



Economic Development: Womble Carlyle & Your Business

In economic development, negotiating incentives is only part of the battle. Companies looking to grow need guidance in other areas as well—some of which can only be provided by an attorney.

Womble Carlyle's team of experienced economic development lawyers and professionals help companies cover all of their economic development bases throughout the Southeast and Mid-Atlantic, with a focus on North Carolina, South Carolina and Georgia.

Our attorneys start working with clients early in the process. Team members assist with site selection, tax considerations, land use permitting, construction contracts and environmental regulatory compliance.

We also guide clients through the behind-the-scenes issues that can make or break an economic development deal. Politics are personal in this region, and Womble Carlyle's Economic Development team leaders are on a first-name basis with state and local officials in the Carolinas and Georgia. We have earned the trust and respect of those officials through years of close cooperation.

Our team includes:

- The former Director of Economic Development for the 16-county Charlotte Regional Partnership;
- The former Director of Economic Development for the City of Charleston; and
- Google's former Senior Team Leader for Strategic Development.

Team attorneys understand the business and tax needs of companies engaging in economic development, so we strive to negotiate the right incentives and terms to fit each client's specific business model. In addition to our economic development experience, we bring the legal knowledge of a law firm to ensure that all contracts reflect the best interests of our clients.

Our Team:

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Representative Economic Development Projects

Any result the lawyer or law firm may have achieved on behalf of clients in other matters does not necessarily indicate similar results can be obtained for other clients.

- Helped Italian spray coating manufacturer expand original investment and double size of operations in South Carolina.
- Helped bring a “green tech” manufacturing plant to the South Carolina Low Country, generating more than 300 jobs and \$13 million in investment.
- Helped bring an automobile components manufacturing facility to the Charleston, S.C. area. The \$51 million plant is expected to create nearly 100 jobs.
- Counseled the manufacturer of tissue and baby diaper products on all incentive, legislative, state and local tax, construction, environmental, and real-estate related matters for a \$1 billion/1,000 job project in Anderson, S.C.
- Performed incentive negotiation and subsequent agreement drafting together with legislative lobbying and site-work assistance for a number of large data-center projects.
- Assisted three Fortune 100 major pharmaceutical companies with capital investment projects in the \$400+ million dollar range.
- Counseled a company on all state, local & private-based incentive matters, including identification, negotiation, and subsequent incentive grant agreement drafting/documentation affiliated with a client’s \$100 million/100-job wall-board manufacturing plant in Gaston County, N.C.
- Provided site-selection counsel to one of India’s largest private companies during the negotiation of state and local incentives in the Company’s contemplation of establishing its first North American-based manufacturing location.
- Advised a biopharmaceutical company on economic development incentives relating to the planned acquisition and consolidation of facilities, the expansion of an existing biotech fermentation facility, and the creation of a special tax district including the consolidated operation.
- Helped a number of Chinese companies establish their first North American-based subsidiaries in the U.S., form strategic alliances with U.S. partners, resolve disputes with U.S. companies, and protect their intellectual properties in the U.S.