

HUSCH BLACKWELL UTILIZES TAX INCENTIVES AND TAX-EXEMPT BONDS TO FUND CONSTRUCTION OF MANUFACTURING FACILITY

E.R. Wagner Manufacturing Co. has been in business for more than 115 years as a highly respected manufacturer of custom hinges, latches, casters, wheels, machined and wrapped tubes, and precision stampings for customers around the globe. The company considers “engineered solutions” the hallmark of its business and partners with customers to design and manufacture custom components. E.R. Wagner’s products are used in a multitude of applications, including vehicles, rolling carts, cabinets, marine craft and medical products.

The company has outgrown its current space in Milwaukee, which it has occupied for more than a century, and is excited to relocate to a new state-of-the-art facility that is under construction on 32 acres in Menomonee Falls. The 157,000-square-foot facility will enable E.R. Wagner to maximize production efficiency, promote collaboration and modernize its manufacturing processes through automation and robotics. The new site will also provide an aesthetically pleasing work environment and perks for employees, including an outdoor patio, gas fireplaces, walking trails and scenic views of protected wetlands.

E.R. Wagner turned to the Financial Services & Capital Markets team at Husch Blackwell for assistance in structuring construction financing for the new facility. The Husch Blackwell team negotiated and documented a financing package combining state tax incentives and tax-exempt bonds. E.R. Wagner obtained \$700,000 in Business Development Tax Credits from Wisconsin Economic Development Corporation, as well as \$10 million in industrial development revenue bonds from the Village of Menomonee Falls. Husch Blackwell served as bond counsel in the transaction and as corporate counsel to E.R. Wagner for the financing.

The new facility is a monumental milestone in the history of E.R. Wagner. The new site in Menomonee Falls will allow the company to add new jobs and expand in the future, cementing its status as a leader in its industry. E.R. Wagner also has a facility in Brookfield, Illinois.

“Lynda Templen was meticulous, thorough and driven to achieve the most favorable outcomes for E.R. Wagner. Her connections and relationships were instrumental in helping us secure available benefits from WEDC and complete the industrial revenue bond process. We also developed a new banking partner, Bank First National, as a result of a helpful recommendation from Husch Blackwell. Every member of the Husch Blackwell team was extremely knowledgeable and customer focused. It is my opinion that their contribution to our project exceeded their fees.”

— Lew Schildkraut, President and CEO, E.R. Wagner



E.R. WAGNER MANUFACTURING CO.

Other Key Players: Bank First National and Bank First Investments Inc.; Village of Menomonee Falls, Wisconsin (bond issuer); Wisconsin Economic Development Corporation (WEDC)

Deal Location: Menomonee Falls, Wisconsin

Types of Deals: State tax incentives, tax-exempt bonds

Size of Deal: State tax incentives, \$700,000; tax-exempt bonds, \$10 million

Principal Husch Blackwell Team Members: Lynda Templen, Jack Enea, Cynthia Fletcher, Nicole Grabianowski, Kate Albrecht (senior paralegal), Jennifer Dahms (senior paralegal)

Industry Group Involved: Financial Services & Capital Markets

