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We have had the opportunity to advise and assist Pearson, plc. in the development and implementation of various incentives strategies in connection with the company's national reorganization and restructuring of its warehouse and distribution operations. In connection with recent acquisitions, Pearson restructured its warehouse/distribution network to absorb diverse operations, implement efficiencies and improve service. BLS worked with the company to structure and implement a "strategic package" through which the relocation of regional warehouse/distribution operations to a major new facility in New Jersey also served as the catalyst for a broader transaction under which Pearson also received incentives in connection with its headquarters as well.

In connection with a separate project, BLS also planned and executed a two-state competitive strategy involving the expansion of an existing Pearson warehouse/distribution facility in Ohio or Indiana which resulted in the company obtaining real property tax abatement, income/franchise tax credits and training cost reimbursements for the ultimate expansion of its Lebanon, IN warehouse/distribution facility.

