
Nexstair Technologies LLC

RSP · PRE-BID RESPONSE SUPPORT · US SLED PRACTICE

CASE STUDY · RFP 2026-07-02

City of Gibraltar Michigan

Data Center Tax Consultant

Tax Incentive & Economic Development Advisory

SOW DECODE · COMPLIANCE MAPPING · RESPONSE PACKAGE

Nexstair Technologies provides Resource Support Partner (RSP) services to a US Prime Contractor pursuing the City of Gibraltar's RFP for data center tax consulting — covering incentive evaluation, financial modeling, PILOT structuring, negotiation support, and Michigan tax compliance.

CLIENT CONTEXT

Client:	City of Gibraltar, Wayne County, Michigan
Opportunity:	RFP 2026-07-02 · Data Center Tax Consultant
Our Role:	Resource Support Partner (RSP) · Pre-Bid Response Support
Engagement:	Masked technology support to US Prime Contractor

PILOT

Tax Abatement
Structuring

Models

Financial & Tax
Modeling

Audit

Defense
Support

Aug 3

Submission
Deadline

01

Executive Summary

The City of Gibraltar, Michigan needs a qualified tax consulting firm to advise on data center taxation, tax incentives, and economic development strategy. The engagement covers incentive evaluation, financial modeling, PILOT and abatement structuring, negotiation support, property tax classification analysis, and ongoing Michigan tax compliance advisory through the life of any resulting data center project.

Nexstair engaged as Resource Support Partner — providing SOW decode, compliance mapping, financial modeling documentation support, and response packaging.

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The Challenge

Key Requirements Addressed

- Evaluate state and local tax incentives including sales/use tax exemptions and personal property tax relief
- Build financial models projecting tax impacts and revenue scenarios under different incentive structures
- Structure PILOT (Payment in Lieu of Taxes) agreements for data center developers
- Support the City in negotiating incentive agreements with developers and stakeholders
- Analyze property tax classification and valuation methodology for data center assets
- Advise on Michigan tax law compliance and reporting obligations
- Provide audit defense support if incentive agreements are challenged

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Our Solution

Workstream	Description
SOW Decode	Reviewed full RFP scope across incentive evaluation, financial modeling, PILOT structuring, negotiation support, and compliance advisory.
Compliance Mapping	Mapped requirements against NAICS 541990, NIGP 918/961/946, Michigan procurement law, and insurance minimums including E&O; coverage.
Financial Modeling Support	Documented tax impact projection methodology, revenue scenario frameworks, and abatement comparison models.
Response Packaging	Assembled qualifications, methodology narratives, and work plan into submission-ready format.

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Results & Outcomes

- **Tax Incentive Framework** — State and local incentive analysis methodology documented across sales/use tax, property tax, and infrastructure programs.
- **Financial Modeling Methodology** — Revenue projection and scenario analysis framework ready for deployment on data center valuation.
- **PILOT Structuring Approach** — Abatement and PILOT agreement architecture documented with negotiation positioning guidance.
- **Reusable Framework** — Response model now a template for future economic development and tax incentive consulting opportunities.

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About Nexstair Technologies

Nexstair Technologies LLC is a Wyoming-registered IT services company delivering AI automation, web development, SEO, and digital infrastructure as a Resource Support Partner (RSP) to US prime contractors pursuing SLED opportunities. Operating from a delivery center in Islamabad, Pakistan with US coordination in Casper, Wyoming — NDA-first, masked engagement, no direct client contact.

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