



Logistics and Warehousing company - 150 EXISTING JOBS CREATING 150

Client Profile: A premier upper midwest logistics and transportation providers with the highest customer satisfaction rates and lowest employee turnover rate in the industry seeks to build new Headquarters. Driving the vision for a new HQ is a significant increase in new customers which increased projections for demand over the next 10+ years.. Thus the company was seeking to expand its current 26,000 sq ft facility to 130,000. This includes office space of 30,000 sq ft with an additional 100,000 sq ft warehouse. Company projections are looking to double the amount of full time employees in the next five years.

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

Considerations: Current space is not only limited in adequate and functional area, but it is also finding that it is difficult to take on new clients due to the lack of space. In order to stay in state, the company needed assistance in leveling the playing field by lowering the cost of doing business. Location Visibility was top priority for access to recruit talent pool.

Capital Investment Projections: The growth projections included, capital investment estimates between \$15M - \$25M in Real Estate, equipment, construction, site improvements, and training.

Job Creation: Estimated increase of 150 jobs above their current 150, with average wages at \$64K annually.

Discovered: Two competing states offered tailored tax credits/rebates for income tax, Federal and State R&D credits, workforce development grants, and real estate tax abatement local level, ranging between \$4M - \$6M. The outside offers were utilized to create a tailored and maximized incentive offering leveraged with in the state and local municipality of their choice and to negotiate flexible project start dates.