



Incentives strategy to support Headquarter relocation

BLS worked with New York Life to implement multiple projects. The initial project involved the relocation of approximately 1000 employees from the company's Manhattan headquarters location to a new facility in Westchester, NY.

BLS was successful in securing an economic development incentive package valued at more than \$12 million NPV. The package included a PILOT (Payment in Lieu of Taxes), sales tax exemptions on construction materials and FF&E purchases. State capital grant and a discount of the utility bills.

Results:

- * Incentives: **\$12 Million NPV**
- * Jobs: **1000**

