



Economic Development

Burr & Forman's manufacturing experience dates back to the early 1900's when founding partner, Walker Percy, represented Tennessee Coal and Iron (now U.S. Steel Corporation) in an antitrust case. Over the years our manufacturing industry experience has evolved to include economic development and state and local tax incentives, site selection, plant operations, and infrastructure, employment, union avoidance, production equipment contracts, commercial contracts, mergers and acquisitions, financing, supply chain and logistics, and litigation and dispute resolution.

Our unique manufacturing capabilities have played a critical role in attracting major economic development projects to locate and expand in the South, resulting in over \$26 billion in capital investment and the creation of more than 34,000 jobs. Our practitioners have created a cross-disciplinary, client-focused industry team to support our many manufacturing clients.

Site Selection

For over 20 years, we have represented manufacturers and supported site selection consultants in multi-state and intra-state site evaluation and location. Our team provides data, analysis, and advice on everything from the environmental conditions of the site to the surrounding area's demographics and available labor market. Additionally, we have built, and continue to maintain, close working relationships with an extensive network of professional site consultants who provide supplementary insight and value to our manufacturing clients.

Our attorneys have worked as part of the site selection teams for projects such as:

- Mercedes-Benz U.S. International manufacturing plant (Tuscaloosa, Alabama)

PROFESSIONALS

Jeffrey T. Allen
Adam R. Artigliere
Michael W. Burns
Greg Canfield
C. William Daniels, Jr.
Erik P. Doerring
Schuyler K. Espy
Rion DuBose Foley
Jason R. Gabriel
Kevin (Kyubin) Han
Chester "Chet" J. Hosch
Ingu Hwang
Chad N. Johnston
Warren C. Matthews
George E. Morrison
Brandon T. Norris
Denzel E. Okinedo
Norman M. Orr
John F. Rogers, Jr.
Melinda Eubanks Sellers
Bradley C. Skidmore
William "Lee" Thuston
John F. Wall, IV
David G. Wanhatalo

Economic Development

- KIA Motors manufacturing plant (West Point, Georgia)
- SSAB (f/k/a IPSCO Steel) steel mill (Mobile County, Alabama)
- ThyssenKrupp Steel mill (Mobile County, Alabama)
- Kronospan manufacturing plant (Oxford, Alabama)
- Jack Daniels Cooperage project (Lawrence County, Alabama)

Incentive Negotiation

Burr's Manufacturing Industry Group is known for its extensive hands-on experience negotiating incentives packages for our clients. We have served as company counsel on a large number of the significant incentives packages negotiated in the Southeast. In addition to the projects listed above, we've represented existing clients in incentives negotiations for major plant expansions.

A particular strength of the group is our knowledge of the various types of incentives finance, including tax credit and bond financing, conservation easements, state and federal home loans, industrial revenue bonds, public and private ventures and letters of credit, and other securitizations involved in closing these specialized transactions.

Incentive Implementation

Beyond the incentive negotiation process we continue representation of our manufacturing clients through the critical incentive implementation process. Our practitioners are skilled at ensuring that state and local governments and utility providers deliver the promised incentives in a timely manner and to the satisfaction of our clients.

Choice of Entity and Tax Structure

Our business and tax attorneys provide guidance to the start-up company for issues relating to choice of business entity, corporate governance, and tax structures.

Construction

Our construction group represents owners from start-to-finish with all aspects of their construction needs in economic development projects. This involves negotiating project manager/general contractor agreements, overseeing the bidding process, negotiation

SCOPE OF SERVICES

EB-5 Investor Program
Opportunity Zones

RELATED AREAS

Environmental
Labor & Employment
Real Estate
Tax Law
Tax Sales

RELATED INDUSTRIES

Construction & Project Development

Economic Development

of contractor packages, resolving claims, change orders, and pay request disputes. We have developed and implemented extensive claims management processes for large economic development projects.

Real Estate

Our real estate attorneys have extensive experience working through title, survey, and other due diligence issues that impact the automotive industry. These matters include leases and licenses with on and off-site automotive suppliers and warehouses, lease-purchase agreements with governmental entities, and railroad easement negotiations.

Environmental Permitting

We advise our manufacturing clients on permit requirements and related regulatory compliance. This involves:

- Identifying environmental regulatory issues
- Identifying the sequence of permits
- Negotiating permit content and timing with regulatory officials
- Advising on compliance with related regulatory obligations

When necessary we represent clients in third-party environmental permit challenges. We also frequently work with our manufacturing clients to identify consultants and coordinate and review completed work to assure it meets local environmental requirements and time limits.

Contract Negotiations

We have extensive experience negotiating infrastructure contracts with the providers of electricity, natural gas, water and sewer, and telecommunications services.

Government Relations

While we do not represent any state and local governments or public utilities, we have established a solid working relationship with them over the years. We often act as a conduit between our clients and state and local governments and public utilities.

Experience

- Acoustic Solutions Manufacturer Establishes U.S. Headquarters
09.02.2022
- Equipment Company Expands Operations
06.06.2022

Economic Development

News

- Burr Recognized as One of the Top Economic Development Firms in the Southern Region
Firm News, *Southern Business and Development*, 01.31.2024
- Adam Artigliere Selected for Riley Institute's Upstate Diversity Leaders Initiative
Firm News, 01.22.2024
- Denzel Okinedo Details Opportunity Zone Investment Program and Future Changes for Business Alabama
Media Mention, *Business Alabama*, 12.21.2023
- Burr & Forman Represents e-VAC Magnetics in First South Carolina Project
Firm News, 12.13.2023
- Burr & Forman Represents Blanchard Machinery Company in South Carolina Expansion
Firm News, 07.20.2023

Events

- Community Development Institute Southeast
Speaking Engagement, Bryant Conference Center, 06.10.2024
- 2024 Economic Update with Greg Canfield
Speaking Engagement, The Jimmie Hale Mission, 01.25.2024

Publications

- Treasury and IRS Issue Proposed Regulations on Prevailing Wage and Apprenticeship Requirements for Inflation Reduction Act's Increased Energy Credit or Deduction Amounts
Article, 10.05.2023
- Georgia Appellate Court Overturns Lower Court's Denial of Bond Incentives for Rivian Investment
Article, 06.30.2023
- Alabama Enacts "The Game Plan": Legislation to Enhance the State's Economic Growth
Article, 06.27.2023
- To Fee or Not to Fee: New Law Changes the Fee In Lieu of Tax Analysis for Manufacturers
Tax Law Insights, 07.13.2022
- John Wall Details South Carolina's Bright Economic Outlook for Local Business Magazines
Firm News, 03.04.2022