

# Credits & Incentives

DRIVING VALUE WITH BRC

**MAXIS**  
ADVISORS



Bernard Robinson  
& Company

## Trusted Collaborators

For nearly **25 years**, **Maxis Advisors** has been collaborating with CPA firms across the U.S. to lead the process of identifying, negotiating, and maximizing valuable credits & incentives. Our **experience and expertise** leads to an increase in EBIDTA and cash flow for capital investment and job-creating projects for large corporate to middle market companies on projects ranging from **\$5 million to \$750 Million**.

### OUR UNIQUE ADDED VALUE

- Incentives procurement and site selection is our core competency
- We aspire to be a trusted resource for our alliance firms and their clients
- We want to serve as an extension of your firm
- We assist with identifying opportunities for your clients
- We want to strengthen client relationships by offering a conservative approach to delivering services that fall outside the traditional firm services
- We are committed to providing high-quality service with integrity in a way that helps a partner firm bring value to their clients.
- We effectively serve middle market and large corporate companies with projects above \$5MM

## SERVICES

Maximizing credit & incentives opportunities takes a **comprehensive understanding** of the state and local economic development landscape, access to critical data, strategic **negotiation experience**, and requires an ongoing focus. Maxis Advisors' team of experienced economic development officials and incentives experts help companies **increase ROI by as much as 20% or more** through a comprehensive service offering, including:

### DISCRETIONARY INCENTIVE NEGOTIATION

- Payroll tax credits
- Tax abatements, PILOTS, FILOTS
- Site preparation assistance
- Building improvement funding
- Sales and use tax refunds
- Tax increment financing, IDR, SID
- Training grants and subsidies
- Cash grants
- Enterprise Zones
- Utility rate reductions
- Land/Space donations or discounts
- Infrastructure grants

## SERVICES CONTINUED - ANCILLARY ANALYSIS AND ASSESSMENTS

- Labor market analysis
- Site selection, site comparative analysis
- Infrastructure assessment
- Business climate assessment
- Comprehensive community cost analysis
- Documentation & compliance
- State and local government relations

## Key Project Benefits

- Maximize economic incentives
- Decrease real estate costs
- Minimize capital investment
- Improve labor availability
- Reduce operating costs
- Minimize tax liabilities
- Increase negotiation leverage
- Reduce capital expenditures
- Optimize real estate portfolios

## Who We've Helped

The following examples demonstrate how **Maxis Advisors** helps increase value and reduce costs for leading companies.



**SCHAEFFLER**



**GILDAN**

## Let's Get Started

To discuss how **Maxis Advisors** can help you maximize your investments, **contact us today.**



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