

## **FOR IMMEDIATE RELEASE:**

**CONTACT:** Paris H. Loesch, Executive Vice President  
Development Advisors, LLC  
(704) 521-5240

## **Charlotte Financial Executives Network Group to Discuss Economic Development Incentives**

(Charlotte, NC. March 23, 2011) Charlotte area Financial Executives will meet with Development Advisors, LLC on May 26, 2011 to discuss the importance of economic development incentives in strategic planning and site selection. The event will be co-hosted by The FENG (Financial Executives Network Group) of Charlotte at the Carmel Country Club from 7:30 a.m. to 9:00 a.m.

“Business is improving in the U.S. and financial executives are playing a prominent role in their companies’ strategic expansion plans. They want to pick the best locations for expansion and ensure they are maximizing the financial support available from public and private entities as an integral part of their IRR calculations.” noted John Krug, vice president and senior consultant at Development Advisors.

Over 100 incentive deals are reported each month across a variety of industry sectors and geographies. Research indicates over \$100 billion worth of economic development incentives have been awarded since 2009; North Carolina alone has awarded \$2 billion since 2009. Development Advisors estimates that less than 10% of all companies pursue incentives and only a third finish the process successfully. When completed, they typically under-achieve financial goals by as much as half.

“Incentive negotiations are more complex and more competitive today than any time in recent history. There are more demands and fewer dollars available, compounded by changing tax codes, heightened sensitivity to performance factors and complicated contractual requirements. Firms are at an informational disadvantage and run the risk of missing significant opportunities to improve their ROI.” commented Patric Zimmer, president and founder of Development Advisors, LLC.

The Carmel Country Club is located at 4735 Carmel Road in Charlotte and the event runs from 7:30 a.m. to 9:00 a.m. Contact Paris Loesch or Maureen Beck at (704) 521-5240 or Tom Maupin at (704) 887-9761 to RSVP.

###

### About FENG Charlotte

*The Charlotte chapter of Financial Executives Network Group (FENG) has almost 900 professionals of whom more than half are actively employed and supporting job seekers. Monthly chapter meetings are held the second Monday of the month. These are casual and generally last an hour providing members with time for 1:1 networking or small group gatherings for private meetings, dinner or cocktails afterwards. More information can be found at [www.thefeng.org](http://www.thefeng.org). Tom Maupin is Chairman of the Charlotte Chapter and can be reached at (704) 887-9761.*

### About Development Advisors

*Development Advisors is a business consulting firm that helps companies select the best location for their operations and maximize the IRR associated with their capital investments. Development Advisors has worked throughout the United States since its founding in 1996 on projects ranging from \$2 million to over \$400 million in capital investment. Projects include expansions, relocations, realignments and consolidations, mergers and acquisitions. The firm specializes in confidential location solutions including location analysis and selection, incentive analysis and negotiations and real estate advisory.*