



COLLIERS INTERNATIONAL

# Tax and Incentives

We provide our clients strategic analysis, negotiation and valuation services in project development initiatives on a national scale. The team uses a proven four-phased approach to our incentives negotiation services that is adjusted to account for the specific facts and circumstances that come with each client and project.

## PHASE I: STRATEGIC ASSESSMENT

- › Gather and analyze information related to the proposed locations
- › Initiate preliminary discussions with state and local officials
- › Identify the steps required to obtain the incentives
- › Provide an estimated range of potential savings offer for each incentive

## PHASE II: NEGOTIATION

- › Design, develop and execute an overall negotiation strategy for obtaining the incentives identified in Phase I
- › Gather additional project information and review development plans and other activities that may generate incentives
- › Arrange and attend meetings with the state and local jurisdictions to commence the negotiations

- › Negotiate the incentive package with the state and local jurisdictions along with other potential entities
- › Secure incentive proposals from the state and local officials
- › Identify potential hurdles and top tenant mistakes for minimal disruptions

## PHASE III: IMPLEMENTATION

- › Preparation of required applications, agreements, statements, reports, etc. to obtain the incentives
- › Attend planning sessions and public meetings with state and local jurisdictions
- › Obtain final approval of the credits and incentives offered
- › Secure the incentives that have been negotiated with the state and local jurisdictions along with other entities

## PHASE IV: MAINTENANCE AND MONITORING

- › Create a compliance time line to assist Client to monetize the incentives negotiated
- › Work with Client to establish the compliance procedures necessary under the terms of the incentive agreements

## SERVICES

- › Incentives Negotiations
- › Incentives Compliance
- › Tax Comparison Studies
- › Review of Existing Incentives Agreements

## NEGOTIATED INCENTIVES BENEFITS

- › State Income Tax Credits both Refundable and Non-Refundable
- › Property Tax Abatements
- › Training Grants
- › Sales Tax Refunds, Reductions and Exemptions
- › Cash Grants
- › Infrastructure Assistance
- › Tax Increment Financing (T.I.F.) Assistance
- › Increased Rate of Return

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# Chicago Metropolitan Area

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## OVERVIEW OF LOCAL TEAM

Bob Rischmann has over 22 years of negotiated credits and incentives experience and leads the Tax and Incentives Advisory Practice Group both regionally and nationally. His experience negotiating incentive packages spans from coast to coast, resulting in strong relationships with state and local economic officials throughout the country.

## RECENT WINS

Following is a recent sample of successful projects completed by Mr. Rischmann.

- › **Cell Phone Technology Company | Chicago, IL**  
Retained 406 full-time jobs; Created 150 full-time jobs;  
Invested \$22,000,000

<i>Est. EDGE Credit</i>	<i>\$6,830,000</i>
<i>State Training Grant</i>	<i>\$75,000</i>
<i>Chicago TIF Works Training Grant</i>	<i>\$375,000</i>

- › **Pharmaceutical Company Headquarter Relocation | Northern Illinois Suburbs;** Created 150 full-time jobs;  
Invested \$135,000,000

<i>Est. EDGE Credit</i>	<i>\$6,000,000</i>
<i>Cook County 7(B) Designation,</i>	
<i>Est. 12-year Property Tax Reduction</i>	<i>\$21,000,000</i>

- › **Logistics Company Facility Expansion - Memphis, TN**  
Retained 440 full-time jobs; Created 35 full-time jobs;  
Invested \$115,000,000

<i>Est. Property Tax Abatement</i>	<i>\$7,500,000</i>
<i>Est. Sales Tax Savings</i>	<i>\$2,150,000</i>
<i>Est. Investment Tax Credit</i>	<i>\$2,000,000</i>

- › **Food Distribution Co. (Build-To-Suit) - Portland, OR**  
Retained 35 full-time jobs; Created 70 full-time jobs;  
Invested \$22,500,000

<i>Est. Property Tax Abatement 5 years</i>	<i>\$2,200,000</i>
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- › **Pharmaceutical Manufacturing Plant | Raleigh, NC**  
Retained 90 full-time jobs; Created 50 full-time jobs;  
Invested \$100,000,000

<i>Est. County Business Incentives Grant</i>	<i>\$3,000,000</i>
<i>Est. City Business Incentives Grant</i>	<i>\$2,000,000</i>

- › **Contract Pharmacy (Build-To-Suit) - Las Vegas, NV |**  
Created 300 full-time jobs; Invested \$40,000,000

<i>Est. Personal Property Tax Abatement</i>	<i>\$452,000</i>
<i>Est. Sales Tax Abatement</i>	<i>\$1,220,000</i>
<i>Est. Modified Business Tax Abatement</i>	<i>\$332,800</i>
<i>Cash Grant</i>	<i>\$900,000</i>

## CONTACT US

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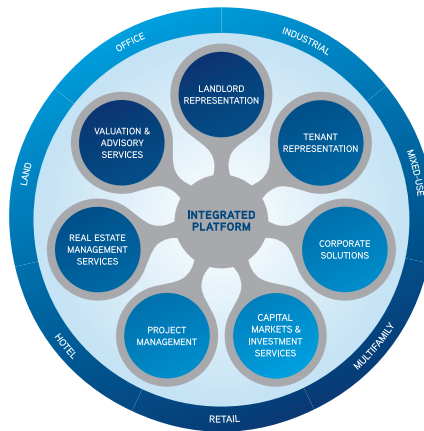
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