

Update: June 2010

# Tax Intelligence

## Tax Credit & Incentive Opportunities – Secure Every Dollar

### Situation

Many employers continue to be challenged in these tough economic times. Federal, state and local tax credits and incentives can offer relief and planning opportunities to reduce costs. Credits and incentives greatly enhance returns on investment and allow an employer to be more profitable and competitive in the current environment. Federal, state and local governments continue to become more aggressive with new legislation, allowing employers the push needed to invest and create new jobs.

- The *federal government* offers statutory credits to all qualified locations in the United States and approved surrounding areas.
- The *state government* offers statutory and discretionary programs to encourage investment in the state of operation.
- The *local government* offers tax incentives, grants and low-interest financing to businesses in the county or city of operation.

### Solution

Tax planning is a critical function for most employers. With new legislation imposed on a daily basis, companies should monitor this activity to ensure they are managing every available option. Due to the complexity of each employer's industry and where they have locations, tax credits and incentives can offer lucrative opportunities. Employers should consider many factors when determining if they will qualify for credit and incentive opportunities. The information below will highlight key activities that should trigger employers to investigate cost saving strategies.

- *New Job Creation*
  - Will the employer be creating new jobs (full-time or part-time)
  - Where are the jobs located and when will hiring begin
- *Investment*
  - Will the organization be investing in new technology, machinery and equipment
  - What states will the investment be made or locations improved
- *Expansions or New Construction*
  - Will the organization be expanding current facilities or constructing a new facility
  - When will construction start and have incentives been negotiated
- *Relocations*
  - Will the employer be relocating to another state
  - Will the employer be moving a location within the state
- *Training*
  - Will the employer be providing training associated with a new project
  - Have other training programs been reviewed for potential qualification

### Value

TALX has a dedicated team of experts with experience in all areas of federal, state, and local taxation to assist employers in capturing tax credit and incentive opportunities. If your company is interested in receiving more information on credits and incentives, please visit our corporate blog at <http://blog.talx.com/> or contact Pete Krieshok at (314)214-7325 or via email at [pkrieshok@talx.com](mailto:pkrieshok@talx.com).