

2016 Statistics

Economic Incentives

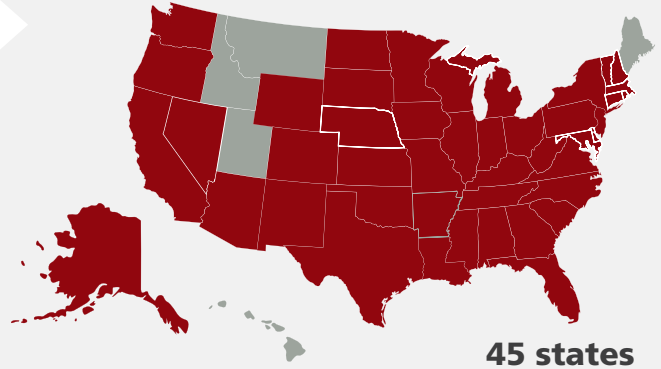
\$10.6 M +
Total Client Benefit



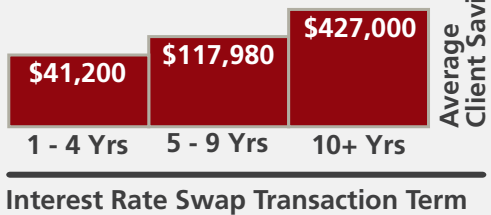
Over 615
Planned Jobs

per new
Employee Incentive

Client Growth



Financing



Cost Segregation

\$7.1 M savings for every \$100 M reviewed

over **\$800 M** in reviewed assets

over **7%** 1st year savings of construction/acquisition costs

IC-DISC

100+

IC-DISC
Projects

\$60 M

Commissions
Calculated
Annually

Research and Experimentation Tax Credits

250+

R&D Projects

5.9%

Average
Federal
Tax
Credit%

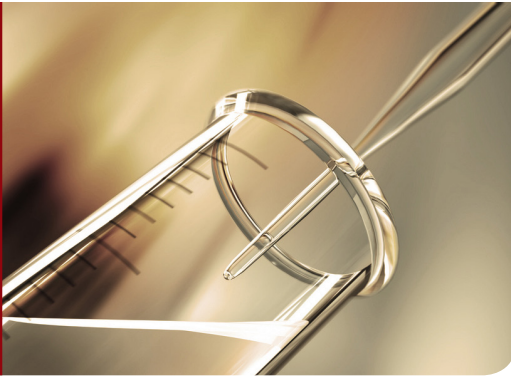
3.9%

Average
State Tax
Credit%

Top Industries Served

- ▶ Design Build Manufacturers
- ▶ Software Developers
- ▶ Defense Contractors
- ▶ Engineering Services
- ▶ Tier 1 & 2 Suppliers
- ▶ Contract Manufacturers

R&D Tax Credit



The Research and Development Tax Credit Practice conducts retroactive studies, current year engagements, and risk advisory services. Our professionals combine an understanding of tax law with engineering disciplines to maximize companies' research credits and reduce their overall tax burdens. McGuire Sponsel provides documentation to withstand the highest level of IRS and state tax authority scrutiny.

Cost Segregation & Fixed Assets



Cost Segregation and Fixed Asset studies reclassify assets to maximize personal property, optimizing depreciation deductions and resulting in substantial cash flow benefits. A Cost Segregation study typically focuses on specific real estate assets, while Fixed Asset studies include all of the assets a client owns. McGuire Sponsel combines a detailed invoice review of the client's documentation with the engineering review included in Cost Segregation and Fixed Asset studies.

Financing & Economic Incentives



The Financing Practice advises on debt and interest rate swaps providing a detailed comparison of the loan and interest rate options available. We negotiate on behalf of the company and complete the process by assisting with the financing recommendation. The Economic Incentives Practice identifies and procures state and local economic incentives for companies that are planning on creating new jobs, making investments in real estate (buying, leasing or building a facility), or purchasing equipment.

IC-DISC



An Interest Charge Domestic International Sales Corporation, or IC-DISC, provides a permanent tax savings opportunity for qualifying U.S. exporters. An IC-DISC creates permanent tax savings by transferring income from the exporter to the tax exempt IC-DISC through an export sales commission. At McGuire Sponsel, our approach is designed to minimize the filing and maintenance burdens for our clients while maximizing commissions and tax savings.