



PENNSYLVANIA FOOD MANUFACTURER - 8 EXISTING JOBS CREATING 12

Client Profile: Scaling 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 Connects was used to garner options and incentives that made the move and Capex investments possible.

Considerations: Early successes indicates significant growth and expansion as an opportunity. 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.

Discovered: A cash grant offer, of \$150,000 came from the State of Delaware and from the state of Pennsylvania, a competitive offer of a low government interest loan concurrently with salable tax credits valued over \$800,000 were garnered. ENJEN was used to connect key relationships which supported the company in the loan process and coordinated key site selection milestones with the added benefit of removing typical financial and time barriers.