

CASE STUDY

MAXIMUS Secures More than \$5 Million in Financial Incentives for New Corporate Facility for Encana Oil & Gas USA

OVERVIEW

Encana Oil & Gas USA (Encana) conducted a multi-state site search for a new corporate facility to be located in the southwest United States. The new facility would need to accommodate over 600 employees in Class A office space.

SITUATION

Encana had operated a small corporate office in Dallas, Texas for many years and had outgrown their space. Their new office would need to accommodate the company's rapid growth both currently and into the future. The potential size of Encana's investment in both physical plant (\$80 million) and labor (600 employees) meant that state and municipal incentives could be used to offset part of the cost to the company.

CHALLENGES

Encana's longtime presence in Dallas necessitated a multi-state, multi-city site selection project. Often cities and states assume that switching costs are so high for incumbent companies that these companies simply will not move away. As such, a wider-ranging site selection process (and much more aggressive negotiation with state and local economic development agencies) must be undertaken in order to motivate cities and states to offer their best incentives packages to incumbents.



Architect's rendering of Encana's new corporate facility in Plano, Texas

THE MAXIMUS ADVANTAGE

Encana engaged **MAXIMUS** to negotiate state and local incentives packages on their behalf. Building on their expertise and years of experience in this type of work, **MAXIMUS** worked with Encana and their real estate provider to evaluate sites and negotiate with the appropriate city and state economic development representatives for applicable incentives packages.

Encana decided to build their 300,000 square foot Class A facility on a greenfield site located in Plano, Texas. **MAXIMUS** was able to secure a financial incentives package worth more than \$5 Million for Encana from the City of Plano and Collin County. The incentives package included a cash grant for direct job creation as well as real and business personal property tax abatements. This project represented the largest economic development package offered by the City of Plano and Collin County in recent years.

MAXIMUS RESULTS

MAXIMUS's team of experts can assist companies looking to relocate or expand their operations by negotiating incentive packages of various types. Working with state and local governments that are eager to build partnerships allowing companies to maximize their investment, **MAXIMUS** has been able to minimize corporate tax liabilities and offset capital costs to achieve results that have immediate and ongoing positive results.