



The Power Fueling Growth

CASE STUDY: Midwestern architectural lighting firm

Client Profile: A 15 person midwestern architectural lighting firm in high growth mode seeks to expand operations due to the securing of expanded roles with two of its customers.

Considerations: As an original equipment manufacturer (OEM) division, that provides a high level of customization for customers they also found the need to provide a future e-commerce business sparking new revenue channels. The company needed assistance in leveling the playing field by lowering the cost of doing business in Illinois.

Capital Investment: Capital Investment estimates were \$1.5M over a period of 10 years based on lease expense, job training costs, leasehold improvements, and R&D expenses.

Job Creation: Company projected the addition of 30 full-time employees, at an average annual salary of \$75,000.

Award offers: Illinois and Wisconsin were explored on behalf of growth projections, in order to receive incentive award offers. ENJEN proffered \$756,875 in state tax credits offers from Illinois and \$973,000 from Wisconsin in estimated support, with an additional \$64,500 for annual training expenses. The client utilized ENJEN's legal team for application and legal reviews which amounted to an estimated savings of \$25,000 in legal fees.

Awards presented: \$1,062,500