

**Application to**

**Jefferson County Industrial  
Development Agency (JCIDA)**

**For**

**Tax Exempt Bond Financing**

**and/or**

**Sale Leaseback Transaction**

**And**

**Fee Schedule**

Please contact the agency for more information  
regarding project eligibility and application process.

**Jefferson County Industrial Development Agency (JCIDA)**

800 Starbuck Avenue, Suite 800

Watertown, New York 13601

www.jcida.net

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**Taxable and Tax Exempt Industrial Development Revenue Bonds**

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- Application Fee:** A non-refundable fee of \$2,500.00 is payable to the JCIDA at the time the application is submitted. This fee will be credited towards the total fee at closing.
- Fee:** 2% of the principal amount of the bond series.
- Point of Contact:** Donald Alexander, 315-782-5865

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**Tax Exempt Civic Facility Bonds**

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- Application Fee:** A non-refundable fee of \$2,500.00 is payable to the JCIDA at the time the application is submitted. This fee will be credited towards the total fee at closing.
- Fee:** First \$10 million - 2% of the bond series.  
Over \$10 million- .5% of the bond series.
- Point of Contact:** Donald Alexander, 315-782-5865

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**Sale Leaseback Transactions**

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- Application Fee:** A non-refundable fee of \$2,500.00 is payable to the JCIDA at the time the application is submitted. This fee will be credited towards the total fee at closing.
- Fee:** With a PILOT:  
First \$10 million – 2%  
Second \$10-\$20 million - .5%  
Anything greater than \$20 million - .25%
- No PILOT – 25% of the abatement value (based on savings from mortgage tax and sales tax).
- Point of Contact:** Donald Alexander, 315-782-5865

## INSTRUCTIONS

1. The Agency will not approve any applications unless, in the judgment of the Agency, said application contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using "none" or "not applicable" or "N/A" where the question is not appropriate to the project which is the subject of this application (the "Project").
3. If an estimate is given as the answer to a question, put "(est)" after the figure or answer, which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant's competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein (to the extent such expenses are not paid out of the proceeds of the Agency's bonds issued to finance the project. The applicant will also be expected to pay all costs incurred by general counsel and bond counsel to the Agency. The costs incurred by the Agency, including the Agency's general counsel and bond counsel, may be considered a part of the project and included as a part of the resultant bond issue.
9. The Agency has established an application fee of \$2,500 to cover the anticipated costs of the Agency in processing this application. A check or money order made payable to the Agency must accompany each application. THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.
10. The Agency has established a project fee for each project in which the Agency participates. UNLESS THE AGENCY AGREES IN WRITING TO THE CONTRARY, THIS PROJECT FEE IS REQUIRED TO BE PAID BY THE APPLICANT AT OR PRIOR TO THE GRANTING OF ANY FINANCIAL ASSISTANCE BY THE AGENCY.

**This application should be submitted to the Jefferson County Industrial Development Agency, 800 Starbuck Avenue, Suite 800, Watertown, New York 13601 (Attn: Chief Executive Officer).**

<u>STAFF USE ONLY</u>			Staff Initials
1.	OSC Project Number Assigned	<u>2201-1303</u>	<u>JSB</u>
2.	Retail Determination (Y/N) Retail Exception used:	_____, 20____	
3.	Date Application Assigned to Agency Counsel	<u>March 13</u> , 20 <u>13</u>	<u>JSB</u>
4.	UTEP Deviation (Y/N) <u>485-b</u>	_____, 20____	
5.	IRB – Volume Cap Needed (Y/N) <u>✓</u>	_____, 20____	
6.	IRB/501c3 – TEFRA Required (Y/N) <u>✓</u>	_____, 20____	
7.	Date of Agency adoption of Initial Resolution	<u>May 2</u> , 20 <u>13</u>	<u>JSB</u>
8.	Date set for Public Hearing: <u>2nd Hearing: 12/20/13; April 10</u>	_____, 20 <u>13</u>	<u>JSB</u>
9.	Public Hearing Notice - Publication Date/ATJ Mailings <u>3/25/13</u>	<u>March 27</u> , 20 <u>13</u>	<u>JSB</u>
10.	Date of Agency adoption of Inducement Resolution	<u>June 6</u> , 20 <u>13</u>	<u>JSB</u>
11.	Date of Agency adoption of Closing Resolution	_____, 20____	
12.	Date of final approval of application	_____, 20____	

# Jefferson County Industrial Development Agency (CIDA) Application for Tax Exempt Bond Financing and/or Sale Leaseback Transactions

## I. APPLICANT INFORMATION

Company Name: SunCap Watertown, LLC

Address: 6101 Carnegie Blvd, Suite 180  
Charlotte, NC 28209

Phone No.: 704-945-8035

Fax No.: 704-945-8001

Federal Tax ID: 46-2093703

Contact Person: Jonathan Greene

E-Mail: jgreene@suncappg.com

Date: March 13, 2013

a. Form of Entity:

- Corporation
- Partnership (General  or Limited ; Number of General Partners  and, if applicable, Number of Limited Partners . List Partners in section below.
- Limited Liability Company, Number of Members  1
- Sole Proprietorship

b. Principal Owners/Officers/Directors: (List owners with 5% or more in equity holdings with percentage of ownership)

Name	Address	Percentage Ownership/Office
SunCap Investments, LLC	6101 Carnegie Blvd, Suite 180, Charlotte, NC	100%

(Use attachments if necessary)

c. If a corporation, partnership, limited liability company:

What is the date of establishment? 2/21/13 Place of organization NC

If a foreign organization, is the Applicant authorized to do business in the State of New York? \_\_\_\_\_

*(Attach organizational chart or other description if applicant is a subsidiary or otherwise affiliated with another entity)*

d. Attach certified financial statements for the company's last three complete fiscal years. If the company is publicly held, attach the latest Form 10K as well.

This is a new entity.

## II. APPLICANT'S COUNSEL

Name/Firm: Jason Bria  
Address: 6101 Carnegie Blvd, Suite 180  
Charlotte, NC 28209  
Phone No.: 704-945-8010  
Fax No.: 704-945-8001  
E-Mail: jbria@suncappg.com

## III. PROJECT INFORMATION:

- a. Please provide a brief narrative description of the Project (attach additional sheets or documentation as necessary).

The project will be a new FedEx Ground small-package distribution facility. It will consist of a new  
+/- 63,000 SF building and parking areas.

- b. Location of Project

Project Address: County Road 200  
Town/Village of: Watertown, NY  
Name of School District: General Brown Central School District  
Tax Map No.: 73.20-1-2.14

- c. Are Utilities on Site? Water:  Electric:  Gas:  Sanitary/Storm Sewer:  Telecom:

- d. Present legal owner of the site if other than Applicant and by what means will the site be acquired for this Project:  
JCIDA / LUNCO. Property will be purchased from LUNCO.

- e. Zoning of Project Site:

Current: NC Proposed: NC

- f. Are any zoning approvals needed? Identify: Town Planning Board Received 3/4/13

- g. Local Permitting and Approvals – Does the project require local planning or permitting approvals? If so, please explain. Completed Will a site plan application need to be filed? Yes If so, please include copy if prepared.

- h.  Has another entity been designated lead agent under the State Environmental Quality Review Act ("SEQRA")? No; If yes, please explain:

Town of Watertown Planning Board

i. Will the Project result in the removal of a plant or facility of the Applicant or a proposed Project occupant from one area of the State of New York to another area of the State of New York? Yes; If yes, please explain:

Relocation of current facility located at 22987 Murrock Circle, Watertown to support anticipated package volume growth in the local market.

j. Will the Project result in the abandonment of one or more plants or facilities of the Applicant or a proposed Project occupant located in the State of New York? Yes; If yes, explain:

See above.

k. If the answer to either question i. or j. is yes, indicate whether any of the following apply to the Project:

1. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes X; No \_\_\_\_\_. If yes, please provide detail:

Relocation to a larger, more efficient facility will position the company to support the anticipated package volume growth in the local market.

2. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please provide detail: \_\_\_\_\_

l. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? No; If yes, please explain:

m. If the answer to l. is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? \_\_\_\_\_%

n. If more than 33.33%, indicate whether any of the following apply to the Project:

1. Will the Project be operated by a not-for-profit corporation? Yes \_\_\_\_; No . If yes, please explain:

2. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes ; No \_\_\_\_\_. If yes, please explain:

3. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the Project and related jobs outside of New York State? Yes ; No \_\_\_\_\_. If yes, please explain:

4. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the City, Town or Village within which the Project will be located because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes ; No \_\_\_\_\_. If yes, please explain:

5. Will the Project be located in one of the following: (i) an area designated as an Empire Zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block number area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least  1.25 times the statewide unemployment rate for the year to which the data relates? Yes \_\_\_\_; No . If yes, please explain:

o.  Is the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes ; No . If yes, please complete the following for EACH existing or proposed tenant or subtenant:

Sub lessee name: FedEx Ground Package System, Inc.  
 Present Address: 1000 Fed Ex Drive  
 City: Moon Township State: PA Zip: 15108  
 Employer's ID No.: 34-1441019  
 Sub lessee is a: Corporation (Corporation, LLC, Partnership, Sole Proprietorship)  
 Relationship to Company: Tenant  
 Percentage of Project to be leased or subleased: 100%  
 Use of Project intended by Sub lessee: Package sorting  
 Date and Term of lease or sublease to Sub lessee: 10 Year lease and 2 - 5 year options

Will any portion of the space leased by this sub lessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes ; No . If yes, please provide on a separate attachment (a) details and (b) the answers to questions I. 1-5 with respect to such sub lessee.

p. Project Costs (Estimates):

Category	Amount
Land-acquisition	1,008,000 (shovel ready)
Buildings-Construction/Renovation	4,046,529 + 915,800 = 4,962,329
Utilities, roads and appurtenant costs	
Machinery and Equipment	1,700,000
Soft Costs (Architect and Engineering Fees)	715,800
Costs of Bond issue	
Construction Loan Fees and interest	105,500
Other (specify)	
<b>Total Project Costs</b>	<b>7,575,829</b>

q. Job Creation:

Construction jobs created by the Project: 30 (estimated) Anticipated Dates of Construction: 6/1/13

Permanent jobs created by the Project

- Column A:** Insert the job titles that exist within the company at the time of application, as well as any job titles that will be established as a result of the Project.
- Column B:** Indicate the entry level wage for each listed job title either in terms of hourly pay or annual salary.
- Column C:** For each listed job title insert the number of positions that exist at the time of application.
- Column D:** Insert the number of jobs to be created during year one of the Project for each listed job title.
- Column E:** Insert the number of jobs to be created during year two of the Project for each listed job title.
- Column F:** Insert the number of jobs to be created during year three of the Project for each listed job title.
- Column G:** Indicate the total number of jobs to be created for each listed title as a result of the Project. (Column D + Column E + Column F = Column G)

(A) Job Title	(B) Annual or Hourly Wages	(C) Current Number of Positions	(D) Jobs Created: Year One	(E) Jobs Created: Year Two	(F) Jobs Created: Year Three	(G) Total Jobs Created
Sr Manager	31.84	1				
P & D Manager	26.68	1				
Service Manager	19.16	1				
QA Clerk	12.82	1				
Clerical (PT)	13.51	3		1		1
Serice Manager (PT)	17.00	1		1		1
Package Handler (PT)	11.05	16	2	1	1	4
TOTALS:	<i>132.06</i>	24	2	3	1	6

*1887 x 2.42*

**Potential JCIDA Financial Assistance**

- A. Estimated Project Costs eligible for Industrial Development Agency Financial Assistance
1. Sales and Use Tax
    - A. Amount of Project Cost Subject to Sales and Use Tax: \$ 3,030,331 estimated
    - Sales and Use Tax Rate: 7.75 %
    - B. Estimated Sales Tax (A X .0775): \$ 234,851
  2. Mortgage Recording Tax Exemption
    - A. Projected Amount of Mortgage: \$ 4,800,000 estimated
    - Mortgage Recording Tax Rate: .075 %
    - B. Estimated Mortgage Recording Tax (A X .0075): \$ 36,000
  3. Real Property Tax Exemption
    - A. Projected Increase in Assessed Value on Project: \$ 4,406,870 estimated
    - B. Total Applicable Tax Rates Per \$1000: \$
    - C. Estimated Annual Taxes without PILOT (A X B)/1,000: \$
  4. Interest Exemption (Bond transactions only)
    - a. Total Estimated Interest Expense Assuming Taxable Interest: \$
    - b. Total Estimated Interest Expense Assuming Tax-exempt Interest Rate: \$
- B. Estimated Benefits of Industrial Development Agency Financial Assistance
1. Current Company employment in Jefferson County 4 FT, 16 PT
  2. Current Company payroll in Jefferson County \$ 479,990
  3. Project Jobs to be Created over 3 years 6 PT



r. For Industrial Revenue Bonds ONLY, including this project, list capital expenditures of the company at Project location:

Category	Last Three Years	Next Three Years
Land		
Building		
Equipment		
Soft Costs		
Other		
Total		

s. List any other positive impacts that the Project may have on Jefferson County:

This project increases the tax base and brings new jobs to the community. Since it is a relocation in the same county, FedEx is able to retain current positions.

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### V. REPRESENTATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

- A. **Job Listings:** In accordance with Section 858-b (2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in which the Project is located.
- B. **First Consideration for Employment:** In accordance with Section 858-b (2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.
- C. **Annual Sales Tax Filings:** In accordance with Section 874 (8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874 (8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.
- D. **Annual Employment Reports:** The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site.
- E. **Absence of Conflicts of Interest:** The applicant has received from the Agency a list of the members, officers, employees and Counsel of the Agency. No member, officer, employee, or Counsel of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described: \_\_\_\_\_

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## HOLD HARMLESS AGREEMENT and APPLICATION DISCLAIMER AND CERTIFICATION PURSUANT TO NEW YORK STATE FREEDOM OF INFORMATION LAW ("FOIL")

Applicant hereby releases the Jefferson County Industrial Development Agency and the members, officers, servants, agents and employees thereof (the 'Agency') from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax exemption and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with the respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

Through submission of this Application for Financial Assistance (this "Application"), the Company acknowledges that the Agency, as a public benefit corporation, is subject to the New York State Freedom of Information Law ("FOIL") and Open Meetings Law ("OML"), as codified pursuant to the Public Officers Law ("POL") of the State of New York (the "State"). Accordingly, unless portions hereof are otherwise protected in accordance with this Certification, this Application, including all Company-specific information contained herein, is subject to public disclosure in accordance with applicable provisions of the POL, Article 18-A of the General Municipal Law ("GML") and the Public Authorities Accountability Act of 2005, as codified within the Public Authorities Law ("PAL") of the State. Specifically, this Application may be disclosed by the Agency to any member of the public pursuant to a properly submitted request under FOIL and the Agency is further required to affirmatively disclose certain provisions contained herein pursuant to the GML and PAL, including the identification of the Company, general project description, location proposed capital investment and job estimates.

Notwithstanding the foregoing, the Company, pursuant to this Certification, may formally request that the Agency consider certain information contained within this Application and other applicable supporting materials proprietary information and "trade secrets", as defined within POL Section 87(2)(d). To the extent that any such information should qualify as trade secrets, the Company hereby requests that the Agency redact same in the event that formal disclosure is requested by any party pursuant to FOIL. Application Sections or information requested by Company for Redaction\*:

(\* - Please indicate specific sections within Application that the Company seeks to qualify as "trade secrets". Additional correspondence or supporting information may be attached hereto. Please also note that notwithstanding the Company's request, the Agency shall make an independent determination of the extent to which any information contained herein may be considered as such)

In the event that the Agency is served with or receives any subpoena, request for production, discovery request, or information request in any forum that calls for the disclosure of the Application, in entirety, specifically including but not limited to any demand or request for production or review of Company-designated trade secrets, the Agency agrees to notify the Company as promptly as is reasonably possible, and to utilize its best efforts to: oppose or decline any such request; preserve the confidentiality and non-disclosure of such requested confidential material; and maintain such information and prevent inadvertent disclosure in responding to any such discovery or information request. The Company understands and agrees that all reasonable costs, including attorney's fees, associated with any such formal undertaking by the Agency to protect the trade secrets from disclosure shall be reimbursed by the Company to the Agency.

By executing and submitting this Application, the applicant covenants and agrees to pay the following fees to the Agency, the same to be paid at the times indicated:


- (a) The sum of \$2,500 as a non-refundable processing fee, plus the sum of \$500 if Agency assistance in retaining professionals is requested, to be paid upon submission of the Application;
- (b) An amount equal to \_\_\_% of the total project costs for projects with bond financing, and an amount equal to \_\_\_% of the total project costs for all other projects for which the Agency provides financial assistance, to be paid at transaction closing;
- (c) An amount equal to \$\_\_\_\_\_ payable to the Agency's bond/transaction counsel for the preparation and review of the inducement resolution, the environmental compliance resolution, TEFRA hearing proceedings and the tax questionnaire assuming no further activity occurs after the completion of the inducement proceedings, to be paid within ten (10) business days of the receipt of bond/transaction counsel's invoice;
- (d) All fees, costs and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel or bond/transaction counsel, and (2) other consultants retained by the Agency in connection with the proposed project; with all such charges to be paid by the applicant at the closing or, if the closing does not occur, within ten (10) business days of receipt of the Agency's invoices therefore please note that the applicant is entitled to receive a written estimate of fees and costs of the Agency's bond/transaction counsel;
- (e) The cost incurred by the Agency and paid by the applicant, including bond/transaction counsel and the Agency's general counsel's fees and the processing fees, may be considered as a cost of the project and included in the financing of costs of the proposed project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.

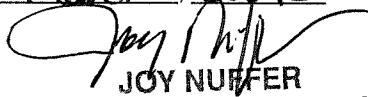
The applicant further covenants and agrees that the applicant is liable for payment to the Agency of all charges referred to above, as well as all other actual costs and expense incurred by the Agency in handling the application and pursuing the proposed project notwithstanding the occurrence of any of the following:

- (a) The applicant's withdrawal, abandonment, cancellation or failure to pursue the Application;
- (b) The inability of the Agency or the applicant to procure the services of one or more financial institutions to provide financing for the proposed project;
- (c) The applicant's failure, for whatever reason, to undertake and/or successfully complete the proposed project; or
- (d) The Agency's failure, for whatever reason, to issue tax-exempt revenue bonds in lieu of conventional financing.

The applicant and the individual executing this Application on behalf of applicant acknowledge that the Agency and its counsel will rely on the representations made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

Company Acknowledgment and Certification:

By:   
Name: Jonathan Greene  
Title: Vice - President

Sworn to before me this 15<sup>th</sup> day of March, 2013.  
  
**JOY NUFFER**  
NOTARY PUBLIC - STATE OF NEW YORK  
Registration No. 01NU6152633  
Qualified in Jefferson County  
Commission Expires September 18, 20 14

Notary Public



# Internal Report: SunCap-Fedex - Fedex Distribution Center

**Table 1: Basic Information**

Project Name	Fedex Distribution Center
Project Applicant	SunCap-Fedex
Project Description	Construct a 63,000 square foot package distribution center.
Project Industry	Truck Transportation
Municipality	Watertown Town
School District	General Brown
Type of Transaction	Tax Exemptions
Project Cost	\$7,575,829
Mortgage Amount	\$4,800,000

**Table 2: Permanent New/Retained Employment (Annual FTEs)**

	State	Region
<b>Total Employment</b>	<b>63</b>	<b>63</b>
Direct <sup>1,2</sup>	14 (6 created and 8 retained)	14 (6 created and 8 retained)
Indirect <sup>3,4</sup>	2	2
Induced <sup>5,6</sup>	3	3
Temporary Construction (Direct and Indirect)	44	44

**Table 3: Permanent New/Retained Labor Income (Annual) & Average Salary (Annual)**

	State Labor Income	Region Labor Income	Average Salary
<b>Total</b>	<b>\$2,796,295</b>	<b>\$2,796,295</b>	<b>\$44,405</b>
Direct <sup>**</sup>	\$603,394	\$603,394	\$43,100
Indirect <sup>***</sup>	\$108,247	\$108,247	\$46,280
Induced <sup>****</sup>	\$100,490	\$100,490	\$34,886
Temporary Construction (Direct and Indirect)	\$1,984,164	\$1,984,164	\$45,349

**Table 4: Cost/Benefit Analysis (Discounted Present Value\*)**

<b>Total Costs to State and Region</b>	<b>\$155,929</b>
Mortgage Tax Revenue Forgone	\$27,000
State	\$27,000
County	\$0
Local	\$0
Sales Tax Revenue Forgone	\$279,382
Construction Materials	\$147,632
Other Items	\$131,750
Less IDA Fee	-\$150,453
<b>Total Benefits to State and Region</b>	<b>\$1,073,919</b>
<b>Total State Benefits</b>	<b>\$369,818</b>
Income Tax Revenue	\$260,269
Direct <sup>**</sup>	\$155,878
Indirect <sup>***</sup>	\$27,964
Induced <sup>****</sup>	\$19,037
Construction (Direct and Indirect, 1 year)	\$57,389
Mortgage Tax Revenue	\$9,000
Sales Tax Revenue	\$100,549
Direct <sup>**</sup>	\$58,195
Indirect <sup>***</sup>	\$10,440
Induced <sup>****</sup>	\$9,692
Construction (Direct and Indirect, 1 year)	\$22,223

<b>Total Regional Benefits</b>	<b>\$704,101</b>
Property Tax/PILOT Revenue	\$609,837
Sales Tax Revenue	\$94,265
Direct**	\$54,557
Indirect***	\$9,787
Induced****	\$9,086
Construction (Direct and Indirect, 1 year)	\$20,834

**Table 5: Local Fiscal Impact (Discounted Present Value\*)**

Total Local Client Incentives	\$-15,268
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$704,101
Net Local Revenue	\$719,369

**Table 6: Property Tax Revenue (Discounted Present Value\*)**

<b>Total Property Tax</b>	<b>\$630,684</b>
<b>County Property Tax</b>	<b>\$269,747</b>
Property Tax on Existing Property	\$8,923
Property Tax on Improvement to Property	\$260,824
<b>School District Property Tax</b>	<b>\$360,937</b>
Property Tax on Existing Property	\$11,925
Property Tax on Improvement to Property	\$349,012

\* Figures over 10 years and discounted by 3.49%

\*\* Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

\*\*\*\* Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

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## Board Report

Table 1: Basic Information

Project Name	Fedex Distribution Center
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Project Cost	\$7,575,829
Mortgage Amount	\$4,800,000
Direct Employment Expected to Result from Project (Annual FTEs)	14 (6 created and 8 retained)

Figure 1: Estimated State & Regional Benefits / Estimated Project Incentives (Discounted Present Value\*)

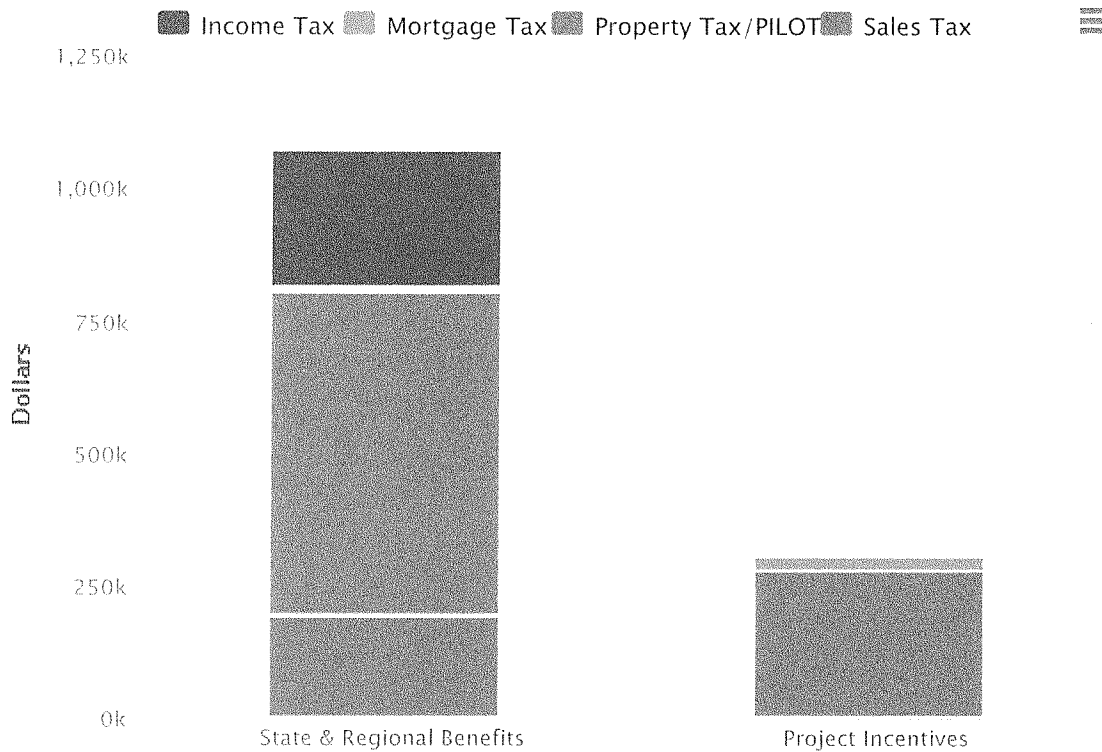


Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value\*)

<b>Total State and Regional Benefits</b>	<b>\$1,073,919</b>	
<b>Total Project Incentives</b>	<b>\$155,929</b>	
<b>Projected Employment</b>	<b>State</b>	<b>Region</b>
<b>Total Employment</b>	<b>63</b>	<b>63</b>
Direct**	14 (6 created and 8 retained)	14 (6 created and 8 retained)
Indirect***	2	2
Induced****	3	3
Temporary Construction (Direct and Indirect)	44	44

Table 3: Estimated State & Regional Benefits (Discounted Present Value\*)

<b>Total State and Regional Benefits</b>	<b>\$1,073,919</b>
Income Tax Revenue	\$260,269
Mortgage Tax Revenue	\$9,000
Property Tax/PILOT Revenue	\$609,837



Sales Tax Revenue

\$194,814

**Table 4: Estimated Project Incentives (Discounted Present Value\*)**

<b>Total Project Incentives</b>	<b>\$155,929</b>
Mortgage Tax	\$27,000
Sales Tax	\$279,382
Less IDA Fee	-\$150,453

\* Figures over 10 years and discounted by 3.49%

\*\* Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

\*\*\*\* Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

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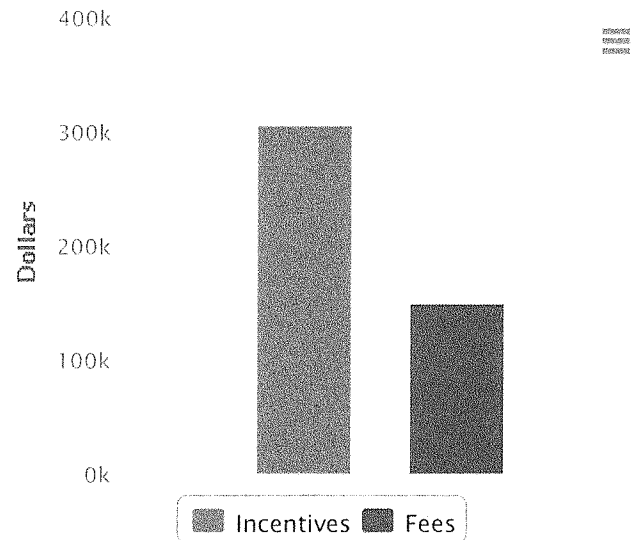
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# Incentives for the SunCap-Fedex Fedex Distribution Center Project

Table 1: Estimated Incentives & Fees\*

Total Project Incentives	\$306,382
Mortgage Tax	\$27,000
Sales Tax	\$279,382
Total Project Fees	\$150,453
Net Project Incentives	\$155,929



\* Figures over 10 years and discounted by 3.49%.

Table 2: Estimated Property Tax Paid\*\*

Year	Existing Property	Improvement	Total
1	\$2,421	\$70,819	\$73,240
2	\$2,421	\$70,819	\$73,240
3	\$2,421	\$70,819	\$73,240
4	\$2,421	\$70,819	\$73,240
5	\$2,421	\$70,819	\$73,240
6	\$2,421	\$70,819	\$73,240
7	\$2,421	\$70,819	\$73,240
8	\$2,421	\$70,819	\$73,240
9	\$2,421	\$70,819	\$73,240
10	\$2,421	\$70,819	\$73,240
Total	\$24,210	\$708,190	\$732,400

\*\* Figures assume constant property tax rates. Figures are not discounted.

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