



SUCCESS STORY

HP PRODUCTS/FERGUSON ENTERPRISES

TEAM

Brian Wahl
Director of Incentives
& Location Advisors

CLIENT

HP Products
4220 Saguaro Trail
Indianapolis, IN

PROJECT TYPE

Headquarters
Expansion

SERVICES PROVIDED

Economic Incentives
Procurement

STATISTICS

- \$5.4 Million Capital Investment
- 85 New Jobs
- \$820,000 Total Incentives

CLIENT

Headquartered in Indianapolis, Indiana, HP Products provides maintenance supplies and services to hospitals, schools, businesses, longterm care facilities and building service contractors.

CHALLENGE

HP Products was acquired by Ferguson Enterprises - the largest wholesale plumbing distributor in the United States. This strategic acquisition would allow both companies to take advantage of a combined distribution network, a streamlined supplier chain and access to additional products and services.

Following the transaction, HP Products and Ferguson developed plans for an immediate expansion of their Midwest presence including developing plans to hire additional employees while integrating and training current and future employees.

RESULTS

HP Products hired Brian Wahl of RESOURCE to assist in examining the options of expanding its workforce in its existing headquarters in Indianapolis or focusing growth in one of its other Midwestern locations. Brian also led the incentives procurement process and worked closely with company executives to examine multiple expansion scenarios and costs. Negotiations were held with the Indiana Economic Development Corporation (IEDC) and the city of Indianapolis to procure tax credits and incentive assistance.

STATE AND LOCAL INCENTIVES

EDGE Tax Credits.....	\$720,000
SEF Training Grant.....	\$100,000
Total Incentives	\$820,000

Note: We have several professionals with substantial client experience prior to joining RESOURCE, which is included above.