



MIDWEST ROBOTICS INTEGRATION COMPANY - 200 EXISTING JOBS CREATING 70

Client Profile: Midwest robotics systems integrator, in a high growth cycle needed to create efficiencies that could support job growth, options for expansion, increasing business revenues, and to develop a skills training center with access to existing and future labor pool. Previous efforts by the company to obtain government savings/funding had resulted in training grants and some R&D credits with a value of less than \$750K

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

Considerations: Creating new jobs, access to talent pool and creation of a smart campus in advances robotics aligned with suitable location matches to create a competitive market in the areas of Michigan, Indiana, Illinois, Iowa, Wisconsin, and Pennsylvania, along with an offer from Queretaro, Mexico.

Capital Investment Projections: The company's growth story included, capital investment estimates between \$25M - \$45M with job creation to be an additional 55 jobs with average wages at \$32/hour.

Discovered: Seven competing states offered tailored tax credits/rebates for income tax and R&D, workforce development grants, and real estate tax abatement at state and local level, ranging between \$4M - \$10M. 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.

Connective relationships were made nationally and abroad to create opportunities for companies to receive maximized tailored government incentives offers around job creation.