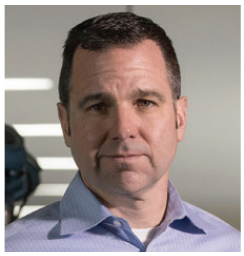
NAM INCENTIVES LOCATOR

powered by ATLAS Insight


Valued. Trusted. Connected.

Working to help improve manufacturers' bottom line

Manufacturing Incentives Case Study

Manufacturers often face complex investment decisions shaped by labor costs, expansion timelines, modernization goals and evolving incentive opportunities. NAM Incentives Locator, powered by Atlas Insight, helps companies identify opportunities, strengthen project economics and navigate complex incentive situations with greater confidence. The following case studies highlight how the NAM Incentives Locator and Atlas Insight supported manufacturers across site selection, expansion and modernization projects.

Chemical Manufacturer—Late-Stage Project | Northeast

Problem

A manufacturer needed to secure incentives for a $20 million expansion with only 42 new jobs, limited time and project characteristics that typically reduce regional support.

Solution

With support from NAM Incentives Locator, Atlas Insight brought the strategic guidance and incentive experience needed to strengthen the client's position, uncover value that may otherwise have been missed and secure a $500,000 cash grant despite tight timing and structural constraints.

Context

A chemical manufacturer was expanding its operations in the Northeast with a $20 million capital investment, 42 new jobs and a commitment to retain its existing workforce. The project entered the incentive process late, with a decision required within a week, limiting the ability to engage in a traditional, iterative process. The project also faced structural challenges, including a lower-than-typical job count for available incentive programs and a location in a more economically advantaged region, where incentives are typically less aggressive. Additionally, the expansion required the use of two facilities across the road from one another, creating added complexity for the project.

Atlas Insight responded by quickly evaluating the opportunity and providing experienced guidance on how to position the investment most effectively. The team emphasized the company's economic impact, workforce retention and long-term investment in the region while helping the client navigate a compressed timeline. As a result, the company secured a $500,000 incentive in the form of an upfront cash grant, approximately double the initially expected amount, demonstrating NAM Incentives Locator's ability to improve outcomes even in constrained situations.

EXPLORE HOW

NAM Incentives Locator can help manufacturers identify opportunities, improve project economics and navigate complex incentive decisions.

Ready to talk about your project? Connect with an incentives expert.