Frequently Asked Questions

1. How much of my time will working with LMS occupy?

LMS has a an administrative staff, located in Greenville, SC, that handles the majority of the compilation necessary to file your incentive and tax credit submissions. You will be required to supply the raw data required to complete this, but it will require only a fraction of the time required if you were to do this yourself. More important, LMS will handle your incentive tracking and compliance for the life of the agreement, relieving you of this time-consuming and potentially error-prone task.

2. What are the costs involved?

LMS believes in the partnership between the client and us. Unlike other incentive negotiating organizations that require up front commissions based on the total **potential** incentives negotiated, LMS believes that since the majority of today's incentives are performance based, fees should be collected based on the **actual** amount of incentives collected.

3. How do I obtain the services?

LMS can be contacted either through our website www.locationmgmt.com, or by calling (800) 259-0947.

4. What is the advantage of working with LMS?

- LMS has no conflict of interest and is Sarbanes-Oxley compliant. We don't do real estate, accounting, tax consulting, auditing, or anything else that would leave us conflicted.
- We don't get paid unless we deliver financial results. Local knowledge coupled with national span of control. We utilize local staff in our Nationwide offices with in-depth knowledge of what programs are available, what has been received in the past and by whom, and how we can best position the project in light of prevailing political realities.
- We look at every major investment project in advance. We conduct our opportunity evaluations on a confidential basis, without revealing site preferences or industry types.

- We provide one stop servicing of negotiated incentives, follow through in the completion of necessary state, local, and Federal applications, submission of all necessary documentation, and all other compliance issues.

5. How long will it take to receive the incentives?

Some incentives require as little as 60 days after filing to collect, others will require more time based on negotiated payout schedules.

6. Doesn’t my CPA handle incentives and tax credits?

Your CPA may, but are you getting everything that is coming to you? Ask yourself the following questions.

- Research – is your CPA able to tell you what you can expect in any given area of expansion? You wouldn’t expand into a new market area without having the demographic information to support the decision, so why wouldn’t you want the same best-case information on your incentive options?
- Does your CPA have the ability to handle all tracking, compliance, and collections activities over a sustained period of time? Sometimes the incentives are coming in over the next 10 to 15 years. Who will be responsible for tracking, filing for and collecting these? This is the largest effort of any incentive program. Negotiation is only the front third.
- There are also many incentives that are archived but still available. Whoever is doing your incentive negotiations must be able to access a historic data base of prior local, state, and Federal incentives to assure you are receiving all available incentives.
- All incentive negotiations should be available to you in a real time basis to allow for timely decisions.
- Finally, confidentiality. Negotiations that are not conducted on a third party basis may jeopardize current relationships between your company and the granting entity.