



## Sam C. Moses

Partner

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t 803.253.6842



Sam Moses is a corporate and economic development attorney who represents U.S. and international companies, including manufacturers, distributors, industrial developers, and renewable energy businesses. He advises on a variety of transactions and coordinates business expansion and incentives projects for companies throughout the United States.

Prior to joining Parker Poe, he served as managing director of the State of South Carolina's European Office in Germany, advising European investors on U.S. site location projects. He also managed South Carolina's export development program for Europe, Africa, and the Middle East, advising U.S. companies on international trade and market entry strategies. In 2002, he was selected to serve as a Robert Bosch Foundation Fellow in Frankfurt, Germany, during which he worked for Credit Suisse First Boston and Gleiss Lutz, a leading German law firm.

Since 2010, Sam has been involved in business expansion and incentives projects resulting in more than \$6 billion in capital investment, as well as the creation of more than 6,000 jobs in various industries, including food processing, automotive, powertrain, metalworking, advanced materials, electronics, renewable energy, chemicals, agribusiness, and aerospace.

### REPRESENTATIVE EXPERIENCE

- Advised companies from Germany, Canada, China, Austria, Italy, France, United Kingdom, Switzerland, Spain, Portugal, Israel, Poland, India, Indonesia, Chile, Brazil, Mexico, Slovenia, and South Africa.
- Represented U.S. and international clients on corporate relocation, site selection, business expansion, and incentives projects.
- Advised U.S. and international companies on business transactions, commercial contracts, joint ventures, mergers and acquisitions, and general corporate matters.
- Counseled businesses on state and local tax matters.
- Advised renewable energy developers on various legal matters relating to utility-scale solar developments, including state and local taxes and business incentives.
- Assisted businesses in structuring various economic development incentive agreements with federal, state, and local governments as well as with other project stakeholders.
- Advised international companies on general employment and business immigration issues.



### COLUMBIA OFFICE



### PRACTICE AREAS

- Beverage Industry
- Business Law
- Commercial Contracts
- Economic Development
- Immigration
- International Business
- International Tax
- Mergers, Acquisitions & Joint Ventures
- New Markets Tax Credits
- Public Finance
- Opportunity Zones
- Renewable Energy
- State & Local Tax
- Tax Credits & Incentives
- Navigating the Coronavirus Pandemic



### EDUCATION

- University of South Carolina  
JD, 1998
- University of South Carolina  
MIBS, 1998
- University of South Carolina  
BA, *cum laude*, 1994



### ADMISSIONS

- South Carolina, 1998



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- Advised local governments on economic development and project financing matters.

### CLIENT ALERTS

- "Highlights From South Carolina's New Roadmap to Economy Recovery From COVID-19," June 2020
- "Tracking State and Local Orders and Reopening Guidance Affecting Manufacturing and Warehousing Operations," April 2020
- "Some Chinese Imports Will Be Cheaper for U.S. Businesses in Spite of This Week's Tariff News. Here's Why.," September 2018
- "Global Carolina Connections Conference Helps Business Leaders 'Stay Up to Date' on Foreign Investment in the Southeast," August 2018
- "U.S. Plans Tariffs on More Chinese Products," July 2018
- "Uncertain About Tariffs on Chinese Products? Here's the Updated List," July 2018
- "International Business Leaders Talk Chinese Investment, Automotive Trends, and Millennial Employees at Global Carolina Connections," August 2017
- "New Governmental Accounting Standards Board ("GASB") Rules Require Governments to Disclose Tax Abatement Agreements in Financial Statements," November 2015
- "Exploring for State and Local Business Incentives: Finding the Highest Ground for Growth," November 2009

### PUBLICATIONS

- "How to Complete Foreign Direct Investment Projects Amid the Pandemic," Global Trade Magazine, October 2020
- "How Manufacturers Can Prepare for Additional COVID-19 Challenges," IndustryWeek, May 2020
- "What's Leading Manufacturers to the Carolinas?," Manufacturing Best Practices, January 2020
- "Three Big Questions (and Answers) for Auto Companies in the Southeast," IndustryWeek, November 2019



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- "A Convergence of Trends in the U.S. Automotive Industry Continues to Create Opportunity for Innovative Logistics Services," Supply Chain World, August 2019
- "Economic Boom and Government Policies Make Now a Good Time to Invest in the U.S.," TerraLex Connections, May 2018

### **SPEAKING ENGAGEMENTS**

- "Navigating Commercial Contracts in the Face of COVID-19," GACC South & Parker Poe Webinar, April 2020
- "Navigating & Understanding Tariffs: Updates for German-American Industry," German-American Business Summit, February 2019
- "Understanding & Navigating Tariffs: An Overview for Richland County Manufacturers," Richland County Industry Council , November 2018
- "Doing Business in the United States," FKG: Scandinavia Automotive Supplier Summit, October 2018
- "Doing Business in the Southeast United States," Turku Science Park, Finland, December 2017
- "The German-American Chamber of Commerce: A Vehicle to the World," 2017 International Forum for German and Spanish in the Professions, September 2017
- "Business Credits and Incentives: Site Selection Trends in the U.S. and Mexico," Parker Poe Tax Forum, November 2016
- "Legal & Business Aspects of Doing Business in the United States," Scandinavian Automotive Supplier Association, Delegation in South Carolina, February 2016
- "The NAFTA Market: Selling and Expanding into Mexico and Canada," Navigating the Legal Waters: Foreign-Owned Businesses in the U.S., December 2015
- "Global Leadership on Display at Global Carolina Connections 2014," Global Leadership on Display at Global Carolina Connections 2014, August 11, 2014



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### HONORS

- *The Best Lawyers in America* in Economic Development Law, 2020-2021
- *Columbia Business Monthly's* Top Attorney in International Law, 2018-2019; "Legal Elite" in International Law, 2013, 2015, 2018-2020, Corporate Law, Mergers & Acquisitions, 2020, Energy & Utilities, 2020
- Martindale-Hubbell AV® Preeminent™ in International Business Law; Business Law; Economic Development; International Law; Corporate Law; International Corporate Law; Local Taxation; Tax Incentives

### MEMBERSHIPS

- South Carolina I-77 Alliance, Board of Directors, 2020-present
- Global Carolina Connections Conference, Co-Founder
- German American Chamber of Commerce of the Southern United States, Board of Directors, 2011-2019
- South Carolina Economic Developers' Association
- Palmetto Partners
- South Carolina Solar Business Alliance
- Midlands International Trade Association
- World Affairs Council, Columbia Chapter
- Columbia Jewish Community Center, Board of Directors, 2009-2018
- Council of American States in Europe, Member & Germany Coordinator, 2004-2007
- American Chamber of Commerce in Italy, 2006-2007
- American Israel Public Affairs Committee, National Council Member, and Co-Chair, Columbia AIPAC Board, 2009-2013
- Anna Boyd Childhood Development Center, Schools of Promise Committee, Richland School District 2, 2000