



THE SIOR – RSH GROUP STRATEGIC ALLIANCE



The RSH Group is a world-class provider of commercial real estate financial and tax benefit solutions. We are a leader in Incentive-Benefit Negotiations, Site Selection Evaluation, Compliance Management, Cost Segregation Studies, and reverse auction energy programs. A “Go To” resource for SIOR members requiring unique solutions. As the practice leader of the former Tax Incentive Negotiation, Compliance and Site Selection practice of Arthur Andersen, RSH brings 30+ years of financial and specialized advisory services to improve the

fiscal performance of an organization’s new or existing facilities, expansions, consolidations, dispositions, and relocations. Our firm obtains substantial financial, incentive and tax benefits for the \$500 million project or \$5 million dollar project. In essence, RSH delivers effective solutions that meet all client expectations in a professional, confidential and timely manner. The consultant components available to SIOR members through this strategic alliance are outlined below.

WHAT WE DO:

SITE EVALUATION/SELECTION

The RSH Group’s core expertise embraces the design and creation of corporate location strategy. For roughly three decades, we have been counseling businesses on where to locate office, manufacturing, distribution and research/laboratory operations.

RSH's primary mission is to help SIOR members maximize business success through the selection of the optimal locations for corporate facilities. Our surveys can assist client management in answering questions such as:

- Do my competitors have a built in advantage, given location of comparable operations?
- Should we expand on site or establish a new facility?
- Where is the best long-range location for a new business entity?
- Given selected circumstances, does it make sense to relocate affected operations?
- Can we successfully compete for requisite labor in an existing location?
- In a new location what will it take for us to be viewed as a preferred place to work?
- What are the location pluses and minuses of onshore vs. offshore?

THE PRIMARY RSH CONTACT FOR SITE SELECTION IS:

MARC BERG

PH. 1(888) 915-6905 / EMAIL mberg@thershgroup.com

INCENTIVE BENEFIT NEGOTIATIONS

The RSH Group assists corporations in obtaining government incentives for job retention, existing location expansion, and new facility job creation/investment. In one or more finalist locations, The RSH Group will negotiate a package of incentives custom-designed for each client's unique situation and guaranteed to (1) lower initial start-up costs and (2) provide on-going operating cost savings. During negotiations, we work closely with the SIOR broker, the company's finance, legal, business operations, and corporate affairs representatives.

THE PRIMARY RSH CONTACT FOR INCENTIVE NEGOTIATION SERVICES IS:

MARC BERG

PH. 1(888) 915-6905 / EMAIL mberg@thershgroup.com

COST SEGREGATION SERVICES

Cost Segregation is an IRS-approved methodology that is used to accelerate asset depreciation and reduce federal income taxes for owners and users of commercial properties. This is valid for both owned property and leasehold improvements on leased facilities. A Cost Segregation Study *identifies* real property and personal property assets and *reclassifies* personal property assets from 27.5 or 39-year depreciation schedules to 5, 7 or 15-year depreciation schedules. This maximizes depreciation expenses and reduces federal income tax obligations. Reduced income tax obligation consequently benefit property owners and businesses with increased cash flow. Cost Segregation can also be conducted on older properties either constructed or acquired in prior tax years. In this "Look Back" format, the catch-up depreciation is reflected on the next income tax filing and potentially provides property owners or businesses with substantial tax refunds. This also provides substantial benefits in Estate Planning. To make sure we provide the highest level of benefits, we first conduct a no cost analysis on SIOR member's client's property to verify the available cash flow improvement.

THE PRIMARY RSH CONTACT FOR COST SEGREGATION SERVICES IS:

JOHN SCHUETZ

PH. 1(888) 915-6905 / MOBILE (949)939-2886 / EMAIL jschuetz@thershgroup.com

COMPLIANCE MANAGEMENT

RSH Group monitors the incentive program negotiated in accordance with the terms and conditions set forth in the contract to ensure compliance and contribution to the client. Negotiated incentives require follow-up and follow-through. It is a critical value part of the process and typically overlooked or taken for granted by corporations, as **over 50%** of all negotiated incentives are never collected. We offer this Compliance Management as a standard benefit of our Incentives Benefits Negotiation program, however The RSH Group can also offer this service to SIOR members clients who currently have no tracking program in place.

Our compliance management group monitors your incentives package through the entire collection period, resolves issues and files all the necessary documentation and reports. Our proprietary web enabled project management tool is accessible to our clients at all times for monitoring, if desired, and ensures that all aspects of a project are taken into consideration with the highest level of security and confidentiality.

THE PRIMARY RSH CONTACT FOR COMPLIANCE MANAGEMENT IS:

JOHN SCHUETZ

CAPITAL PLACEMENT

For private and institutional investors seeking to acquire industry specific companies, or for companies seeking investment or equity capital for expansion, or outright acquisition, The RSH Group has a network of investors in both the private and institutional markets able to support projects from \$5 million to \$200 million plus with both traditional, off-book, and off-shore financing. New projects require new approaches to finance. The RSH Group can help you meet the challenges of today's marketplace.

THE PRIMARY RSH CONTACT FOR CAPITAL PLACEMENT IS:

JOHN SCHUETZ

PH. 1(888) 915=6905 / MOBILE (949)939-2886 / EMAIL jschuetz@thershgroup.com

ROYALTY PAYMENTS:

As a Strategic Partner with The Society of Industrial and Office Realtors and their member brokers, The RSH Group provides a royalty payment to both SIOR and the member brokers on all fees collected. This royalty payment for brokers amounts to 14% of total fees collected for Site Selection, Cost Segregation, Compliance Management and Capital Placement. Incentive Benefit Negotiations provide a 22% Royalty payment.

For additional information: John Schuetz, 949-305-7290 (Office) 949-939-2886 (Mobile), or jschuetz@theRSHgroup.com.

