



# SUCCESS STORY

PROBO

## TEAM

Brian Wahl  
Director of Incentives  
& Location Advisors

## CLIENT

Probo Medical  
9715 Kincaid Dr.  
Suite 1000  
Fishers, IN 46037

## PROJECT TYPE

Headquarters  
Expansion

## SERVICES PROVIDED

Economic Incentives  
Procurement

## STATISTICS

- \$835,000 Capital Investment
- 62 New Jobs
- 1,750 New SF
- \$500,000 Total Incentives

## CLIENT

Probo Medical (Probo) is an ultrasound equipment company based in Fishers, Indiana. Probo offers substantial savings to the healthcare community by providing refurbished ultrasound systems and probes, as well as total ultrasound probe repair solutions. By combining meaningful procurement relationships with proprietary repair techniques, Probo will be the industry's first vertically integrated stocking dealer with full probe repair capability.

## CHALLENGE

Probo employed one employee before the expansion and planned to create approximately 62 additional jobs over the next four years, as well as provide extensive training for these future employees.

## RESULTS

Probo hired Brian Wahl to lead the incentives procurement process for its new headquarters in Fishers, Indiana. In addition to the Fishers location, Brian assisted Probo by comparing various other Indiana locations as well as locations in the state of California. Brian negotiated with the Indiana Economic Development Corporation (IEDC) to procure tax credits and a training grant for Probo's new employees.

## STATE AND LOCAL INCENTIVES

Payroll Tax Credits .....	\$325,000
Training Grant .....	\$175,000
<b>Total Incentives .....</b>	<b>\$500,000</b>

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