



The Power Fueling Growth

CASE STUDY: An Illinois based aerospace company

Client Profile: Aerospace company, employing 8 FT professionals to service the aviation aftermarket industry outgrows operations in Chicago, IL. Retains ENJEN's Growth Advocate team to leverage State Incentive offer.

Considerations: In order to stay in Illinois the company was looking to leverage assistance in lowering the cost of doing business in Illinois. Since its launch in 2014, ENJEN's client had seen enormous growth at an expedited rate, doubling its revenue by the end of its first 2 years only to double again in 2017 increasing from 7M to a projected 20M in revenue. To achieve such growth, additional office and warehouse space was needed, more staff needed to be brought on and new training and resources were required.

Capital Investment projections: Capital Investment estimates were \$1,000,000 over a period of ten years based on building lease expense, job training costs, and R&D expenses.

Job Creation projections: to be an additional 8 full-time positions at an estimated average annual salary of \$80,000. Additionally, 55 employees projected within 5 years.

Award offers: ENJEN Growth Advocates utilized our relationships within Illinois and Wisconsin and several local municipalities, on behalf of growth projections, in order to receive incentive award offers. ENJEN proffered \$732,600 in State tax credits, with an additional 10% of annual training expenses, 50% reimbursement of customized training, and government lending at 2% below prime with a calculated interest savings of \$54,977. The client utilized ENJEN's legal team for application and legal reviews which amounted to an estimated savings of \$21,000 in legal fees.

Total savings proffered: \$808,577