

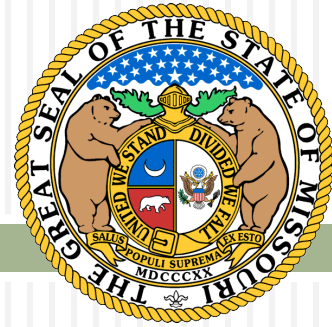
State and Local Financing/Incentives Resources

Mike Downing, Deputy Director

MEDC
November, 2011



References



- Program Summaries, Applications:
 - **Dept. of Economic Development:**
www.MissouriDevelopment.org
 - (Click on “BCS Programs”)
 - **Missouri Technology Corporation:**
www.MissouriTechnology.org
 - **Missouri Development Finance Board**
www.mdfb.org

Download at
www.MissouriDevelopment.org



Missouri's Economic Development Tools:
**A PRACTICAL GUIDE TO BUILDING
A BETTER MISSOURI**

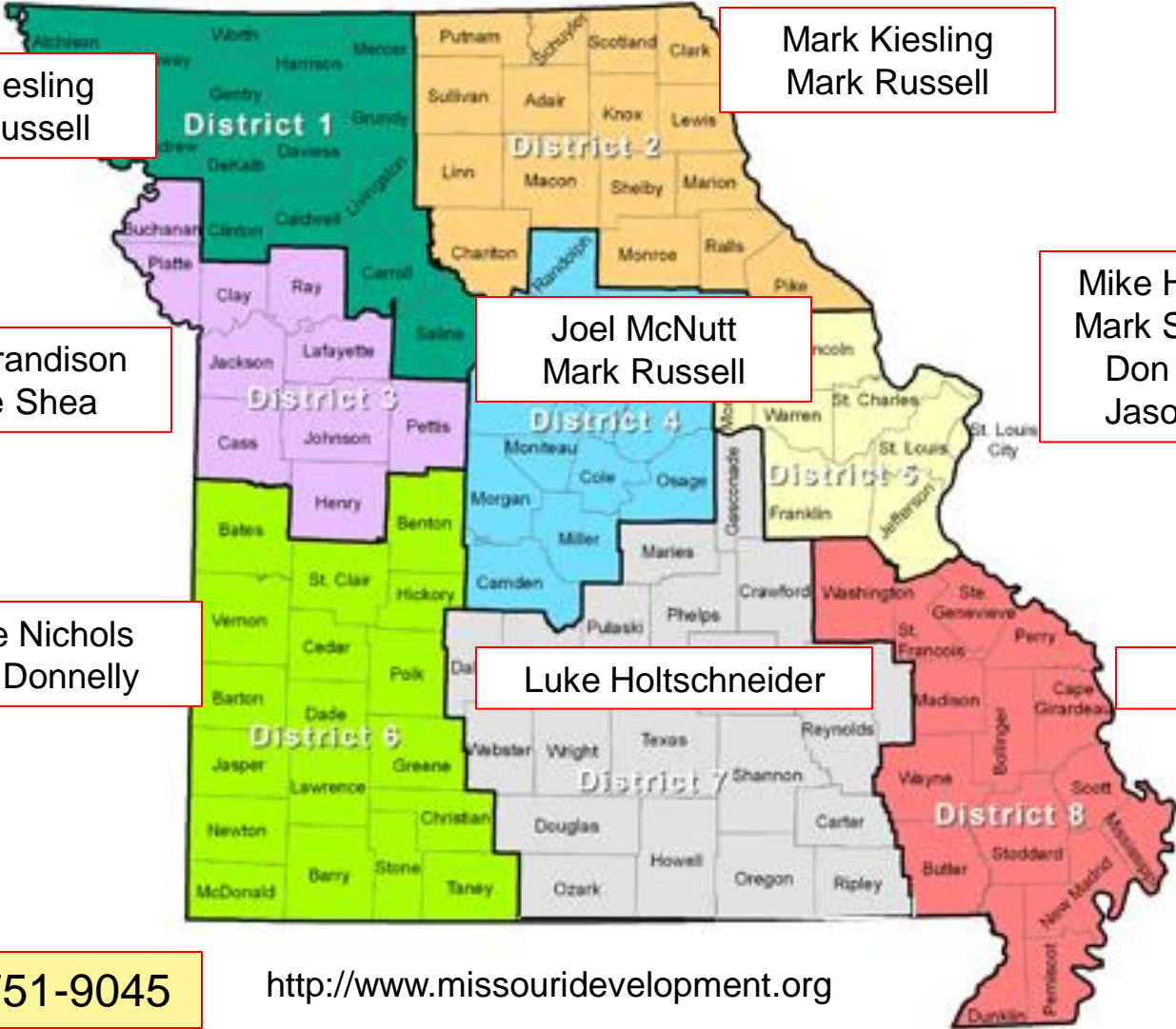
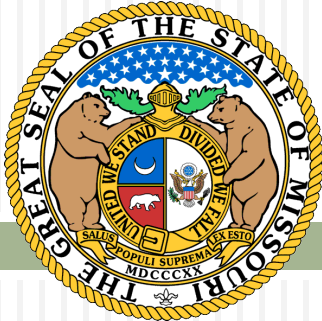


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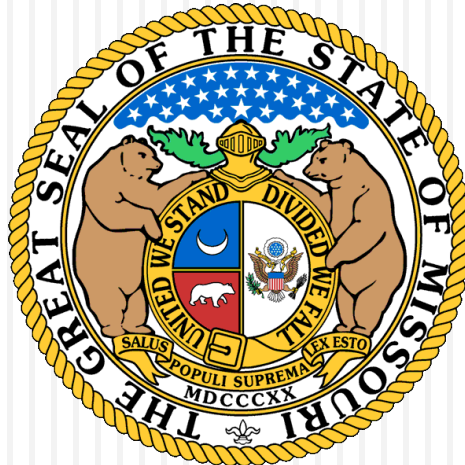
573-751-9045

<http://www.missouridevelopment.org>

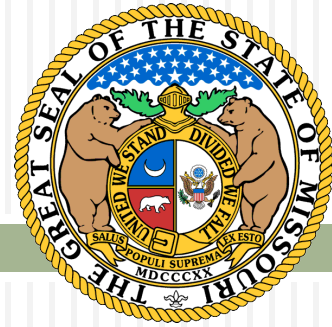


Missouri

Competitive Business Advantages

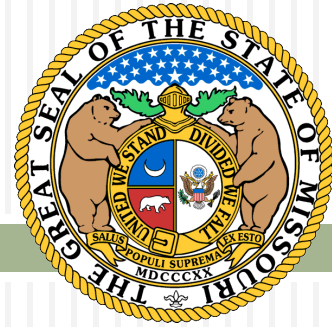


Missouri's Business Advantages



- Stability:
 - AAA bond rating by all 3 rating agencies.
 - One of 8 states.
 - Can't raise taxes w/o public vote.
 - Balanced budget requirement – all public entities.

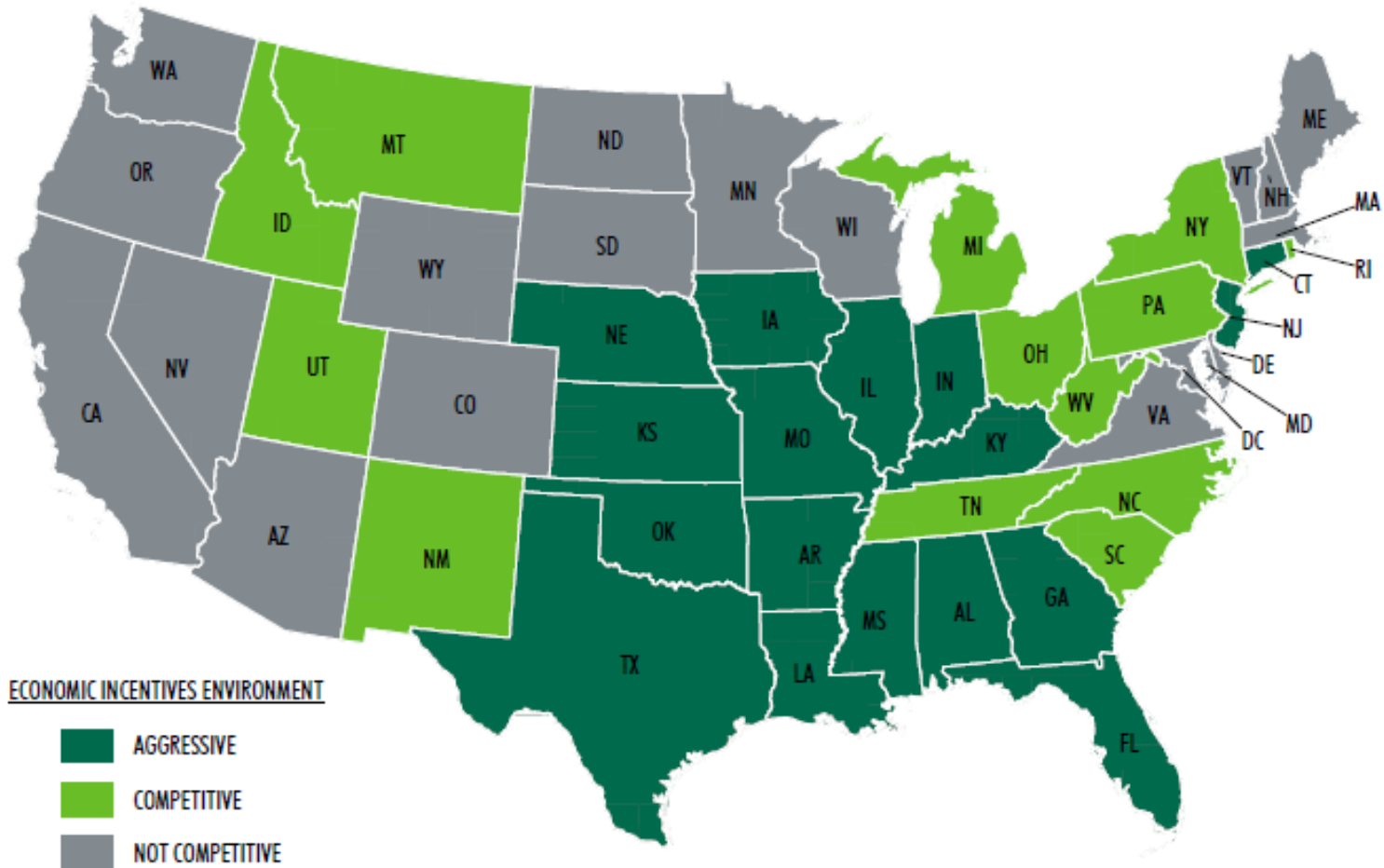
Missouri – Recent Ratings



- 4th Lowest state and local taxes per capita.
- 8th Lowest average commercial energy costs.
- 10th Lowest industrial energy costs.
- 7th Best business regulatory climate (Forbes)
- 3rd Lowest Business Costs (CNBC)
- 7th Best State for Taxes/Regulation (US Chamber of Commerce)
- 8th Best Higher-Ed Degree Output (US Chamber of Commerce)
- 8th Most Pro-Business State (Pollina Corporate Real Estate)
- 9th Best Transportation System (CNBC)
- 9th Best Quality of Life (Business Facilities Mag)

Aggressive Incentives

2010 Economic Incentives Climate



Source: CBRE Economic Incentives Group

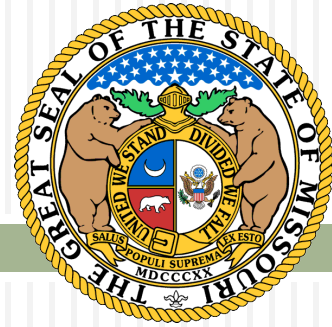
Access to Markets & Transportation Advantages



52% of all U.S. manufacturing plants are within 600 miles.

- **Highways:**
 - ▣ 6 Interstates
- **Rail:**
 - ▣ 6 class-one carriers
 - ▣ Two of largest terminals in US.
- **Water:**
 - ▣ 14 Port Authorities
 - ▣ Ranks 10th for inland waterway mileage.
- **Air:**
 - ▣ Can reach most cities in the United States and Canada in less than three hours

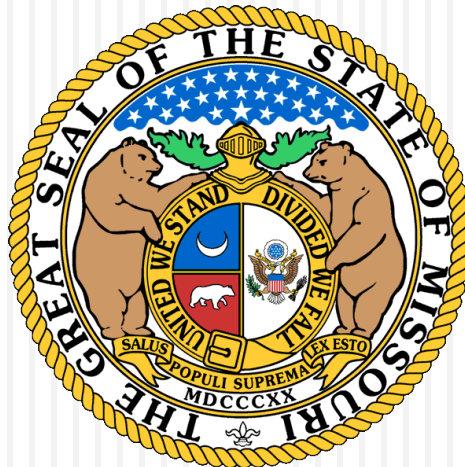
Encouraging Signs



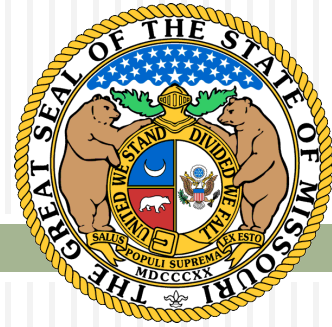
- Unemployment rate
 - Lowest in 2 ½ years.
 - 0.5% lower than US rate.
- State exports:
 - Up 35% in 2010, and up 13% in first 2 quarters of 2011.
 - \$4.4 billion export contracts signed in recent Asia trip.
- Significant new project announcements.
 - Burns and McDonnell (500 jobs), Applebee's HQ (389 jobs), VA Mortgage (320 jobs), Gallus (300 jobs), Ford (1,600 jobs), GM (1,600 jobs), DST (250 jobs)

Missouri Incentives

Terminology/Principles

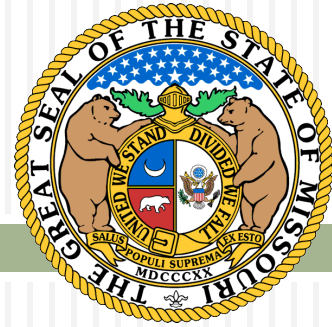


Definitions



- “Primary” Company:
 - Mostly competes outside the local market area.
 - Greater economic impact; Typically higher wages.
- “Local” Company:
 - Mostly competes within the local market area.
- “Institutional” Project:
 - Federal/military facility, higher education, non-profits, research institutions, others.
 - Doesn’t “compete” for sales.

Impact of 100 New Jobs



of Indirect & Induced Jobs

Local Businesses:

- Accom. , Food Services **40**
- Arts, Entertnmt., and Recrtn. **38**
- Retail Trade **47**

Hybrid (Primary & Local)

- Health Care and Social Asst. Info **80**
- Construction **99**

Primary Businesses:

- Transp. and Warehousing **102**
- Wholesale Trade **116**
- Finance and Insurance **119**
- Prof., Scien., and Tech. Serv. **119**
- Information **149**
- Utilities **169**
- Manufacturing **216**

Seven Ps of Site Selection

Primary Company Attraction/Relocation

Proximity

- Close to markets, suppliers, transportation hubs, utility capacity, other required needs.

People

- Number with required skills within 30-45 min. drive radius;
- Number of local graduates in required fields.

Place

- “Cool” place to attract/retain young talent;
- Higher/continuing education.
- Industry “Clusters”

Seven Ps of Site Selection

Primary Company Attraction/Relocation

Product

- Available buildings or sites – shovel ready;
- Applicable to specific needs.

Perception

- Supportive local/state government;
- Cooperative labor situation.
- Citizen/media support.

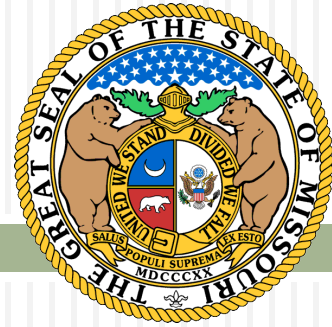
Price

- After meeting **all** 30-60 requirements above, the finalist that has the lowest overall costs, including incentives.

Persistence

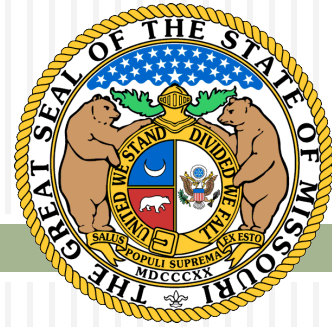
- Reputation for doing good job with site selection consultants and companies.

Program Eligibility Requirements



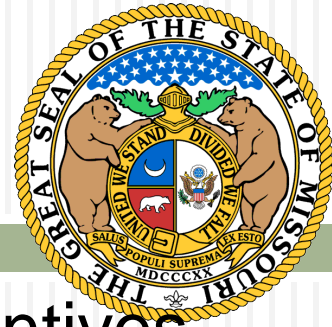
- Type of business
- Types of eligible areas
 - Economic distress
 - Rural, Metro
 - “Blighted” area.
- Minimum:
 - New jobs; average wages; capital investment.
- Specified Use of funds.
- “But-For”:
 - Haven’t – announced, started project, or spent funds.
 - Public subsidy needed.
- Match (local taxing entities or company)

Types of State/Local Incentives



- Tax Credits
- Redirected Taxes
- Tax Abatement/Exemptions
- Cash Funding:
 - Loans, Equity Investments
 - Public Infrastructure grants
- Revenue Bonds
- Building lease
- Lower utility rates

Incentive Policy Issues



18

- Most communities and states provide incentives.
 - **Seems to increase every year.**
- Once you start, other companies want same or better deal.
- Existing company expansions aren't nearly as competitive.
 - **Should they get the same deal?**
- The amount is a poor comparison.
 - **Different taxation impacts.**
 - **Can a company realize full benefit.**
 - **Present value.**

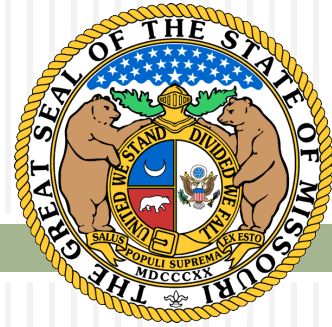


Business Development Projects



Purpose

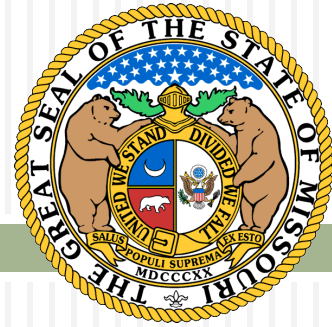
Business Development Programs



- Facilitate
 - New or expanding “primary” companies.
 - New or retained jobs.
 - New private capital investment.
- Resulting in:
 - Lower unemployment.
 - Higher incomes.
 - Added state/local tax base.

Funding Situations

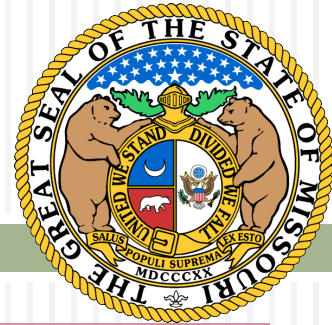
Business Development Programs



- Competition
 - Trying to win a project versus another state.
- Funding Gap
 - Company can't get enough debt or equity from private sector sources to complete a project.
 - Better terms to facilitate a project.

State

Business Development Incentives/Financing



Tax Credits

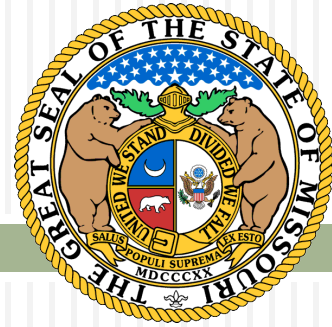
- Quality Jobs
- Enhanced Enterprise Zone
- Rebuilding Communities

Others

- Sales tax exemptions
 - Manufacturing machinery
 - Manufacturing energy costs
 - Chapter 100 personal property tax
- Grow Missouri Loan
- IDEA Seed/VC funds

Quality Jobs

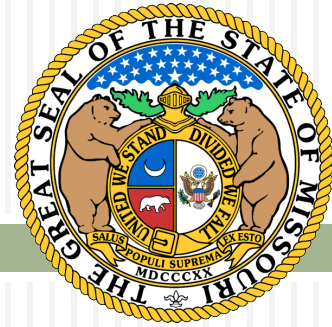
Missouri Tax Credit and WH Retention



- Type of Funding:
 - Performance-Based.
- Eligible area:
 - Not restricted.
- Eligible Project:
 - “Primary” business
 - County avg. wage
 - Health Benefits

Quality Jobs

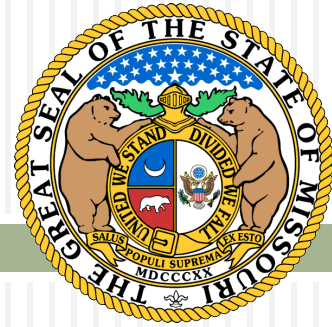
Missouri Tax Credit and WH Retention



Category	Min. New Jobs within 2 years	Benefits
Small Business	20-rural 40-metro	<ul style="list-style-type: none">•About 3% of new payroll per year•3-5 years
Technology	10	<ul style="list-style-type: none">•Up to 6% of new payroll per year•5 years
High Impact	100	<ul style="list-style-type: none">•Up to 7% of new payroll per year•5 years

Quality Jobs

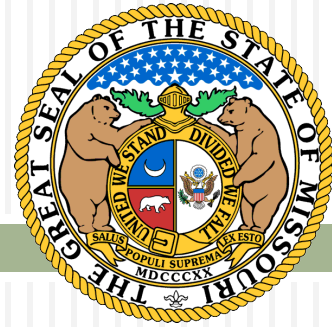
Small business



County Average Wage	\$	37,379			
Pct. Wages of County Avg.		102%			
Greater than 120%?		No - 3 year benefit period			
		Year 1	Year 2	Year 3	Total
New Jobs		40	42	44	
Average Wages	\$	38,000	\$ 39,140	\$ 39,140	
New Payroll	\$	1,520,000	\$ 1,643,880	\$ 1,726,074	
Estimated Retained WH (3%)	\$	45,600	\$ 49,316	\$ 51,782	\$ 146,699

Quality Jobs

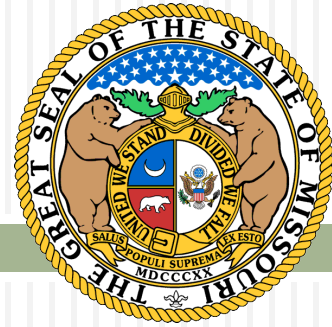
Technology Business



County Average Wage	\$ 37,379					
Pct. Wages of County Avg.	147%		Base Benefit	5%		
Avg. Wage Bonus (120% 140%)	1%		Total Benefit	6%		
	Year 1	Year 2	Year 3	Year 4	Year 5	Total
New Jobs	50	50	50	50	50	
Average Wages	\$ 55,000	\$ 55,000	\$ 55,000	\$ 55,000	\$ 55,000	
New Payroll	\$ 2,750,000	\$ 2,750,000	\$ 2,750,000	\$ 2,750,000	\$ 2,750,000	
Program Benefit (6%)	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 825,000

Quality Jobs

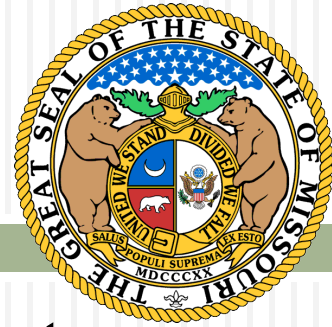
High Impact



County Average Wage	\$ 40,000	Pct. Local Incentives	55%			
Pct. Wages of County Avg.	150%	Local Incentives Bonus	3%	Base Benefit	3%	
Avg. Wage Bonus	1%	(10-24%: 1%, 25-49%: 2%, 50%+: 3%)		Total Benefits	7%	
	Year 1	Year 2	Year 3	Year 4	Year 5	Total
New Jobs	100	110	120	130	140	
Average Wages	\$ 60,000	\$ 62,000	\$ 64,000	\$ 66,000	\$ 68,000	
New Payroll	\$ 6,000,000	\$ 6,820,000	\$ 7,680,000	\$ 8,580,000	\$ 9,520,000	
Program Benefit (7%)	\$ 420,000	\$ 477,400	\$ 537,600	\$ 600,600	\$ 666,400	\$ 2,702,000

Enhanced Enterprise Zone

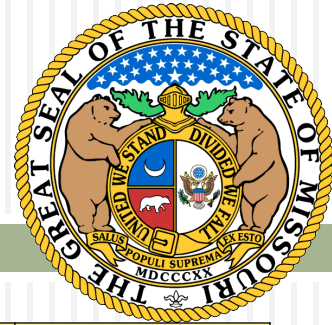
Missouri Tax Credit



- Type of Approval:
 - Performance Based
- Eligible area:
 - Any one of the 111 EEZ areas.
- Max. per project:
 - 2% of new payroll;
1/2% of new investment; 5 yrs.
- Eligible Project:
 - Primary business
 - 2 new jobs; \$100k inv.
 - 80%+ county avg. wage
- Additional Benefit:
 - Automatic real property tax abatement.

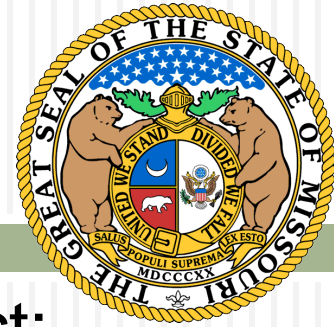
Enhanced Enterprise Zone

Missouri Tax Credit



	Year 1	Year 2	Year 3	Year 4	Year 5	TOTAL
New Jobs	20	22	24	26	30	
Avg. Wage of New Jobs	\$ 35,000	\$ 36,050	\$ 37,132	\$ 38,245	\$ 39,393	
Total New Payroll	\$700,000	\$793,100	\$891,156	\$994,382	\$1,181,784	
Job Tax Credits (2%)	\$ 14,000	\$ 15,862	\$ 17,823	\$ 19,888	\$ 23,636	\$ 91,208
New Capital Investment	\$2,000,000	\$2,500,000	\$3,000,000	\$3,500,000	\$4,000,000	
Inv. Tax Credit (1/2%)	\$ 10,000	\$ 12,500	\$ 15,000	\$ 17,500	\$ 20,000	\$ 75,000
Total Tax Credits	\$ 24,000	\$ 28,362	\$ 32,823	\$ 37,388	\$ 43,636	\$166,208

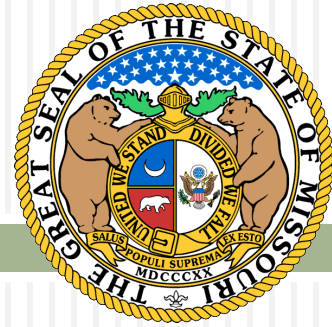
Rebuilding Communities Missouri Tax Credit



- Type of Approval:
 - Formula based on eligible new specialized equipment.
- Eligible area:
 - “Distressed” area.
- Max. per project:
 - New business: \$75,000/yr.
 - Existing business: \$25,000/yr.
- Eligible Project:
 - Mfg, Prof. Services, Others
 - New or existing business
- Additional Benefit:
 - 1.5% credit for new payroll.

Grow Missouri Loan

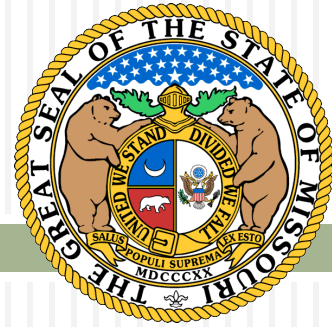
Missouri DED



- Eligible area:
 - Any.
- Max. per project:
 - \$3 million
 - 10% of project funding.
- Eligible Project:
 - Primary business
 - < 500 employees.
- Benefit:
 - May defer for up to 6 years, therefore appears like equity to most banks and SBA 7a loan.
 - Company has 120 days to line up other 90% of funding.

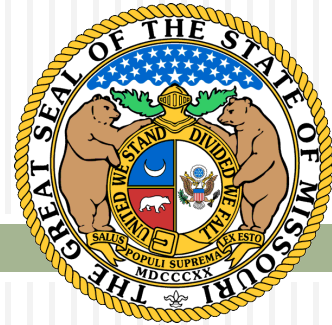
“IDEA” Seed/Venture Capital

Missouri Technology Corporation



- Quarterly competition
 - Dec. 1 – next deadline
- Eligible Project:
 - Primary business
 - Technology/High Growth
- Max. per project:
 - \$50,000 to \$3 million
 - Up to 50% of project funding.
- MTC takes same equity position as private funding.

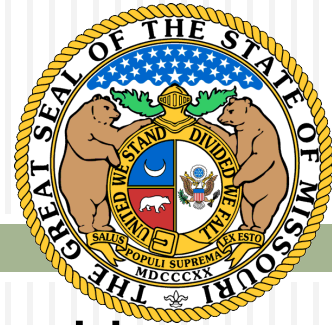
MO Linked Deposit



- Provides banks with means to lower interest rate on business loans.
 - 2-3% lower rate to borrowers.
- Contact a qualified lending institution.
 - See www.treasurer.mo.gov/LinkedDeposit.

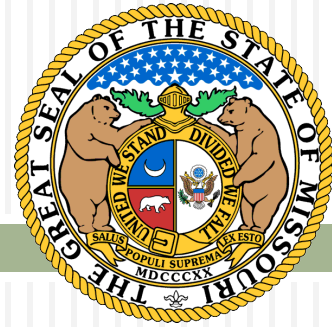
Sales Tax Exemptions

Description



- Eliminates all the new sales taxes caused by a project.
- Purpose:
 - New business development.
 - Redevelopment of blighted properties/areas.

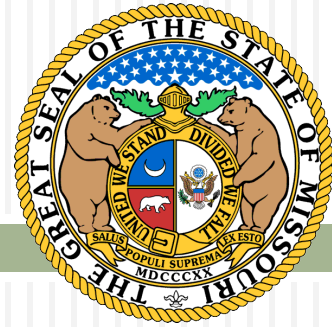
Sales Tax Exemptions



- Statutory Sales tax exemptions:
 - Manufacturing machinery and equipment
 - Manufacturing energy (state only)
- Discretionary sales tax exemptions (Chapter 100 bond issuance required):
 - Personal property
 - Building materials

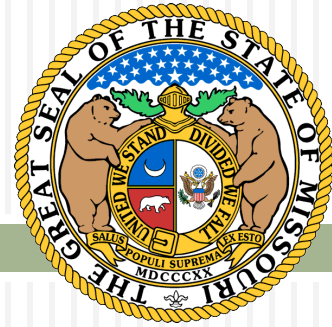
Chapter 100 Bonds

Cities or Counties



- Purpose:
 - Abatement of up to 100% of real and/or personal property tax.
 - Potential of exemption of sales tax on bldg. materials or personal property.
- Bond is of no benefit, just a means to trigger abatement.
 - Unless it qualifies as tax-exempt for manufacturing.
- Method:
 - City/County issues revenue bond.
 - Company typically purchases bond.
 - City/County doesn't guarantee payments.
 - Proceeds used to purchase assets or build building.
 - City/county owns assets.
 - Lease to company in amount of bond payments.

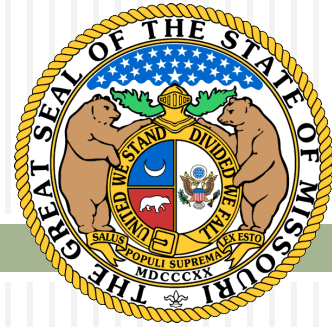
Chapter 100 Abatement/Exemption



	1st Year	10 Years
New Real Property	\$ 5,000,000	
Property Tax	\$ 80,000	\$ 800,000
75% abatement	\$ 60,000	\$ 600,000
Taxes paid to taxing districts	\$ 20,000	\$ 200,000
New Personal Property	\$ 15,000,000	
Property Tax* (w/depreciation)	\$ 249,975	\$ 1,124,888
75% abatement	\$ 187,481	\$ 843,666
Taxes paid to taxing districts	\$ 62,494	\$ 281,222
Building Materials	\$ 2,500,000	
Sales Tax (state and local)	\$ 200,000	
Exemption	\$ 200,000	

HB 45

Income Tax Deduction

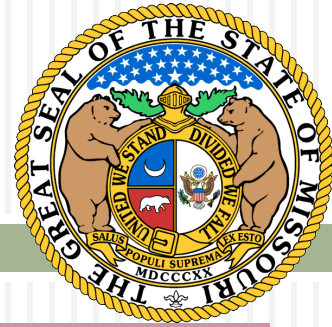


- Statute: 143.173
- Max. per new employee:
 - \$10,000; or \$20,000 if business offers health ins.
- Eligible Project:
 - Any type of for-profit business.
 - Eligible new employees:
 - Above county average wage
 - Min. 35 hours/week
 - Year around
- Other:
 - Tax years 2011 to 2014

Redevelopment Projects



DED Redevelopment Programs



Tax Credits

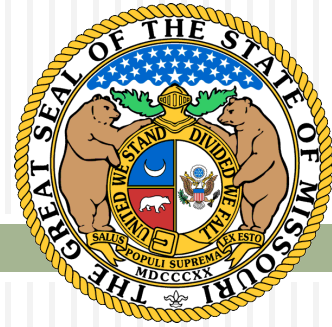
- Historic Preservation
- Brownfield
 - Remediation
 - Demolition
- Infrastructure (MDFB)

Others

- Tax increment Financing
- Downtown Preservation

Historic Preservation

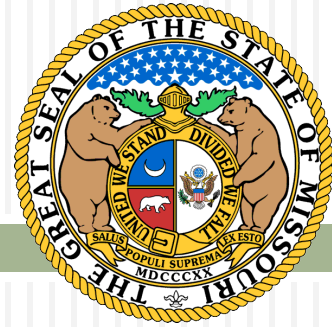
Missouri Tax Credit



- Type of Approval:
 - Formula/First Come
 - 25% of eligible costs.
- Eligible Project:
 - Property on historic register
 - For-profit
- May combine with federal 20% historic credit (for revenue producing projects)

Brownfield Remediation & Demolition

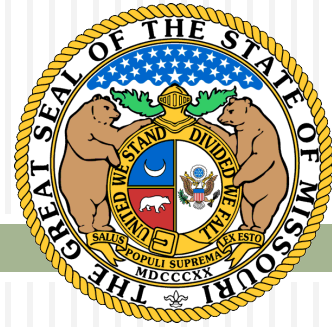
Missouri Tax Credit



- Approval:
 - Discretionary
 - Up to 100% of remediation costs.
 - Up to 100% of demolition costs.
- Eligible Project:
 - Property that has hazardous substances & enrolled in VCP

MDFB Infrastructure Development

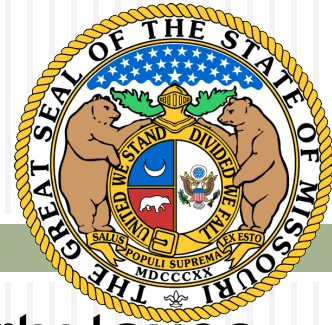
Missouri Tax Credit



- Approval:
 - Discretionary by MDFB
- Eligible Project:
 - Public infrastructure, building, other.
- Method:
 - 50% of contribution

Local Property Tax Abatement

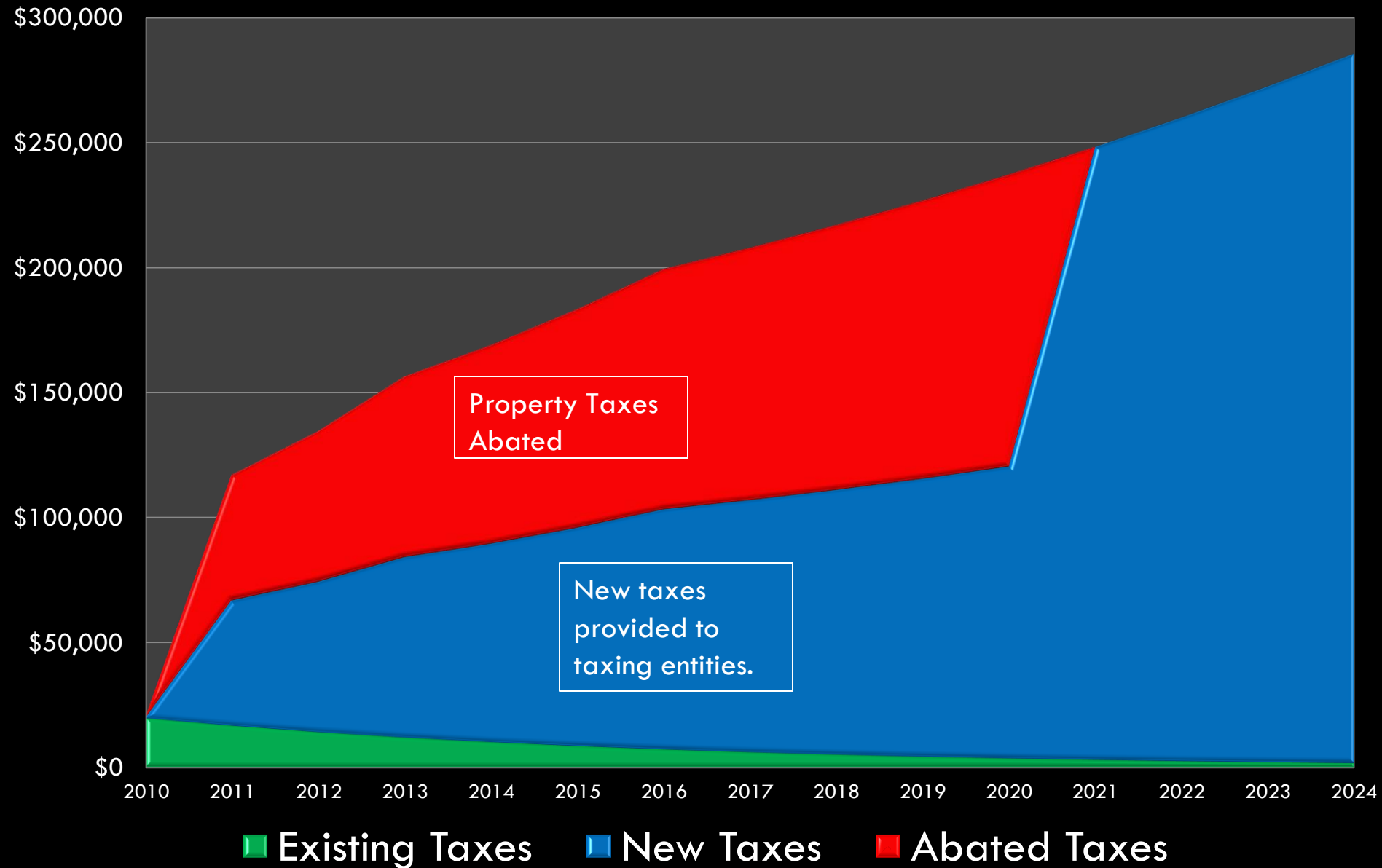
Description



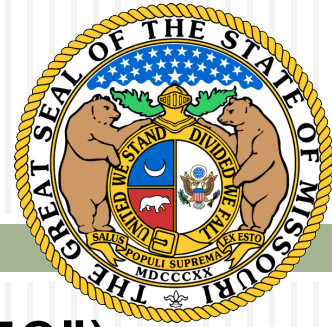
- Eliminates a portion of the new real property taxes caused by a project to offset some of the project costs.
 - Certain programs affect personal property by ownership of asset by a public entity and lease to the company.
- Purpose:
 - Redevelopment of blighted properties/areas.
 - Business Development.
- Other:
 - Discretionary approval (except EEZ areas).

Property Tax Abatement Example

50%, 10 years

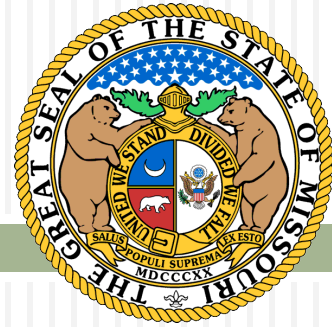


Property Tax Abatement Programs



- Urban Redevelopment Corporation (“353”)
- Land Clearance for Redevelopment Authority
- Chapter 100 Bonds
- Enhanced Enterprise Zone
- Port Authorities* (certain areas)
- Planned Industrial Expansion Authority* (certain areas)

Property Tax Abatement Programs

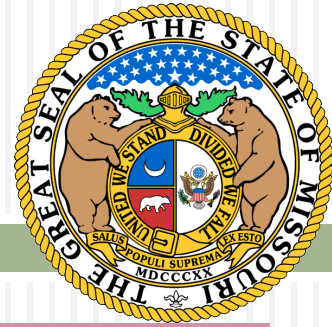


Program	Real or Personal Abatement	Eminent Domain	Approved by
Urban Redev. Corp.	Real	Yes	City
Land Clearance for Redev. Auth.	Real / Personal	Yes	LCRA
Chapter 100 Bonds	Real / Personal	No	City / County
Enhanced Enterprise Zone	Real	No	Automatic
Port Authority	Real / Personal	Yes	Port Authority

Community Development Projects



DED Community Dev. Programs



Tax Credits

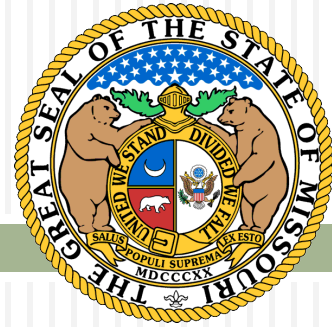
- Neighborhood assistance
- Youth Opportunities

Others

- Community Development Block Grant

Neighborhood Assistance

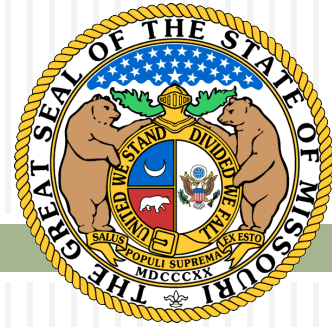
Missouri Tax Credit



- Type of Approval:
 - Discretionary
 - Up to 50% of contribution.
 - 70% in rural areas; limited amount.
 - \$250,000 per project.
- Eligible Project:
 - Non-profit activities.
 - Hard costs or operations.

Youth Opportunities

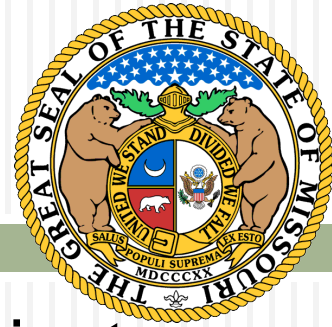
Missouri Tax Credit



- Type of Approval:
 - Discretionary
 - Up to 50% of contribution.
 - \$250,000 per project
- Eligible Project:
 - Non-profit, education, or other beneficiary.
 - Positive actions to reduce youth violence or criminal activity.

Neighborhood Preservation

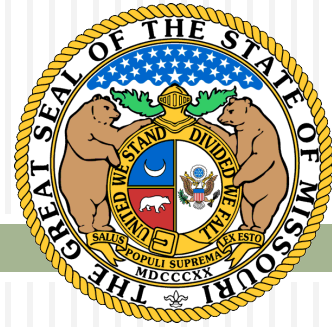
Missouri Tax Credit



- Funding Situation:
 - Incentive for homeowners to rehab housing.
 - Type of Approval:
 - First come (lottery)
 - Eligible area:
 - “Eligible” and “Qualified” areas (below average incomes)
 - Annual Cap:
 - \$16 million
- Max. per project:
 - New Const: 15% up to \$25,000/\$40,000
 - Substantial rehab: 25/35% up to \$25,000 to \$70,000
 - Eligible Project:
 - Owner occupied home.

Tax Increment Financing

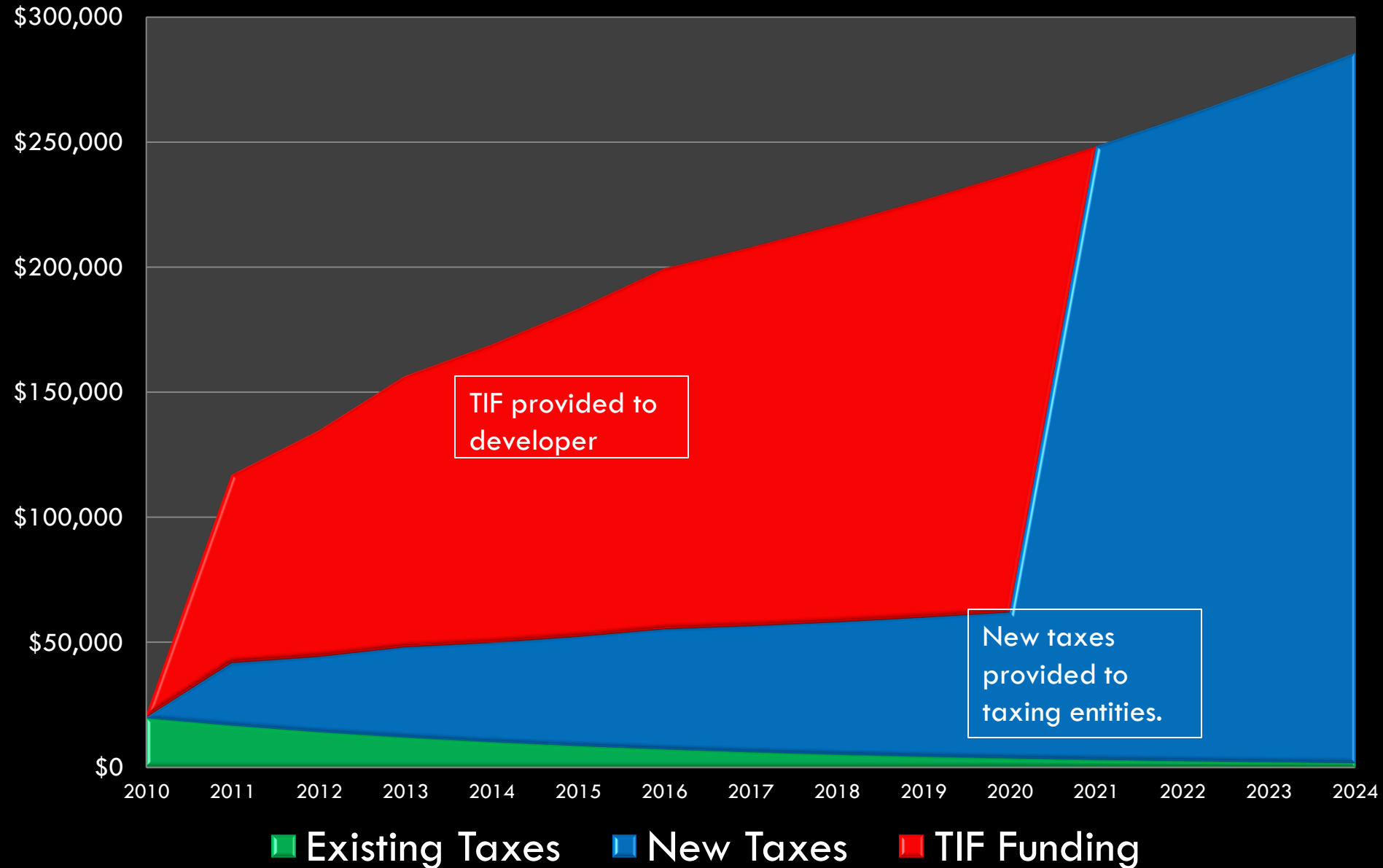
Local



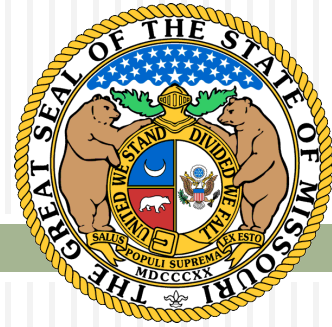
- Max. per project:
 - Up to 100% of new real property taxes created by the project.
 - Up to 50% (really 100%*) of new local sales taxes.
- Eligible Project:
 - Almost any.
- Use of Funds:
 - Infrastructure
 - Rehab of Buildings
 - Prof. costs
- Funding options:
 - Bond issuance
 - Developer reimbursement

TIF Example

75%, 10 years



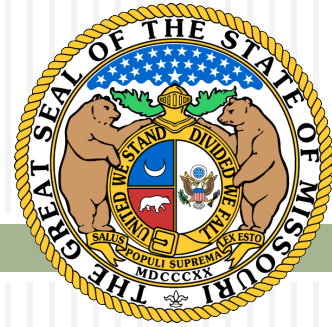
Local Development Agreement



- Max. per project:
 - Up to 100% of new local sales taxes.
- Eligible Project:
 - Almost any.
- Use of Funds:
 - Infrastructure
 - Prof. costs
- Funding options:
 - Bond issuance
 - Developer reimbursement

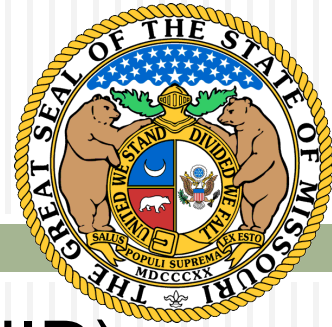
Downtown Preservation

Missouri DED



- Max. per project:
 - Up to 50% of new state sales tax created by project.
 - \$250,000 to \$5 mil. based on population size of city.
- Eligible Area:
 - City of less than 200,000 population.
 - MHI less than \$62,500.
 - Central business district area.
 - 50%+ buildings must be 35+ years old.
 - Blighted.
- Eligible Project:
 - Almost any.
- Use of Funds:
 - Public Infrastructure
- Other:
 - Supplements local TIF.
 - Subject to appropriation by legislature.

Special Area Tax or Special Assessments Local Programs



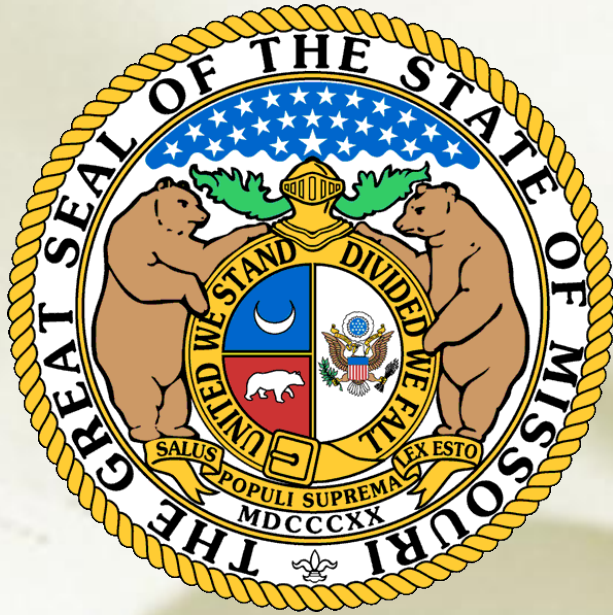
- Neighborhood Improvement Districts (NID)
- Community improvement districts (CID)
- Transportation development districts (TDD)
- Special Business Districts
- Economic development sales tax

Special Area Tax or Assessments

Local Programs



Program	New Political Subdivision	Use of Funds	Eminent Domain	Special Assmnt	Property Tax	Sales Tax	Public Vote
NID	No	Public Infrastructure	No	Yes	No	No	Vote or Petition
CID	Yes – sales, property tax No – Assmnt	<ul style="list-style-type: none"> • Infrac. • Promotions • Maint. • Security 	No	Yes	Yes	Up to 1%	Yes (property owners)
TDD.	Yes –tax No–Assmnt	Transportation Infrastructure	Yes	Yes	Yes	Up to 1%	Yes (property owners)
Special Bus. Dist.	Yes	<ul style="list-style-type: none"> • Infrac. • Promotions • Maint. • Security 	No	Yes	Yes	No	Yes
ED Sales Tax	No	<ul style="list-style-type: none"> • Marketing • Infrac. • Buildings 	No	No	No	Up to 1/2 %	Yes



State and Local Financing/Incentives Resources

Mike Downing, Deputy Director

MEDC
November, 2011

