

Client: Bluefish Wireless Management  
Project: Site Selection, Incentives Negotiation and Administration  
Location: Boone County, Indiana

Parameters: 150 new jobs  
\$2,700,000 capital investment

Bluefish Wireless Management, a Zionsville-headquartered firm which oversees wireless device management services for many Fortune 100 companies, will invest \$2.7 million to grow its existing space at the Northwest Technology Park from 20,000 square-feet to 60,000 square-feet and will hire 150 new employees.

Bingham Economic was hired for site selection, incentive procurement and fulfillment services. This was a competitive project as the company maintains an office in Las Vegas, Nevada and could easily have grown in that location.

Bingham Economic was able to help define creative site solutions as well as negotiate a competitive incentive package.

**Incentives Procured in Support of the Project**

\$ 240,000	Tax Increment Financing (committed but pending final approval)
\$ 875,000	Job Creation Tax Credits
<u>\$ 50,000</u>	<u>Training Grant</u>
\$1,165,000	Total Incentives

**Achieved Incentive Results**

\$7,766 per new job  
44% of capital investment

Insightful. Informed. Innovative.

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