

Site selection and business incentives are strategic tools that can materially reduce project costs, accelerate timelines and improve long-term return on investment.

Sikich helps organizations make location decisions with confidence, while securing the financial and operational support needed to scale successfully.

We guide clients through complex, high-stakes decisions involving expansion, relocation, consolidation and investment, aligning business objectives with communities competing to support growth.

**The result: smarter decisions, reduced risk and maximized project value.**

## Who benefits from these incentives?

Organizations undertaking transformative business initiatives may qualify for meaningful incentives, including:

- Expanding operations
- Entering new markets
- Investing in facilities, equipment or infrastructure
- Creating or retaining jobs
- Modernizing technology or production
- Evaluating mergers, acquisitions or consolidations

Eligibility and value depend on project scale, wage levels, industry, strategic importance and competitive dynamics.

**Early strategy is critical. Incentives are most powerful when pursued before key commitments are made.**

## Our services

### Strategic site selection

We translate business goals into location strategy — evaluating workforce, operating costs, logistics, risk factors and long-term scalability. Services include:

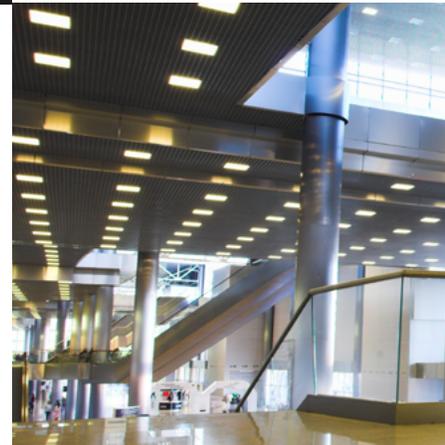
- Defining location criteria
- Identifying and evaluating markets
- Managing competitive site searches
- Delivering decision-grade financial analysis
- Coordinating tours and stakeholder meetings
- Advising executive leadership through final selection

### Incentives strategy and negotiation

Incentives should not be passively accepted, but strategically competed.

Sikich positions projects to maximize available support while protecting operational flexibility. Our team:

- Develops incentive strategy aligned with business priorities
- Quantifies and compare offers
- Leads negotiations with state and local agencies
- Structures performance terms
- Reviews agreements to mitigate risk
- Supports final approvals



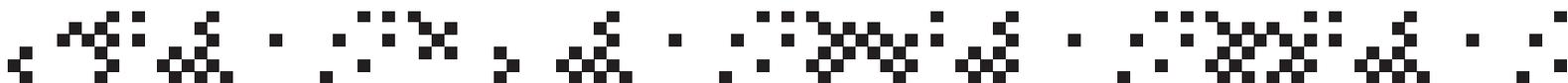
## Why Sikich?

Organizations choose Sikich because we operate at the intersection of strategy, finance and economic development.

We bring:

- Deep market intelligence
- Established government relationships
- Sophisticated financial modeling
- Negotiation expertise
- Proven project execution

Most importantly, we advocate for your interests at every stage of the process.



## Compliance and long-term value protection

Securing incentives is only the beginning. Realizing their full value requires disciplined execution. Our team manages the process so your organization can remain focused on operations. Support includes:

- Ongoing compliance oversight
- Required filings and documentation
- Monitoring legislative or program changes
- Audit support
- Benefit tracking
- Knowledge continuity as personnel change

Many incentives extend 10 to 20 years. We help ensure the value is fully captured.

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For more information  
about our services, visit  
[www.sikich.com](http://www.sikich.com).

## When should you engage?

The strongest incentive outcomes occur before:

- Signing leases
- Purchasing property
- Announcing locations
- Hiring employees
- Ordering major equipment

Engaging early preserves negotiating leverage. Waiting can permanently eliminate opportunities.

## Incentives types

- Job creation and investment tax credits
- Property tax abatements
- Infrastructure support
- Workforce training grants
- Financing assistance
- Tax increment financing
- Discretionary funding
- Fast-track permitting

Programs vary widely. Strategic positioning determines results.

Supported projects representing billions in capital investment nationwide.