



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.

ENJEN Connects was used to garner options and incentives that made the move and Capex investments possible.

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 Projections: 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

Discovered: Illinois and Wisconsin were explored on behalf of growth projections, in order to receive incentive award offers. ENJEN discovered \$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.

Total: \$1,062,500 proffered