with the negotiation and administration of business incentive packages. Since its inception, our group has achieved in excess of \$3 billion in savings for our clients.

> Our expert team works on projects globally, and establishes key performance metrics, develops business incentive negotiation strategies, anticipates challenges, identifies opportunities, addresses issues, and ensures superior service delivery that is aligned with meaningful capital and operating cost reduction. Our goal is to maximize value for our clients, while enabling them to focus on their core business objectives.

Most governmental agencies are eager to help maximize a company's success by developing a partnership with existing industry, industrial, and/or commercial prospects. This mutually beneficial relationship enhances the economic health of virtually any region through taxes, wages, and local suppliers. As markets become more competitive, all levels of government are increasing their efforts to attract and retain businesses.

> C&W enables our clients to identify, negotiate, and quantify the myriad of incentives available through the federal government, as well as states, counties, cities, and public utilities.

INCENTIVE NEGOTIATION SERVICES

- Opportunities Assessment
- Feasibility Analysis
- Economic and Fiscal Impact Analysis
- Site Acquisition Strategies
- Competitive Positioning
- PR Strategies
- RFP Process Development
- Political Assessment
- Utility Rate and Infrastructure Negotiations
- Comparative Financial Analysis
- Environmental and Building Permitting Facilitation
- Corporate Tax Assessment
- Legal Documentation of Negotiated Incentives
- Administration and Compliance



“We could have never achieved this level of success without your leadership and professionalism.”

ThyssenKrupp Steel CFO

KEY PROJECT TYPES

Almost any type of corporate strategic initiative can benefit from the use of C&W's Location Incentives Group:

- Corporate Headquarters
- Manufacturing and Distribution Facilities
- Technical Operations Centers
- Biotechnology and Pharmaceutical Facilities
- Mixed-Use Developments
- Retail Developments

TARGETED ECONOMIC INCENTIVES

- Discretionary Cash Grants
- Land/Space Cost Write-Downs
- Tax Abatements & Credits
- Utility Rate Incentives
- Infrastructure Grants
- Customized Training Assistance

CLIENT LIST

- Alaska Airlines
- Aspect Communications
- Canon Computer Systems
- Chiquita Brands International
- Citrix
- Fisher Scientific
- Ford Motor
- Fox Sports Net
- Fritz Companies
- General Motors
- GRUMA Corporation
- Health Net of California
- Hewlett-Packard
- Hyundai Motor America
- J.&W. Seligman
- John H. Harland Company
- Johns Manville Corporation
- Kemper Insurance
- Liz Claiborne
- Magellan Health Services
- Merck & Co.
- National Data Corporation
- Nestlé
- Pep Boys
- Raytheon
- RubberNetwork.com
- See's Candy
- Spirit Airlines
- Stryker-Endoscopy
- The Dell Company
- The Mills Corporation
- The Valspar Corporation
- ThyssenKrupp AG
- VNU

The following pages present Case Studies that represent a sampling of the team's recent assignments.



CUSHMAN & WAKEFIELD

LOCATION INCENTIVES GROUP (LIG)

For more information, please contact:

LOS ANGELES **MICHAEL A. CUTRI, MBA**
Managing Director - Group Leader
213 955 5170
michael.cutri@cushwake.com

NEW YORK/
NEW JERSEY **MICHAEL V. HUBER, MPP**
Associate Director
201 508 5259
michael.huber@cushwake.com

ATLANTA **BETTY MCINTOSH, CPA**
Director
404 853 5362
betty.mcintosh@cushwake.com

CHICAGO **ALEXANDER FREI, MBA**
Director
312 470 1836
alex.frei@cushwake.com

DALLAS **JOHN CASTRO, CED**
Director
972 663 9726
john.castro@cushwake.com

ST. LOUIS **STEVEN J. ANDERSON, JD**
Director
314 584 6279
steve.anderson@cushwake.com

DISCOVERING POSSIBILITIES, UNLOCKING VALUE

