

# Economic Development

## Professionals

Yolanda Davis Brisco

Patrick F. Brown

Margaret Shea Burnham

Keith Burns

Tushar V. Chikhliker

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Sam P. Johnson

Christopher Kouri

Tommy Lavender

Ken Lewis

Leighton Lord

Wil Magaha

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James K. Price

Rick Reames III

Andrew W. Saleeby

Scott M. Saylor

Nicole A. Scott

John E. Skvarla III

George T. Smith III

Ray N. Stevens

Ric Tapp

Jim Warren

Our Economic Development Group is well known in North Carolina and South Carolina for its experience assisting new and expanding businesses with capital projects in the Carolinas.

For more than 20 years, our attorneys have helped hundreds of companies, large and small, in establishing manufacturing, tourism, distribution, health care, corporate office and other commercial facilities.

## Incentives

We frequently handle incentives transactions, including:

- Fee-in-lieu-of-tax arrangements
- Special source revenue bonds/credits
- Industrial Development Revenue Bonds
- Tax advantaged/below market financing
- Multi-county business/industrial parks
- Jobs tax credits
- Enterprise Zone/job development credits
- Corporate headquarters and infrastructure tax credits
- Employee training programs
- Grant programs
- Design/build lease financing
- Equipment leases/synthetic leases
- Tax abatements
- Infrastructure commitments
- Income allocation and apportionment contracts
- Sales tax exemptions

## International Clients

We have worked with companies from across the United States, Mexico, Canada and Brazil in the Americas, from China, India, Japan, Indonesia and Korea in Asia, and from Britain, France, Germany, Italy, Austria, Switzerland,

Russia, Turkey and Slovenia in Europe.

Our Economic Development Group provides support to the companies' project coordinators and consultants in evaluating, negotiating and documenting economic development incentives offered by state and local governments, as well as providing guidance and input on all aspects of a site selection project. Nexsen Pruet also represents state and local governmental entities in economic development transactions and in development of new programs and legislation.

As part of our civic commitment to the growth and prosperity of our communities, we support state, regional and local economic development organizations. We also work to maintain relationships with appointed and elected officials, as those positions change over time.

## Experience

Rural America Bond Program  
Sheetz Distribution Facility  
The Boeing Company

## News

08.23.2021 | News from Nexsen Pruet

Yolanda Brisco Selected to Charlotte Business Journal's 2021 40 Under 40

02.04.2021

Site Selection Consulting - US Golf Association

01.26.2021 | Media Mention

Morrisville Bridge Named in Honor of Nexsen Pruet's Scott Saylor

01.04.2021 | News from Nexsen Pruet

Hire Bolsters N.C. Economic Development Group

10.09.2020 | News from Nexsen Pruet

Nexsen Pruet Attorney Continues Economic Development Leadership

07.14.2020 | News from Nexsen Pruet

Former S.C. Department of Revenue Director Joins Nexsen Pruet

05.27.2020 | Media Mention

Tushar Chikhliker on Pharmaceutical and Technology Development

05.21.2020 | Blog Post

Tushar Chikhliker Discusses the Status of Economic Development in South Carolina

04.08.2020 | News from Nexsen Pruet  
Burnie Maybank Hosts New Economic Development Podcast

01.09.2020 | News from Nexsen Pruet  
Nexsen Pruet Names New Members for 2020

01.08.2020 | News from Nexsen Pruet  
Leighton Lord and Sam Johnson recognized among "50 Most Influential People In Columbia" by Columbia Business Monthly

11.20.2019 | News from Nexsen Pruet  
Andrew Saleeby and Christy Rogers Join Nexsen Pruet

08.15.2019 | News from Nexsen Pruet  
76 Nexsen Pruet Attorneys Named to 2020 Best Lawyers in America® List

07.16.2019 | News from Nexsen Pruet  
Chris Kouri elected to the North Carolina Economic Development Association Board of Directors

10.25.2018  
Nexsen Pruet's Economic Development Attorneys Among the Best in the South

02.06.2017  
Former SC Revenue Director Welcomed Back to Firm

## Events

Winter 2022 | Webinar  
Webinar Series: Life Sciences

06.18.2021 | Webinar  
Webinar Series: Food & Beverage Friday - Session 3 | South Carolina's COVID-19 Liability Immunity Act

04.23.2021  
Webinar Series: Food & Beverage Friday - Session 2 | Workforce Issues in the Food and Beverage Manufacturing Industry

04.16.2021  
Webinar Series: Food & Beverage Friday - Session 1 | Innovation in the Food and Beverage Industry

## Insights

08.16.2021 | Article  
Infrastructure Investment and Jobs Act Clears Senate Hurdle. What Impact Would the Bill Have on North Carolina?

08.06.2021

"South Carolina State Tax Traps and Pitfalls"

06.24.2021 | News from Nexsen Pruet

Stay Informed: COVID-19 Resources Page

04.16.2021 | Article

North Carolina's Investments in Job Creation Fuel Surge in Life Science Industry

02.15.2021

VIDEO: Strategic Economic Development Opportunities for Businesses

02.05.2021 | Article

For-Profit Economic Development Corporations

09.04.2020

When You Cannot Afford to Get It Wrong

06.05.2020

John Skvarla on North Carolina and South Carolina Economic Development

03.19.2020

SBA Disaster Loan Program Eligibility

03.19.2020

SBA Disaster Assistance in Response to the Coronavirus

05.01.2019

Opinion Letters – Do's and Don'ts

04.10.2019

So you're thinking about economic incentives for your NC real estate project?

01.02.2019

Opportunity Zones Can Affect Your North Carolina Real Estate Investments