



**The Power Fueling Growth**

## **CASE STUDY: East food aerospace company**

### **PENNSYLVANIA FOOD MANUFACTURER - 8 EXISTING JOBS CREATING 12**

**Client Profile:** Growing organic food manufacturer residing in Boulder, Co seeks to expand their new headquarters and manufacturing facility on the east coast. In order to meet the demands of new contracts and expanding product lines the partners in a small food manufacturing business where facing the daunting and expensive task of establishing a new facility on the opposite side of the country. ENJEN Growth Coordinators were hired to oversee the garnering of incentives that made the move possible.

**Considerations:** Early successes indicates significant growth and expansion as an opportunity. r Expansion plans included implementing a full time manufacturing facility, purchasing manufacturing The company needed to move quickly on a new facility in order to meet the demand for new product lines.

**Capital Investment projections:** Capital Investment estimates were \$300K to \$400K over a period of two years based on building lease expense, equipment purchases, hiring expenses, job training costs, and R&D expenses.

**Job Creation projections:** The estimated creation of 12 full time employees are projected within 4 years, at an average annual salary of \$50,000.

**Award offers:** ENJEN Growth Advocates coordinated a cash grant offer from the State of Delaware and a competitive offer of a low government interest loan concurrently with salable tax credits valued over \$800,000, from the state of Pennsylvania. ENJEN established key relationships to support the company in the loan process and coordinated key site selection milestones with the added benefit of removing typical financial and time barriers.