

BUSINESS INCENTIVES PRACTICE

MAJOR INCENTIVE PROGRAMS NEBRASKA

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The Business Incentives Practice (“BIP”) strategically assists companies through the process of securing optimal incentive packages for projects considering an expansion, consolidation, or relocation. BIP leverages a project’s unique strengths and benefits to identify, negotiate, and implement all feasible economic development or government incentives (“Incentives”) opportunities. Moreover, BIP provides ongoing support and administration for a project to address any issues that may arise. By engaging BIP to work in parallel to the site selection team, businesses can have assurance that the optimal level of Incentives is secured and realized.

SERVICES

BIP’s mission is to develop a strategy that enhances business performance, while reducing a project’s up-front capital and ongoing operational costs through the procurement of Incentives. Many businesses are not aware they may be entitled to Incentives benefits for certain expansion, consolidation, and relocation activities. BIP identifies said opportunities through a multifaceted methodology that begins with careful analysis of project-specific data. The process continues with a detailed due diligence on all aspects of site-specific Incentives opportunities and concludes with the negotiation, implementation, and administration of Incentives.

RESULTS

BIP has successfully secured Incentives packages for a broad range of clients globally. The BIP team maintains a robust incentives database and along with its vast experience it facilitates the best possible results for a project. Since its inception, BIP professionals have negotiated in excess of \$3.0 billion in savings for its clients.



KEY PROJECT TYPES

BIP enables its clients to identify, negotiate, and quantify the myriad of incentives available through the federal, state, and municipal governments, as well as utilities service providers. BIP clients represent all industry sectors, ranging in size from Fortune 100 corporations to private owners, occupiers and developers. Almost any type of corporate location initiative can benefit from the use of C&W’s Business Incentives Practice:

- Corporate Headquarters Facilities
- Manufacturing Facilities
- R&D Centers
- Warehouse and Distribution Facilities
- Call Centers
- Data Centers
- Back-Office Centers
- Mixed-Use Developments

NEBRASKA’S RECENTLY AWARDED INCENTIVES (USD M)

COMPANY	INVESTMENT	JOBS	INCENTIVES
Bell Lumber & Pole Company	8.4	30	0.6
Adams Industries	7.35	50	0.86
Sergeant’s	7.7	120	0.5
KYS Foods	4.2	20	0.87
Apogee Retail	1.3	280	0.62
Dutton-Lainson	5.15	10	0.7
Brehmer Manufacturing	0.29	8	0.2
CNH America	1.9	20	0.61
Morrison and Quirk (M&Q)	\$2.5	2.1	0
Standard Iron	3.7	25	0.23
CNH	5	73	1.12
ePower Engine Systems	1.3	20	0.5

OVERVIEW OF MAJOR NEBRASKA INCENTIVE PROGRAMS

NEBRASKA ADVANTAGE ACT

The State has the discretionary authority to provide certain incentives including sales tax refunds, sliding scale wage tax credit, investment tax credit, personal property tax exemption, to companies that meet specific requirements of investment and/or number of jobs created.

CUSTOMIZED JOB TRAINING PROGRAM

Provides employee training assistance to companies who engage in activities that sell goods/services primarily to a non-Nebraska market: manufacturing, processing, warehousing, and headquarter facilities are some examples. The training assistance must be used for full-time employees not involved in administrative support, management or facility maintenance.

OTHER NEBRASKA INCENTIVE PROGRAMS

- Rural Development Advantage
- Nebraska Advantage Microenterprise Tax Credit
- Manufacturing Machinery and Equipment Sales Tax Exemption

Nebraska shows an
average deal value
of **\$0.58 million**
with **52 new jobs**
created per deal

For more information, contact:

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