Market Entry Analytics

Before capital is committed for a new location or expansion, business stakeholders require accurate, comparable, and defensible data on regional economic stability, supply chain access, cost structure, workforce depth, infrastructure capacity, competitive dynamics, and incentive feasibility. Rigorous analysis reduces uncertainty and supports confident investment decisions.

Specialty Tax Group provides independent, data-driven market studies and incentives advisory aligned with operating requirements to support confident location decisions and strengthen long-term project economics.

MARKET SELECTION + COMPARATIVE ANALYSIS

Shortlisted markets are evaluated across the factors that most directly impact long-term performance:

- Logistics access, transportation efficiency, and supply chain costs
- Real estate availability, pricing, timelines, and site readiness
- Labor supply, wage levels, training resources, and scalability
- Proximity to customers, suppliers, and growth markets
- Regional economic health, demographics, and cost-of-living dynamics
- Tax structure and recurring operating cost implications
- Infrastructure capacity, utilities, and permitting environment
- Availability and potential value of state and local incentives
- Competitive density and presence of peer or complementary businesses

INCENTIVES IDENTIFICATION + NEGOTIATION

We identify, model, and support the capture of incentives that improve project economics, including:

- Job creation and capital investment tax credits and abatements
- Workforce training grants and customized training programs
- Infrastructure and site-readiness support
- Performance-based incentives aligned to achievable milestones

BUILT-IN RISK MITIGATION

Our approach helps organizations:

- Quantify total operating and occupancy costs across markets
- Avoid over-concentrated or highly competitive labor environments
- Align site decisions with realistic workforce and growth assumptions
- Confirm incentives are achievable, compliant, and monetizable
- Preserve flexibility and scalability over time

CONTACT US

We deliver comprehensive, objective market evaluations comparing candidate locations across supply chain access, cost structure, workforce dynamics, infrastructure capacity, tax environment, and incentive opportunity, aligned to each company's operating model and growth strategy so leadership can move forward with clarity and confidence.

GET STARTED

Discuss your market entry strategy and determine whether a proactive study can strengthen your expansion decision.

Shelly Carmichael

Shelly.Carmichael@SpecialtyTaxGroup.com
(470) 934-2567

LEARN MORE

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www.specialtytaxgroup.com