

Economic Development

We understand that expanding into a new state or region is a challenge—one requiring the experience of attorneys well versed in economic development law and incentive negotiation. From conception to completion, Jones Walker represents public and private interests in all aspects of economic development projects. Our broad-based representation begins with a thorough analysis of each project to better understand the needs and goals of the client, and our team approach emphasizes diligent and practical advice, recognizing that today's economic development and public finance clients often face difficulties in areas outside traditional finance and development law.

Jones Walker's attorneys assist businesses with incentive, tax, environmental, real estate, government relations, utilities and labor and employment issues. We do not offer clients cookie-cutter solutions to pave the way for economic development; rather, we evaluate the challenges individual businesses and organizations face to devise custom solutions that are both effective and cost-conscious. Most importantly, we learn all that we can about our clients' businesses and apply the breadth and depth of our legal force to maximize results. Our economic development attorneys employ a multidisciplinary approach, coupling expertise in multiple areas of legal practice with an understanding of tax, public and private finance, real estate development, administrative law, and government relations to provide clients with innovative and creative approaches to financing economic development projects.

Jones Walker's attorneys, with experience across multiple areas of practice, work closely with clients to devise strategies to enhance financial feasibility and client profitability. Solutions include ad valorem tax relief, tax strategies on franchises and sales taxes, economic development districts, economic development corporations, job programs, Enterprise Zone Programs, Federal Renewal Community Status, economic development programs and structures, cooperative endeavors, new market tax credits, payroll tax rebates, equipment tax incentives, worker training programs, enterprise and community development zones, and infrastructure improvements, all enhanced by federal funding and grant opportunities.

Jones Walker represents all levels of private and public interests in

public-private partnerships. We work closely with in-house and general counsel; consultants; division, parent and subsidiary administrators; consultants; managers; CFOs; CAOs; human resource personnel; engineers; architects; and financial advisers. Our longstanding relationships with state and local government officials, developers, and national economic development and site selection consultants ensure results in negotiating cooperative endeavors and achieving private-public partnerships.

Additionally, Jones Walker's attorneys work extensively with government economic development officials, maintain relationships with commercial real estate developers, and network with national economic development and site selection consultants. The firm has assisted many businesses and industries in negotiating with and securing attractive incentive packages from all levels of government. These packages provide significant benefits to businesses, including job training costs, facility development, tax reductions, and cash rebates and expenses for infrastructure improvements such as roads and utilities.