

Overview

Jurisdictions the world over are competing to attract companies, boost development and promote job growth. By acting as a bridge between governments and businesses, Dentons' Economic Development team helps clients capitalize on these opportunities and overcome challenges along the way.

When launching a new venture, relocating to a new city or expanding into new or existing markets, businesses rely on Dentons for help partnering with national, state, provincial, county and municipal representatives. When actively promoting their economic development agendas, government entities rely on Dentons to help facilitate and expedite new investment and job growth.

For public and private sector clients alike, our successful track record proves the value of our approach:

- Building alliances between businesses and governmental entities
- Forging positive long-term relationships
- Facilitating collaboration
- Maximizing mutually beneficial incentive packages

The Economic Development team draws its members from numerous Dentons practice areas, including Corporate; Environment and Natural Resources; Finance; Government Affairs; International Trade; Public Policy and Regulation; and Real Estate. This blend of skills and disciplines ensures that we can address every aspect of your project, no matter how complex.

From startups, mid-sized companies and Fortune 500 multinationals to economic development organizations at every level of government, clients confidently turn to Dentons for proven legal, business and strategic counsel.

Five areas of focus for Dentons' Economic Development team

Economic development consulting

- Establishing public/private partnerships
- Creating special economic districts and development authorities
- Developing economic development/growth strategies
- Designing economic recovery programs and related initiatives
- Addressing real estate issues
- Formulating organizational strategies
- Navigating government relations

Incentive and financing negotiations

- Negotiating and executing incentive agreements with government agencies
- Evaluating state regulatory, environmental and statutory landscapes
- Crafting bond, tax abatement and development agreements
- Handling real estate transactions, permits, entitlements and community relations

Federal advocacy

- Ensuring a presence at the US federal government level
- Connecting to think tanks and nonprofits in Washington, DC
- Devising legislative strategies
- Taking advantage of federal economic development programs and initiatives

International trade and foreign direct investment

- Representing interests in foreign markets
- Providing geographic and industry market intelligence
- Supporting government-led trade missions
- Generating foreign direct investment leads
- Preparing research dossiers on prospect companies
- Leveraging existing industry contacts and relationships
- Enhancing business attraction project support

Innovation and entrepreneurship

- Spearheading initiatives to expand the entrepreneurial ecosystem
- Growing business incubator/ accelerator programs and initiatives
- Securing venture capital for startups and emerging growth companies

Representative Experience

- **Business advocacy organization:** Helped secure passage of a US\$1.7 billion legislative incentive package to attract an aerospace manufacturing facility to St. Louis.
- **Bozlu Holding:** Advising this clinical support services provider, one of Turkey's leading health care technologies and services company, on all aspects of its development of the €1.2 billion Bilkent Integrated Health Campus. The project reached financial close in April 2015. Bilkent Integrated Health Campus, occupying a plot of more than 1 square kilometer (247 acres), will be the largest in Turkey and the world's largest single health campus constructed at once. The project also includes a new headquarters for the Turkish Ministry of Health, a clinic hotel, a technical services building and underground closed parking lots with total capacity of almost 8,000 vehicles.
- **Confidential Client:** Represented in the relocation to Atlanta of the company's North American global distribution system headquarters and primary data system. Dentons worked with Georgia government officials to negotiate a move that created up to 300 new jobs, brought new technologies and global connections, and invested US\$33 million into two sections of the metro Atlanta area. The client is one of the world's largest providers of services to the travel industry.
- **Canadian transportation company:** Secured more than US\$2 million in tax credits and other incentives from

local governments as the client consolidated its US operations in the mid-Atlantic and Midwest.

- **Economic development agency:** Helped this municipal agency attract foreign direct investment to several economic clusters within one of the 10 largest cities in the United States.
- **Bozlu Holding:** Advising on all aspects of its €363 million Mersin Integrated Healthcare Campus Project, which reached financial close in December 2014. This public-private partnership project, in cooperation with the Republic of Turkey Ministry of Health Public-Private Partnership Department, will construct an integrated health care campus covering 232,000 square meters. Mersin will house various hospitals and health care services departments within its organization.
- **City of Atlanta:** Assisted with the creation of its tax allocation district program, which allows bonds to be issued based on tax increment created by new development. These funds can be used for neighborhood revitalization, infrastructure improvements, developer incentives and environmental/site remediation.
- **Global biotechnology company:** Providing advice and services to client regarding a long-term procurement and technology transfer/production project in Turkey.
- **Multinational healthcare company:** Providing legal advisory services in relation to a planned manufacturing project, including business agreements with the client's local partners; advising on competition laws and regulations; providing legal support in relation to corresponding with government ministries, drafting agreements and addressing corporate governance issues.