

## BUSINESS DEVELOPMENT & INCENTIVES PROCUREMENT

When our clients decide to invest in their business, our attorneys are dedicated to ensuring they obtain the maximum benefit from economic development incentives available through public and private sources. The grant, incentive, tax credit or reimbursement opportunities that we pursue from all levels of government include capital investment and job creation, renewable energy development and energy efficiency investment, workforce training assistance and public-private joint investment partnerships.

We are skilled in negotiating with funding sources and navigating through the nuances of the procurement process. When a client's business expansion project does not fit clearly within the specifications of a desired grant or incentive program, our team examines the project to identify hidden funding potential and open opportunities not readily apparent. Funding secured by our firm has made a difference in our clients' investment decisions. Our successful outcomes provide clients with a strategic means to achieve their business goals and foster governmental support and a deeper appreciation of their presence within their community.

### AREAS OF FOCUS

- Customize engagement strategies.
- Negotiate advantageous grant and incentive packages.
- Complete and submit all necessary applications.
- Negotiate and draft contract terms and conditions.
- Ensure program compliance for the duration of the award.

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### RELATED PRACTICES

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### ATTORNEYS

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