

How Do Economic Development Incentives Work + A Sampling Of Incentives Used Across America



Next Move Group
We Are Jobs



How Do Economic Development Incentives Work?

- **First, your partners must understand how they generate the majority of their revenue:**
 - Sales tax?
 - Property tax?
 - Payroll tax?
 - Utility fees?
 - Inventory tax?
 - Etc.
- **Next, your partners must understand what all entities make revenue off an economic development deal:**
 - City
 - County
 - Schools
 - State
 - Special districts:
 - Police
 - Fire
 - Library
 - Etc.



Economic Development Is No Different Than Investing For Retirement

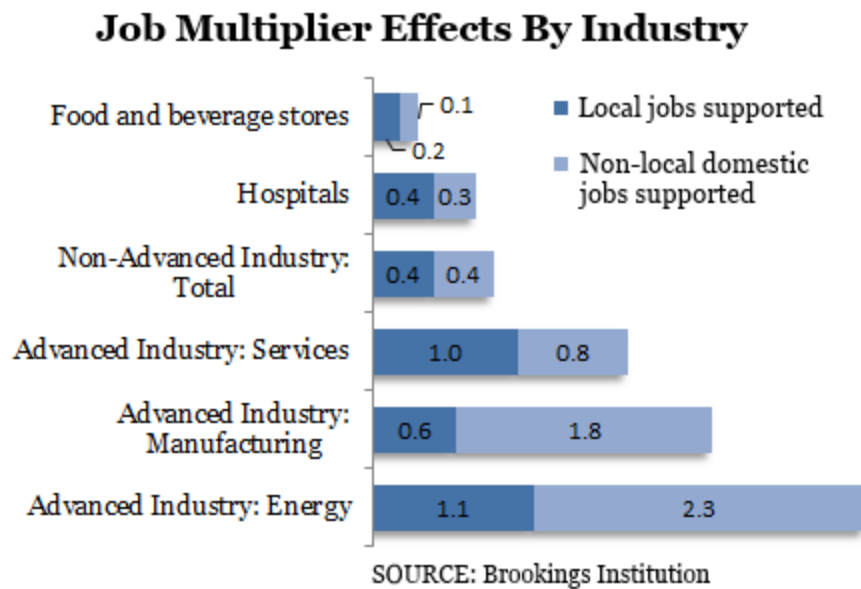


- You invest now to have more money in 10 years, 20 years, 30 years, etc.
- You do not expect a Year 1 Return on Investment
- You do not pull your money out of retirement unless it's a total emergency
- When done properly your revenue will grow over the long term





Primary Jobs Multiplier Effect





How Does Using Tax Dollars as Incentives For Private Development Spur More Tax Dollars?

Taxes a Typical Manufacturer Pays:

- Real Property Taxes
- Machinery Property Taxes
- School Taxes
- Inventory Tax
- Tax on Utilities
- Transportation Fuel Tax
- State Corporate Income Tax
- Local Corporate Income Tax
- Federal Corporate Income Tax
- Workers Comp
- Unemployment Insurance
- Business License Fee
- Payroll Taxes
- PLUS PERSONAL INCOME TAXES PAID BY THEIR EMPLOYEES OFF THEIR REVENUE



How Does Using Tax Dollars as Incentives For Private Development Spur More Tax Dollars?

It's been proven that more than 50% of **tax** credits and **incentives** go **unclaimed** every year. Marcum helps you take advantage of less obvious opportunities to reduce costs and generate refunds.

www.marcumllp.com > ... > Tax Advisory Services ▾

[Tax Credits & Incentives | Marcum LLP | Accountants and ...](#)

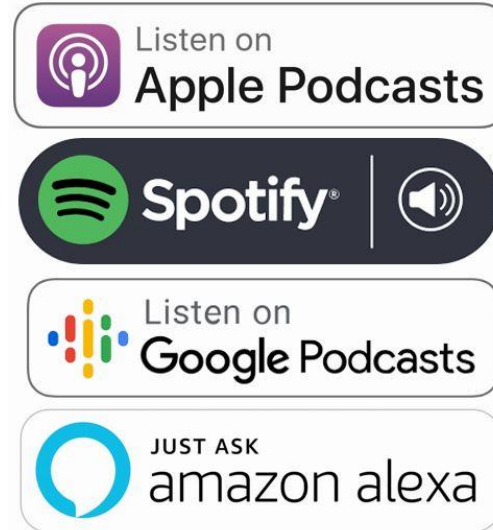


Sampling of Incentives From Across America

- TIF
- Property Tax Abatements
- Payroll Tax Rebates
- Real Estate Incentives
- New Market Tax Credits
- State Corporate Income Tax Credits
- Workforce Training Funds
- Electric Rate Discounts
- Cash



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