



## Site Selection and Business Incentives Success Stories

Site selection and business incentives strategies offer a unique opportunity for taxpayers looking to identify a material return on investment for ongoing business operations. Several states offer business incentives programs with the intent of spurring economic activity in local economies. Ryan's team of experts has extensive experience in maximizing business incentives, including but not limited to state and local tax refunds, credits, deductions, exemptions, abatements, reimbursements, cash grants, forgivable loans, real property grants or cost reductions, job training grants, utility rate reductions, and permit, development, and/or impact fee waivers and reductions across the country.

### Site Selection

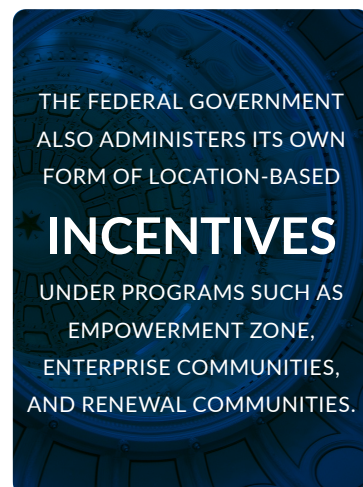
Ryan assists clients in site selection by playing a significant role in planning and defining a detailed evaluation of each project's needs. Our team recently led the one-year site selection effort for Ariat International ("Ariat"), a leading footwear and apparel company. Ariat plans to open a one million square foot regional distribution center in Fort Worth, Texas. Working with the City of Fort Worth, Denton County, and the State of Texas, Ariat will bring a diverse range of new jobs to the community and will be better able to serve its customers throughout the Southwest. Read more [here](#) about how Ryan's involvement in this public-private partnership brought tremendous benefits to the area.

### New Markets Tax Credits (NMTC)

Ryan's team of professionals adds value to our clients' capital investment projects by decreasing cost of capital through NMTC-based financing. Our team helped Astoria Co-op secure low-interest loans through NMTC, resulting in forecasted sales growth from \$3.6 million to \$7 million. The incentives are expected to quadruple the Astoria, Oregon grocer's square footage and triple its retail space. Astoria Co-op's relocation will create additional jobs and positive impact on the local economy and community health by bringing fresh produce to an area that is typically underserved. To learn more about the project and Ryan's involvement, click [here](#).

Recently, Ryan helped West Texas Centers (WTC), a not-for-profit community center that provides a wide array of mental health and intellectual and developmental disability services, secure \$6 million in NMTC. This tax credit will allow the center to continue providing exceptional care to its patients, upgrade its facilities with new equipment, and implement electronic health records, creating a better patient experience. Learn more about how Ryan helped WTC [here](#).

Ryan also recently assisted the Reimagine RedBird Development ("RedBird") in securing \$13 million in NMTC from the City of Dallas and Capital One Financial Corporation. This credit supports the construction of the rebuild and expansion of a mixed-use development in Dallas, Texas. The development includes several large retailers who are committed to providing training programs for youth, creating green space with events focused on healthy living, and revitalizing the local community by adding jobs. Click [here](#) to learn more about the project details and how Ryan helped create this opportunity.



## Location-Based Incentives

Ryan's national team is well versed in many federal and state Enterprise Zone (EZ) programs across the country. An EZ is a geographic area targeted by state and local governments for development. Each state's law defines what qualifies as an EZ and how often EZs are created and renewed. Depending on the program, there is a myriad of benefits available to businesses, often including but not limited to property tax abatements, job creation credits, sales and use tax refunds or exemptions, investment income tax credits, utility benefits, and training grants.

As an example, the Texas Enterprise Zone program is a partnership between the local community and state to promote job creation and retention, as well as private investment. This program has been instrumental in attracting \$79 billion in capital investment and securing more than 156,000 projected new jobs and more than 273,000 retained jobs in Texas.

## COVID-19-Related Credits and Incentives

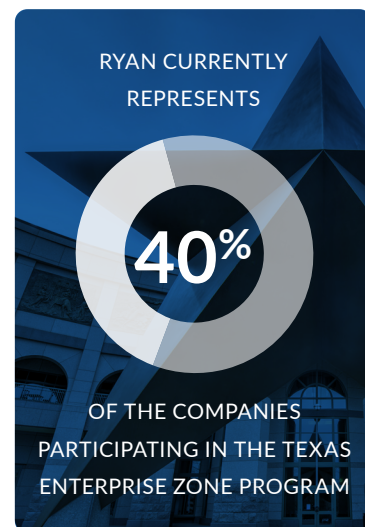
Ryan has assisted clients in industries hardest hit by COVID-19 with various credits and incentives services. There is opportunity for 2020 and 2021 payroll tax credits depending on company size and 2019 sales compared to 2020 and 2021. In addition, various state and local cash grants can range from \$1,000 to \$1 million. Opportunities continue to be available in 2021.

## Disaster Credits

Ryan has assisted clients in securing federal disaster credits for facility closures because of natural disasters like hurricanes, wildfires, flooding, severe winter storms, and earthquakes. Ryan is particularly adept at leveraging the employee retention tax credit for employers left inoperable because of a disaster declared between 2017 and 2020.

## How Ryan Can Help

Ryan's team is ready to advise on the site selection process for companies considering a relocation or expansion. Our team is well versed in the tax credits available and can help clients select the most advantageous location to help companies grow and thrive. Contact a Ryan team member today.



## Award-Winning Tax Services

For additional information

1.855.RYAN.TAX

[ryan.com](http://ryan.com)