



### Smart Location

**Easy access to national and global markets** - Europe and Silicon Valley are 5 hours away by plane, New York City and Washington D.C. are less than 2 hours away by high-speed train

PHL offers **525 daily departures to 130 nonstop destinations**, including more than 30 international destinations

### Smart People

A regional labor pool of more than 3 million people

**101 colleges and universities in the region** which build a talent pipeline of recent graduates

Among the nation's 30 largest cities, **largest percent growth of millennials** (born 1980-2000)

### Smart Company

More than **\$10.5 billion spent annually** in Research & Development

**Ranked 6th out of 10 US cities for generating the best VC returns**, outranking Boston, NYC and Austin

# International Business Attraction

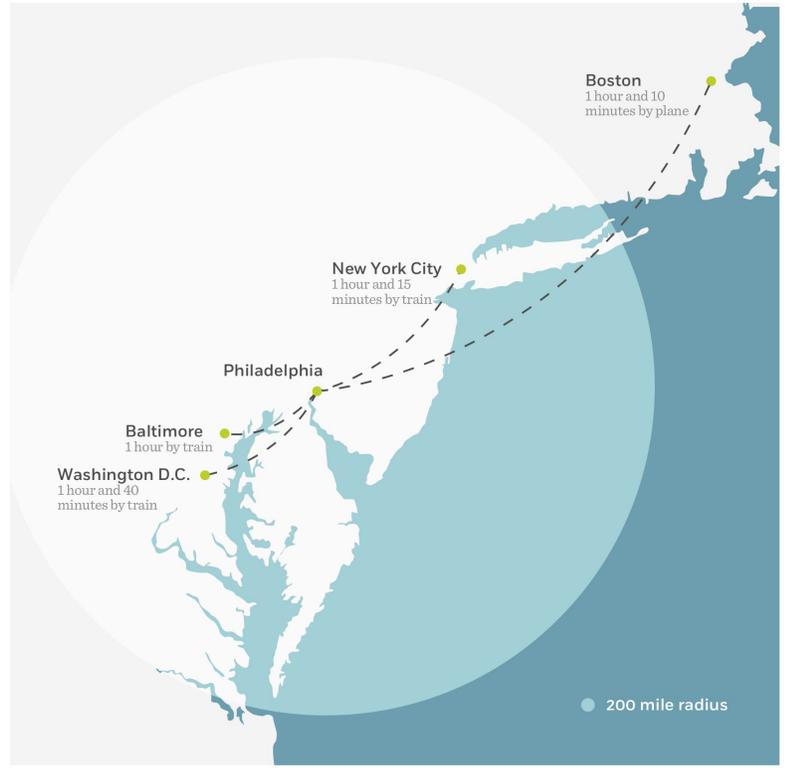
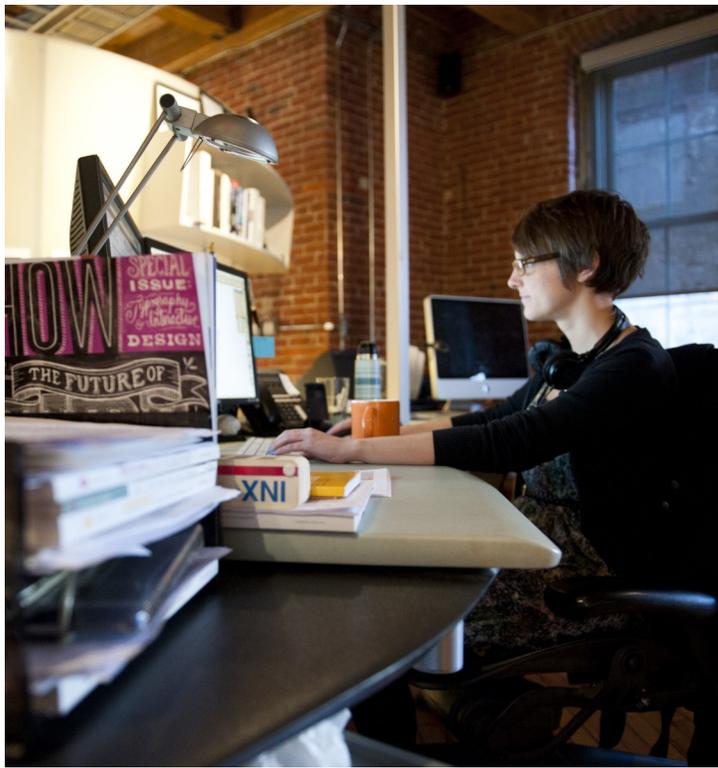
The Department of Commerce connects companies to resources and networks in Philadelphia

With strengths in Life Sciences, Education, Financial Services, and Technology, the City of Philadelphia invites businesses from around the world to explore the many benefits of locating here.

The Department of Commerce is your first step to gain information about Philadelphia, local and state incentives, and key business introductions. We provide comprehensive assistance through strategic partnerships with the World Trade Center, Select Greater Philadelphia, Philadelphia Convention and Visitor Bureau, Commonwealth of Pennsylvania, and Citizen Diplomacy International.

**"Philadelphia is a dynamic and urban area. From a strategic point of view we could not ask for a more suitable location near the airport, port and train stations, offering the infrastructure we need. We'll never have any issues reaching customers no matter where they are! We will be operating from within an historic environment offering an attractive surrounding for employees as well as our customers. "**

**-Holger Deimann  
CEO, Certuss USA**



## Smart Tax Incentives

**Jump Start Philly** exempts new businesses that create at least six jobs in the first two years of operations in Philadelphia from paying the Business Income and Receipts Tax (BIRT) during those first two years. Additionally, fees are waived for eligible new businesses for a variety of licenses and registrations.

Certified B Corporations are also eligible for a one-year extension of benefits of the Jump Start Philly program.

**Job Creation Tax Credit** may be applied against the City's BIRT liability. Under the program, for each qualified new full-time job created in the City of Philadelphia, eligible businesses may claim a tax credit of \$5,000. To qualify for the credit, a business must demonstrate the ability to create at least 25 new full-time jobs, or increase fulltime workforce in Philadelphia by at least 20%, within a five-year period.

## Sustainable Business Tax Credit

Businesses certified as a B Corporations may be eligible for a \$4,000 Sustainable Business Tax Credit.

**Keystone Innovation Zones (KIZ)** A Commonwealth of Pennsylvania program, technology and life science companies that are less than eight years old, and located in a zone, can apply for up to \$100,000 of saleable tax credits from Pennsylvania annually. Philadelphia has three KIZ zones: the University City KIZ, the Navy Yard KIZ, and the Bio 611 KIZ.

**Keystone Opportunity Zones (KOZ)** The Commonwealth of Pennsylvania created the KOZ Program to spur investment in areas where little or no development has taken place. KOZs are geographic areas that eliminate specific state and local taxes for a set amount of time. Learn more at [www.kozphila.org](http://www.kozphila.org)

## Smart Tax Changes

**\$100,000 BIRT Exemption** For all businesses, the first \$100,000 in gross receipts and a proportionate share of net income from the business income and receipts tax is exempted.

**Market-Based Sourcing for Software Companies** Software companies in Philadelphia have the benefit of a tax treatment called Market-Based Sourcing,

in which the company only pays the BIRT based on the sales that occur in Philadelphia. For most services-based industries, the sale is interpreted to occur where the service is performed (no matter where the client is located), however legislation now interprets sales for software companies to be where the client is located.

## Smart Partners

**StartupPHL** is the City of Philadelphia's platform for supporting entrepreneurship and startup activity, and includes a \$6 million seed and angel fund. [www.startupphl.com](http://www.startupphl.com)

**Ben Franklin Technology Partners** provides entrepreneurs and established businesses with the capital, knowledge and networks to compete in the global marketplace. [www.sep.benfranklin.org](http://www.sep.benfranklin.org).

**PIDC** offers flexible financing products, a targeted portfolio of industrial and commercial real estate, and decades of Philadelphia-based knowledge, providing the resources and expertise to help businesses invest, develop, and grow in Philadelphia.