

# 5 Things Economic Development Officials Should Know

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# About Us



- ▶ Founded in 2007, McGuire Spensel is a national consulting firm focused on delivering trusted and proven specialty tax solutions.
- ▶ We act as a true value add and extension of the respective firm with great respect for the CPA/client relationship.



# McGuire Sponsel Services

## Global Business Services

Global Expansion

Global Structuring

Cross-Border Transactions:

*Operational, M&A  
Transactions, Transfer  
Pricing*

International Tax Planning:

*IC-DISC, Outbound  
Investment, U.S. Inbound  
Investment*

## Research & Development Tax Credit Services

State and federal tax credit studies

Retroactive studies

Current year reviews

Tax credit review

Federal and state audit defense & risk advisory

## Credit & Incentive Services

Location Advisory

State and Local Incentive Management

Single or Multi-Site Incentive Benefit Analysis

Incentive Procurement

Compliance & Reporting

## Fixed Asset Services

Cost Segregation

Fixed Asset/Depreciation Management

Residential Real Estate


179D Tax Deduction

45L Energy Efficient Tax Credit

Leasehold Improvements

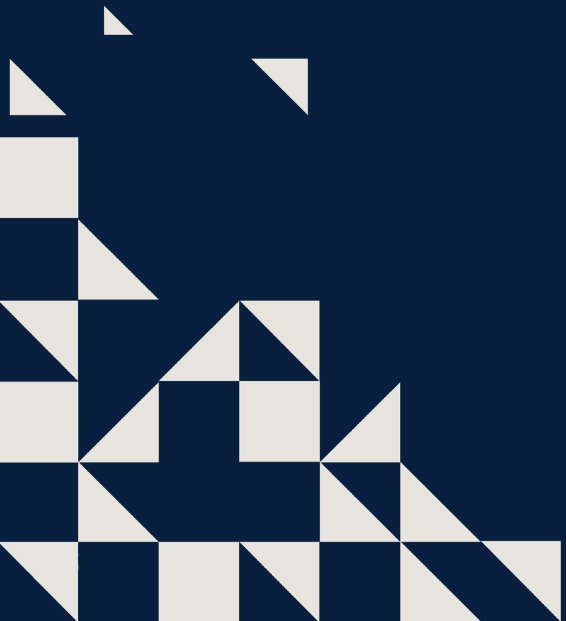
Qualified Improvement Property





**Trusted advisor and advocate**  
of the client, delivering highest  
possible ROI and managing all  
compliance obligations

# 5 Things to Know





*No Surprises*

- ▶ Local Votes and Personalities should be advised on
- ▶ Application/Meeting Dates





*Confidentiality  
is Key*

- ▶ This is a business decision
- ▶ Excitement is good but must be contained until ready



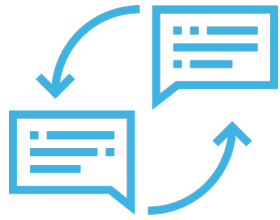


## *Priorities*

- ▶ Cost Savings is the leader
- ▶ Quality of Life is the closer







*Be the  
Translator*

- ▶ No Response = No Chance
- ▶ Government does not move at the speed of business - facilitate this
- ▶ Advise and anticipate the red tape





## *Be the Expert*

- ▶ If it is online, I have probably already seen it
- ▶ You don't have to know everything - you do have to know where to find the answer
- ▶ Be realistic - honesty is important and time is money



# Discussion



# Contact



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