

# SITE SELECTION & INCENTIVES CLIENT STORY

## PRACTICE HIGHLIGHTS

### ASSESSING & PLANNING

- Thorough assessment of project
- Objective analysis of possible incentives
- Detailed understanding of client requirements, needs, & wants

### EVALUATION & SELECTION

- Project management experience
- Streamlined Process
- Detailed Cost Analysis
- Incentive Negotiation
- Objective and Independent

### IMPLEMENTATION & ORGANIZATION

- Completion of Applications
- Streamlined communication
- Providing all necessary tools for success
- Ongoing Compliance Management

## OUR EXPERTS

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## PROJECT OPPORTUNITY

This Software as a Service (SaaS) company offers a platform that connects businesses with not-for-profit organizations and opportunities with local charities, with the goal to simplify the process of finding volunteer activities for corporations, groups and individuals interested in giving back.

Given increased interest in the platform, the company was looking to hire 100+ new employees over the next five years with a capital investment of approximately \$1 million. It was also interested in acquiring a central business location somewhere in the Midwest.

## SUPPORT FROM SIKICH

The client came to Sikich's site selection and incentives team for assistance with negotiating government incentives with state economic development agency. Due to the company meeting the minimum threshold of job creation, 15+ over five years, we were able to introduce the project to the Indiana Economic Development Corporation (IEDC) and secure incentives to support the company's plans for growth in Indiana.



### STATE AND LOCAL INCENTIVES PROCURED IN SUPPORT OF THE PROJECT

\$1,650,000 Refundable Income Tax Credits

\$100,000 Training Grant

**\$1,750,000 Total Incentives**

### ACHIEVED INCENTIVE RESULTS

*Incentives equal*

**175%**

*of capital investment*

*Incentives equal*

**\$15,909**

*per new job*

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