



Economic Development

Finding The Right Fit

The drive to attract jobs, grow tax bases, and improve the quality of life in towns, cities, and states has led to intense competition for investment from companies looking to locate, expand, or restructure their business. Kilpatrick Townsend helps companies identify the best location and incentives among the communities vying for their project, and negotiates lucrative agreements with state and local governments for companies in a wide range of industries.

Reach

Solid Connections

Our attorneys have strong relationships with communities throughout the Southeast, particularly in the Research Triangle in North Carolina. We have successfully worked with a number of cities, counties, and agencies in the negotiation of incentives and on issues related to green or sustainable development.

Approach

Coordinated Strategy

Our interdisciplinary team understands not only how to leverage relationships, but also how to coordinate the complex, varied requirements to take advantage of present and future incentives. Our experience extends to industries both traditional and innovative, including life science, technology, and home furnishings.

Experience

Represented leading online learning provider Relias Learning in its headquarters relocation to Morrisville, North Carolina, including negotiating incentives package and headquarters lease.

Represent leading global clinical research organization PRA International, in its headquarters relocation to Raleigh, North Carolina, including negotiating incentives package and headquarters lease and providing labor and employment advice.

Represent Optimal Technologies, Inc. — a technology company specializing in energy distribution network analysis and optimization technologies — in its headquarters relocation in North Carolina and related economic incentives.

Secured new U.S. headquarters location for Lenovo Group Ltd, including negotiating a multimillion-dollar incentives package and leasing of 550,000 square feet of office space.

Represent developer in infrastructure, entitlements, and economic development of 8,000 acres in Chatham Park Development.

Negotiated lease for Nestlé Waters North America, Inc. for 165,000 square foot headquarter office facility in Stamford, Connecticut that included governmental incentives and construction documentation and counseling.

Negotiated agreements for the Whitaker Park Development Authority (WPDA) with R.J. Reynolds Tobacco Company regarding the donation of Reynolds' Whitaker Park manufacturing facility to WPDA for economic development purposes.

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