

CASE STUDY

MAXIMUS Secures \$2.3 Million in Incentives for TapcoEnpro International, Inc.

OVERVIEW

TapcoEnpro International, Inc. (TapcoEnpro), a subsidiary of Curtiss-Wright Flow Control Co. and the leading global manufacturer of large pressure valves for refineries, initiated a multi-state and international site search for a new manufacturing plant. The new facility would need to accommodate oversized machinery and other specialized equipment in order to produce the largest pressure vessels the company had manufactured to date. In addition, the company planned to build highly specialized parts for nuclear and other power plants around the world.

SITUATION

The potential size of TapcoEnpro's investment in both physical plant (\$36 million) and labor (100 employees) meant that state and municipal incentives could be used to offset part of the cost to the company.

CHALLENGES

Many companies are not aware of the number/size of business incentive funds that are available for expansion and relocation projects. In order to effectively leverage business incentives as an integral part of the site selection process, professionals are needed who have experience and connections to economic development organizations at both the state and local levels.

THE MAXIMUS ADVANTAGE

TapcoEnpro engaged **MAXIMUS** to negotiate state and local incentives on their behalf. Building on area expertise and years of experience in this area of service delivery, **MAXIMUS** worked with TapcoEnpro and their real estate provider to evaluate sites along the Gulf Coast and overseas. Critical to the final site selection decision was the value of the incentive packages being offered to TapcoEnpro.

Baytown, Texas was the company's final choice. **MAXIMUS** was able to secure a business incentives package worth \$2.3 million for TapcoEnpro. A large portion of the package consisted of tax abatements from the City of Baytown and Chambers County, while the remainder was acquired through a cash grant from the Texas Enterprise Fund which is managed by the Office of the Texas Governor.

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.



Commemorating the TapcoEnpro project groundbreaking in Baytown, Texas were Texas Governor Rick Perry and several elected state and local officials.