



Tax Credits and Incentives - The Road Less Travelled

© 2019 CarrisLegal PLLC.
All rights reserved.

Walk the unbeaten path to discover the full range of available credits and incentives

With diminishing tax bases, many states are eager to retain businesses and attract new employers; however, many businesses lack the specialized knowledge and/or resources needed to identify and take advantage of all the available credits and incentives. CarrisLegal PLLC can help your company discover the full range of opportunities. We have helped clients apply for and obtain millions of dollars in incentives.

States Compete Vigorously for Economic Development

States are eager to attract employers that create jobs and invest in capital. As a result, many companies have a significant number of tax credits and incentives to explore.

- Are you considering:
 - Post-acquisition rationalization that might result in consolidation of facilities or functions?
 - Expansion, renovation, or rebuilding?
 - Increased employment levels or investments in training?
 - Research and development expenditures?
 - Sustainability or “green” initiatives (including renewable energy, recycling equipment, and pollution controls)?

If any of these scenarios apply to your business, states offer a wide range of tax credits, abatements, exemptions, and other financial assistance. Incentives can make a huge difference in reducing startup and transition costs.

Our Approach Helps Companies Achieve Results

- CarrisLegal works with business leaders on site selection and multi-bid cost comparisons in order to procure specific non-statutory, discretionary credits and negotiated incentives and apply retroactively, as needed, for statutory incentives that might have been overlooked.
- We believe the optimal approach is to call in the specialists from the start.

Site Selection Strategy

In choosing a site for relocation, expansion, or consolidation of operations, CarrisLegal can assess the full range of factors that address the needs of your company and its customers. We work with you and your team to identify potential sites and narrow options to a few choice locations.

Discovering Discretionary Tax Incentives

CarrisLegal identifies incentive opportunities and helps businesses address the detailed conditions to apply and secure benefits. The many tax and non-tax related incentives include, but are not limited to:

- Job tax credits, exemptions, and abatements
- Workforce development, including training reimbursements and grants
- Tax increment financing
- Industrial revenue bonds
- Economic development grants and loans
- Utility infrastructure donations and rate reductions
- Property tax credits, exemptions, and abatements

Multi-Bid Cost Comparative Analysis

Once the site list has been narrowed, CarrisLegal works with tax and business experts to combine expertise to help compare the availability of workforces, labor and benefits costs, transportation costs, utility costs, and overall net tax burden in each state.



Navigate the hidden hurdles together to avoid getting lost in the complex processes

CarrisLegal has experience with the timelines, complex and burdensome application processes, and the monitoring required after incentives have been granted. Our continuing guidance can help companies meet ongoing conditions so as not to lose advantages due to contract “clawback” provisions.

From Strategy Through Execution, CarrisLegal Provides Start-to-Finish Support

Our services are provided flexibly to assist companies regardless of the phase they are in – planning an expansion or a consolidation of facilities, or applying retroactively for entitlements.

Our multidisciplinary approach brings together consultants knowledgeable about non-tax incentives with tax professionals specializing in state and local tax issues. Our detailed knowledge of state tax and incentive programs provides an edge in helping companies obtain greater financial assistance.

Apply For Statutory Tax Incentives Retroactively

This category of incentives – credits found in state statutes and regulations – does not need to be applied in advance with government agencies.

- CarrisLegal can review your tax returns and financial records for overlooked opportunities such as income and franchise tax credits, sales and use tax credits, tax-base modifications, and many more.

CarrisLegal Helps Oil Field Service Manufacturer Obtain Millions In Incentives

An oil field service manufacturer with plants in multiple locations sought ideas for consolidation and cost reduction. CarrisLegal professionals identified state and local programs offering incentives to increase employment and invest in capital and training. After guiding the client through the application processes in multiple jurisdictions, one jurisdiction offered total incentives of \$17.9 million while the other offered \$3.6 million. These incentives helped shape the client’s decision to consolidate operations from two plants and improve returns for the parent company.

Contact Information

For optimal results, call on CarrisLegal early in the planning process. Many state incentives can be obtained only before relocation and expansion decisions have been finalized. For more information on how CarrisLegal can help, please contact us:



- CREDITS & INCENTIVES ENGAGEMENT ATTORNEY

Jonathan Carris
Founding Attorney

jonathan.carris@carrislegal.com

Jon is an attorney with over 15 years of tax experience—in legal, public accounting and within industry, focused on state and local taxation. Jon is mainly focused on credits and incentives, compliance and consulting in income/franchise, sales and use, premium taxes, and tax controversy support.

Prior to founding CarrisLegal PLLC, Jon served as the Houston State and Local Tax Practice Leader for Moss Adams LLP and also served as part of PricewaterhouseCoopers (“PwC”) National Credits and Incentives Network. He also spent many years managing all areas of taxation for a multibillion dollar financial services holding company.

He is a member of the Texas State Bar, the Connecticut State Bar, the United States Tax Court, the US Northern District Court of Texas, and the US 5th Circuit Court of Appeals.

Jon has served as a board of director for Texas Taxpayers and Research Association (TTARA).

Jon received his bachelor’s degree from Brigham Young University, and his JD from Western New England University School of Law.

THANK YOU

The material appearing in this presentation is for information purposes only and should not be construed as advice of any kind, including without limitation, legal, accounting, or investment advice. This information is not intended to create, and receipt does not constitute, a legal relationship, including, but not limited to, an attorney-client relationship. Although this information may have been prepared by professionals, it should not be used as a substitute for professional services. If legal, accounting, investment, or other professional advice is required, the services of a professional should be sought.