KENDALL COUNTY
ECONOMIC DEVELOPMENT COMMITTEE
AGENDA

March 22, 2013
8:30 AM
County Board Room (Rooms 209 & 210)
111 West Fox Street
Yorkville, IL 60560

1. Call to Order
2. Roll Call
3. Approval of Agenda
5. New Business
   ➢ Metropolitan Economic Growth Alliance
   ➢ Kendall County Tax Abatement Program
6. Old Business
   ➢ Kendall County Job Resource Fair
   ➢ Business Retention & Expansion Program
   ➢ Revolving Fund Financial Assistance Loans
7. Other Business
8. Chairman’s Report
9. Public Comment
10. Executive Session
11. Adjournment
Kendall County
Economic Development Committee

providing it to businesses when going on business retention visits. Mr. Sterrett stated that perhaps in the
coming months that discussions should begin on how to further market this program and focus on the
importance of the program for small businesses.

Old Business
Revolving Fund Loans Update
Mr. Sterrett provided a brief update on the two existing loans with the County and that they have paid
their monthly amount. Mr. Sterrett also stated he is working with the State on information for the
Revolving Fund semiannual reports.

Other Business
Kendall Area Transit
Mr. Wilkins provided the Committee with the amount of worker rides given by the Kendall Area Transit
(KAT) program. Mr. Wilkins discussed the value that KAT provides to those using the system to
commute to work if they are unable to drive. Mr. Wilkins also stated that information for KAT is
provided to local employers during business retention visits. The KAT system has been discussed for use
by the Farnsworth House and a Bed & Breakfast in Plano to transport visitors to Plano who may not have
driven and instead used Amtrak.

Mr. Wilkins also stated he received the grant agreements from the State for the KAT system recently.
This agreement was sent to the State’s Attorney’s Office for review. Because the agreements were
received after the last Admin/HR Committee meeting, the agreement will be taken straight to the County
Board so as not to delay the process in resubmitting the grant agreements. Mr. Wilkins wanted to make
the Committee aware of this agreement process.

Chairman’s Report
Mr. Koukol discussed the Yorkville Area Chamber of Commerce annual dinner that he and Mr. Wilkins
attended on February 21st and how it is good PR for the County Economic Development program. Mr.
Koukol has also attended several Oswego Chamber events recently. Mr. Koukol briefed the Committee
on the bi-monthly KEDA meeting that took place on February 21st with the local EDCs. Mr. Koukol also
discussed briefly the TIF districts in the County.

Mr. Wilkins commented on a recent business retention visit that took place with a local small business.

Public Comment
Dave Demiduk from Emerson Creek Pottery was present and discussed his expansion project at Emerson
Creek and that they are working with local officials on the expansion.

Mayor Hauser discussed some of the activities going on in Plano including some of the vacancies and
infill taking place in the downtown area including such as the old hotel in Plano. Mr. Hauser stated that
the transfer station will be discussed by the City in the next coming weeks.

Executive Committee
None

Adjournment
With no further business to discuss, Ms. Cullick moved to adjourn. The motion was seconded by Ms.
Cesich. There being no objection, the Economic Development Committee, at 9:17 a.m., adjourned.

Respectfully Submitted,
John H. Sterrett
Recording Secretary
Kendall County
Application for Tax Abatement

This application is an official part of the Tax Abatement process. Incomplete or inaccurate information may be cause for rejection of the application. It also is a representation that the applicant intends to implement the representations made in the application. Failure to implement these representations or to continue them during the term of any Tax Abatement that is offered will be sufficient basis for termination of the Abatement Agreement and repayment of any taxes that have been abated.

This packet should be completed and returned to the Kendall County Office of Administrative Services:

111 W. Fox Street, Room 316, Yorkville, IL 60560
Phone: 630.385.3000
Fax: 630.553.4214
E-Mail kendalledc@co.kendall.il.us
Overview
Property Tax Abatement is a way to support and promote the expansion of existing businesses and the location of new businesses to Kendall County. A business that receives approval from a taxing body for an abatement will receive an abatement on a portion of the resulting property tax revenue after expansion, improvement, or new construction is complete and the building is occupied.

Goals and Objectives
The end result of providing a tax abatement to a business for an expansion, improvement or new construction should include:

- **Economic Impact**
  - Job creation and retention and capital investment in land, buildings, and equipment
- **Fiscal Impact**
  - Total amount of new estimated property tax generated by the business expansion
- **Strategic Impact**
  - Factors such as the median salary of the employees, total payroll, and the quality of benefits available to the employees
- **Other Impacts**
  - Improvements to existing public infrastructure and/or construction of new public infrastructure

Eligible Projects
- Projects that will be considered for Property Tax Abatement from Kendall County are limited to the following:
  - Warehouse/Distribution/Logistics
  - Office Headquarters and Regional Headquarters
  - Manufacturing
- Preference will be given to projects that result in job creation, increase in property tax base, investment in machinery & equipment when purchased locally, and capital improvements for the expansion of existing buildings.

Process
- It is strongly recommended that the applicant contact the Kendall County Office of Administrative Services to arrange a pre-application meeting with County staff. This gives staff an opportunity to discuss the guidelines, application, process, and agreement provisions with the applicant.
- Once the application has been completed and submitted to the Kendall County Office of Administrative Services, staff will review the application to determine the eligibility of the project.
- Applications are reviewed and scored on a case by case basis on their economic, strategic, and fiscal impacts on a community.
• If it is determined that the project qualifies for an abatement of property taxes, County Staff will present the request to the County’s Economic Development Committee to secure an indication of their support for the project.

• Staff, as well as the applicable local Economic Development Corporation, will make contact to each taxing body having jurisdiction over the subject property for their support of the project and abatement approval.

• If a taxing body expresses support of the project, Staff will develop the agreement for the abatement of property taxes for approval by each governing board of the applicable taxing jurisdictions.

**Abatement Terms & Levels**
A business receiving a tax abatement is eligible to receive an abatement for a term of three years. The amount abated will be on a sliding scale consisting of 75% abated in year one, 50% abated in year two, and 25% abated in year three.

The term and levels of an abatement may be modified only at the discretion of the governing boards of the taxing bodies.

**Clawback Provisions and Verification Audit**
A business shall maintain operations at the project location for at least one year following the final year of the abatement term. During the abatement term businesses are not eligible to file an appeal of assessment of the property, to tender payment under protest, nor to file an objection to the property taxes levied by the taxing bodies. During the three years following the final year of abatement term, businesses are eligible to file an appeal of assessment of the property, tender payment under protest, and file an objection the property taxes levied by the taxing bodies only if the Supervisor of Assessments or the Board of Review establishes an assessed value based upon the market value that is less than the Estimated Market Value of the property provided by the applicant within this application.

To verify compliance of the Property Tax Abatement Agreement, a business must submit a payroll summary with listing of either the first name or initial of the employees or a listing of the employees’ ID number along with job titles, salaries, benefits, county of residence, and hiring dates on an annual basis to the Kendall County Office of Administrative Services.
County of Kendall

Name of Company: ________________________________________________

Corporate Address: ________________________________________________

______________________________________________________________

Company Contact Person: _________________________________________

Address: _________________________________________________________

______________________________________________________________

Phone: __________________________________________________________

Fax: _____________________________________________________________

Proposed Location in Kendall County: ________________________________

______________________________________________________________

______________________________________________________________

PIN #: __________________________________________________________

Proposed start of Construction: ________________________________

Proposed start up of Operations: ________________________________

What product(s) or services will be produced in the proposed facility?

______________________________________________________________

______________________________________________________________

______________________________________________________________
EMPLOYMENT

What specific jobs will be created? If phased employment is planned please provide details. Use additional pages if necessary.

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Mgt., Supv., or Worker</th>
<th>Occupational Code</th>
<th>Number of Jobs</th>
<th>Wages/ Salaries*</th>
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<td>Initial</td>
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</table>

*Not Including Benefits

Explanation and details of work force.
EMPLOYEE BENEFITS

Please summarize benefits below and attach copies of insurance and pension plans.

<table>
<thead>
<tr>
<th>Fringe Benefit</th>
<th>Type of Benefit</th>
<th>Company Portion (Annual %)</th>
<th>Employee Portion (Annual %)</th>
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<tbody>
<tr>
<td>Medical Insurance</td>
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<td>Vision Insurance</td>
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<td>Pension Plan</td>
<td>Defined Benefit</td>
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<td>401(K)</td>
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<tr>
<td>Disability</td>
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<tr>
<td>Life Insurance</td>
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<tr>
<td>Other Benefits (please specify)</td>
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</table>
County of Kendall

VALUATION ANALYSIS

Assessed valuation shall be judged on the basis of impact upon the public services, which will be required (i.e., if judged that impact upon schools, roads, law enforcement, etc., will be great but assessed valuation will be low, a low rating will be assigned.)

Land size

Building size

Building height

Type of Construction

Estimated dollar value of sales attributed to site

Total Investment in new machinery and equipment purchased from local Kendall County businesses

Provide a construction budget that shows the allocation of cost for each phase of the process.

Is the property one of the following:

New facility

Expansion of an existing facility

Previously closed facility

The current assessed valuation of the property:

Land

Improvements

Total

What is the estimated cost of the completed facilities?

Cost of land and site development $____

Cost of buildings $____

Cost of permanent fixed equipment $____

Cost of pollution control devices $____

Cost of non-fixed equipment $____

Cost of installation/construction $____

Total Cost $____

ESTIMATED MARKET VALUE $____

(If application is approved, this value will be incorporated into the Tax Abatement Agreement)
IMPACT UPON INFRASTRUCTURE

What new or additional utilities and/or infrastructure will be needed? (Roads, natural gas, rail spurs, etc.)

How will they be funded?

IMPACT UPON THE ENVIRONMENT

A. Will there be any pollution of air, water, soil, sound, etc.? If so, please describe?

B. Will hazardous chemicals, products, or waste be used or produced? If so, please specify and indicate how they will be managed. If an E.P.A. permit is necessary, please attach the permit, or if not yet received, attach a copy of the application.

C. Will any waivers or exceptions from either Federal or State E.P.A. be needed? If so, please specify and attach any E.P.A. phase reports.

D. Are you familiar with Kendall County and other local performance standards? (Refer to Kendall County zoning ordinance and any applicable municipal code.) Will the proposed facility meet or exceed these standards? Please explain.
APPROPRIATE LOCATION

Which planning and zoning authority (municipality or county) has jurisdiction of this site?

What is the current zoning?

If not currently zoned for the intended use, what is the planned use in the Comprehensive plan?

Please attach a site plan and a sketch or artists conception of the building(s), landscape plans etc.

I, ____________________________, certify that I am an official of the applicant business with authority to make application for a property tax abatement, that I have read this application and that the application and any attachments hereto are true and correct. I further understand that inaccurate information or misrepresentations may be cause for rejection of the application. I further understand that failure to implement these representations will be sufficient basis for termination of the abatement agreement and repayment of any taxes, which have been abated.

_________________________________________  __________________________
Signature                                      Date

Title
AGREEMENT FOR
(APPLICANT NAME)
ABATEMENT OF REAL PROPERTY TAXES

THIS AGREEMENT, entered into by and between <Applicant Name>, a <City & State of Applicant> corporation, being hereinafter referred to as the “Applicant”, and specific taxing bodies within Kendall County including <Applicable Taxing Districts>, hereinafter collectively referred to as the “Taxing Bodies”, individually referred to as the “Taxing Body”;

WHEREAS, the Taxing Bodies have the power to abate real estate property taxes pursuant to Section 200/18-165 of the Illinois Property Tax Code, as amended (35 ILCS 200/18-165); and

WHEREAS, Taxing Bodies may enter into intergovernmental cooperation agreements pursuant to Article VII, Section 10 of the Illinois Constitution of 1970, and the Intergovernmental Cooperation Act (5 ILCS 220/1 et seq.); and

WHEREAS, the Taxing Bodies believe that it is in the best interest of each, their residents and taxpayers to attract new and diverse commercial and industrial businesses within their boundaries in order to stimulate job creation and increase the assessed valuation within their boundaries; and

WHEREAS, the Applicant is the fee simple owner of the Property, described in “Exhibit A” below; and

WHEREAS, the Applicant intends the Property to be used as a <Use of Property>; and

WHEREAS, the Applicant agrees and shall be responsible for ensuring the compliance of tenants, affiliates, assignees, sub-contractors, using the property and structures thereof, with the terms of this Agreement.

NOW, THEREFORE, in consideration of the promises each to the other made, as hereinafter set forth and other good and valuable consideration, IT IS HEREBY UNDERSTOOD AND AGREED by and between the parties as follows:

November 20, 2012

Kendall County
Draft Tax Abatement Agreement Template
I. **AGREEMENT TO GRANT REAL ESTATE PROPERTY TAX ABATEMENT**

The Taxing Bodies agree to provide real estate property tax abatements to commercial and industrial firms in accordance with Section 200/18-165 of the Illinois Property Tax Code, and in accordance with the terms of this Agreement.

II. **TERMS OF THE AGREEMENT**

A. **Definitions:**

For the purposes of this Agreement:

- **Application** shall refer to the Kendall County Application for Tax Abatement, attached hereto and incorporated herein as “Exhibit B”

- **Estimated Market Value** shall be provided by the Applicant on the Application and shall be the estimated valuation of the property once the property has become Fully Assessed.

- **Real Estate Property Taxes** shall mean all taxes levied or extended upon the property and any improvements to the property, including the taxes now existing or which may in the future exist.

- **Fully Assessed** shall mean the Applicant has received an occupancy permit for the facility.

- **Fully Operational** shall refer to the period of time after the Applicant has commenced business operations on the Property and jobs have been created, as represented by the Applicant on the Application. The Applicant must continue to occupy and conduct business on the Property at all times for the Property to be considered “Fully Operational”.

- **Tax Year** shall mean from January 1 through December 31 of a given year.

B. **Amount and Duration:**

The Applicant shall commence construction of a facility on the Property described in Exhibit A, attached hereto and incorporated herein by reference. The Taxing Bodies shall, pursuant to 35 ILCS 200/18-165 as it may be amended subsequent to the effective date of this Agreement, each take any and all action necessary to abate their portion of the Real Property Taxes for three consecutive tax years after the facility is fully assessed and fully operational as follows:

1. Seventy-five (75) percent of the Real Estate Property Taxes shall be abated for the First Tax Year when the facility is fully assessed and fully operational (“First Tax Year”).

2. Fifty (50) percent of the Real Estate Property Taxes shall be abated for the Second Tax Year when the facility is fully assessed and fully operational with the amount
of jobs represented by the Applicant on the Application after year 1 have been created ("Second Tax Year").

3. Twenty-five (25) percent of the Real Estate Property Taxes shall be abated for the Third Tax Year when the facility is fully assessed and fully operational with the amount of jobs represented by the Applicant on the Application after year 2 have been created ("Third Tax Year").

The aforesaid abatements shall not extend to taxes levied for debt services (Bond and Interest). Taxes for debt services shall be extended over the subject property by the County Clerk as levied by applicable Bond resolutions.

This Agreement becomes null and void if the facility fails to be "fully assessed" and/or "fully operational" within three years of the date of this Agreement.

C. Applicant Cooperation:

Prior to the abatement of Property Taxes taking effect, the Applicant shall, no later than March 1 of a given year, submit documentation on forms provided by the Kendall County Administrative Office demonstrating that the facility has become Fully Operational.

On or before June 1 of each year, the Applicant agrees to provide the Kendall County Supervisor of Assessments with the original capitalized cost and year of construction of any and all assets/improvements in excess of $5,000 installed or added to the Property between January 1 and December 31 of the preceding year tax abatement year. The original capitalized cost of any asset/improvement shall include installation costs, transportation costs, and any other costs associated with the asset/improvement so as to report the full-capitalized costs of the Property. The Kendall County Supervisor of Assessments shall be allowed to verify the information provided by the Applicant whether through required additional documentation or reasonable access to examine the asset/improvement registers maintained by the Applicant or by onsite inspections.

Should the Applicant fail to provide the information or access required, and should such failure continue for more than thirty (30) days after written notice, any Taxing Body may terminate this Agreement. Upon such termination, the Applicant agrees to and shall repay the terminating Taxing Body in full the amount of money equal to all the real Property taxes on the property, which were previously abated by the Taxing Body pursuant to this Agreement.

D. Estimated Market Value

The Applicant has represented that the Property will have an approximate value of $________ when fully improved and assessed. This amount shall be considered the Estimated Market Value of the Property.
E. Tax Objections and Assessment Appeals:

Except in the case of a typographical or ministerial error, the Applicant agrees not to file an objection to the real property taxes levied by the Taxing Bodies, not to tender payment under protest, nor to file any appeal of the assessment of the Real Property Taxes on the Property for any year in which the Applicant is granted an abatement pursuant to Paragraph II.B., nor for any of the next three tax years after the final year of abatement. The paragraph shall permit the dismissal of any objections, assessment appeals, or protests made by the Applicant or its representative for any year in which abatement has been provided pursuant to Paragraph II.B and for the three tax years after the final year of abatement.

With respect to the three years following the final year of abatement, if the Supervisor of Assessments or Board of Review establishes an assessed value based upon a market value greater than the Estimated Market Value of the Property, the Applicant may seek a reduction through the assessment appeal process; provided, however, that the Applicant agrees not to seek and hereby waives the right to be granted, a reduction to an assessed value which would represent a market value valuation of less than the Estimated Market Value of the Property.

F. Employees:

The Applicant has represented on the Application that <Number of Jobs> initial jobs will be created on the Property. The Applicant shall offer one-half of the initial jobs offered at the Property to qualified residents of one or more of the Taxing Bodies, provided that sufficient job applications are received from such residents. This includes initial jobs of any tenants, contractors or subcontractors for the years of the abatement. The Applicant shall make a good faith effort to maintain this level of employment of qualified residents from one or more of the Taxing Bodies during the years of abatement. The Applicant shall maintain the wage rates and fringe benefits for said employees pursuant to the figures provided by the Applicant in the Kendall County Application for Tax Abatement and Tax Abatement Request Summary as set forth in Exhibit B, attached hereto and incorporated herein by reference.

The Applicant shall provide the Taxing Bodies with documentation of compliance with employment, wage rate and fringe benefit requirements by sending the documentation to the Kendall County Administrator. Said documentation shall be provided no later than March 1 following the date when the facility has been fully assessed and on or before March 1 for each full tax abatement year.

Should the Applicant fail to substantially meet the requirements set forth in "Exhibit B", (1) for the number of employees who are residents of the Taxing Bodies, or (2) for the wage rates and/or fringe benefits, or (3) fail to provide the information and documentation as set forth above, the Taxing Bodies shall have the right to terminate the abatement from that time forward.
G. Compliance with Applicable Laws:

The Applicant shall not violate any environmental performance standard or environmental or building code, ordinance, rule, or regulation of the United States of America, State of Illinois, the County of Kendall, or <Applicable Municipality>. During the Tax Years that are subject to abatement under Section II.B., should the Applicant receive notice of any such violation and fail to cure the violation within sixty (60) days of the written notice, any Taxing Body has the right to terminate the tax abatements. If Taxing Bodies so elect to terminate the tax abatements, the Applicant agrees to and shall repay to the terminating Taxing Bodies an amount of money equal to all Real Property Taxes, which were previously abated by the Taxing Bodies pursuant to this Agreement.

H. Termination:

Each Taxing Body may terminate its respective tax abatement pursuant to the terms of this Agreement by providing notice to the Applicant in writing or by written agreement of the respective Taxing Body and the Applicant.

III. BINDING PARTIES

A. Guarantee of Authorization:

Each party signing this Agreement represents, warrants, and guarantees to all the other parties that:

1. They are authorized to execute this Agreement upon behalf of the party for whom they signed this instrument;
2. All action necessary, including, but not limited to corporate resolutions, ordinances and notices, to make this Agreement a lawful and binding agreement upon that party has been taken;
3. The performance of the transactions contemplated by the provisions of this Agreement, and the execution, issuance, delivery and performance of this Agreement to be executed and delivered by the Taxing Bodies and the Applicant have each been duly authorized by all necessary action on the part of each.

B. Effective Date:

This Agreement shall not be effective until all of the parties to this Agreement have in fact signed this Agreement and the effective date of this Agreement shall be the latest date that any one party actually signs and dates this Agreement.

C. No Assignment or Transfer:

The abatement is specifically granted to the Applicant and may not be assigned or transferred. In the event that the Applicant ceases operation or transfers title of the property without consent of the taxing districts, the abatement shall immediately terminate.
D. Early Closure of Applicant’s Abated Facility

The Applicant agrees that by signing this agreement they will remain Fully Operational at the Property for a term of at least three full years beyond the termination of the final tax abatement year. Should the Applicant cease operation of the facility within three (3) years from the termination date of the abatement period, the Taxing Bodies shall have the right to require the Applicant to repay the total sum of all previously abated taxes.

E. Successors of Taxing Bodies:

This Agreement shall be binding upon the Taxing Bodies, their successors, and their assigns, notwithstanding the provisions of paragraph C.

F. Communication Requirements:

All notices, requests, demands, waivers and other communications shall be in writing and shall be considered duly given three days following dispatch when deposited by mail, certified or registered mail, postage prepaid, properly addressed to the party entitled to receive such notices at the addresses listed in “Exhibit C”.

Each party may designate a new place or places, or a new person or persons, for notice purposes, by providing thirty days written notice to all other parties.

G. Applicable Law:

This Agreement shall be interpreted and enforced according to the statutes and case laws of the State of Illinois regardless of the later legal residence or domicile of any of the Taxing Bodies or the Applicant. Venue shall be the Circuit Court of the Twenty-Third Judicial Circuit, Kendall County, Illinois. The parties hereto waive any claim or defense that such venue is not convenient or proper.

H. Severability:

If any clause in this Agreement is deemed to be void or unenforceable, such clause shall be severed and the remaining provisions in this Agreement shall remain in full force and effect.

I. Entire Agreement/Amendment:

This Agreement constitutes the entire agreement of the parties and any alterations, amendments, or other changes to this Agreement shall be in writing, signed by all Taxing Bodies and the Applicant. This Agreement may be executed in several counterparts, all of which shall constitute the Agreement.

J. Captions and Paragraph Headings:

Captions and paragraph headings are for convenience only and are not a part of this Agreement and shall not be used in construing it.
DRAFT
FOR REVIEW PURPOSES ONLY

THE PARTIES TO THIS AGREEMENT by their signature acknowledges that they have read and understand this Agreement and intend to be bound by its terms.

<Taxing Body>

BY:

Authorized Officer

Date

ATTESTED:

Authorized Officer

Date

November 20, 2012
DRAFT
FOR REVIEW PURPOSES ONLY

THE PARTIES TO THIS AGREEMENT by their signature acknowledges that they have read and understand this Agreement and intend to be bound by its terms.

<Applicant>

BY:

Authorized Officer Date

ATTESTED:

Authorized Officer Date

AGREEMENT

November 20, 2012
EXHIBIT "A"

<Legal Description>

Commonly known as: <Site Address>

Permanent Index No.: <PIN>
AGREEMENT FOR

<APPLICANT NAME>
ABATEMENT OF REAL PROPERTY TAXES

EXHIBIT “B”

<Application>
DRAFT
FOR REVIEW PURPOSES ONLY

AGREEMENT
FOR
<APPLICANT NAME>
ABATEMENT OF REAL PROPERTY TAXES

EXHIBIT “C”

<Contact and Addresses of All Taxing Bodies and Applicant>
KENDALL COUNTY
JOB AND
RESOURCE FAIR
A BRIGHTER FUTURES EVENT

FRIDAY, JUNE 7, 2013
9:30 a.m. – 1:30 p.m.
WAUBONSEE COMMUNITY COLLEGE
PLANO CAMPUS
100 WAUBONSEE DR., PLANO, ILLINOIS

FEATURING:
- Local employers
- Community resources
- Workshops and employer panels

More than 250 job seekers attended last year’s event!

$50 registration fee
(nonprofit and government — no charge)

For more information
and registration details, visit:
www.waubONSEE.edu/jobfairs

A COLLABORATIVE EFFORT SPONSORED BY
Business Retention & Expansion Survey

KENDALL COUNTY ECONOMIC DEVELOPMENT

Existing businesses are the backbone of a community’s economy. Understanding the needs of existing businesses is vital to improving the business climate of an area. This listening and assisting process is known as Business Retention & Expansion and it is the foundation for a healthy local economy. The purpose of this survey is to learn more about companies within Kendall County and to determine methods that local economic development can lend to improve these companies. Additionally, learning about different companies can help plan programs and services that will better suit the needs of a company.

You make great contributions to the County and we want you to continue here!

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<thead>
<tr>
<th>Company Information</th>
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<tbody>
<tr>
<td>Company Name</td>
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<td>Contact Name</td>
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<th>Interviewer(s)</th>
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<tr>
<td>Lead Interviewer</td>
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<td>Other Interviewer(s)</td>
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<tr>
<td>Question</td>
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<td>-------------------------------------------------------------------------</td>
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<td>1) Where is the company's primary product/service in its life cycle?</td>
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<td>2) Is the company's primary market:</td>
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<td>3) Does the company plan to expand in the next three years?</td>
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<td>4) Does the company have facilities outside the country?</td>
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<td>5) Do you anticipate any federal, state, or local legislation changes that will adversely affect your company in the next five years?</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>6) Are the projected employment needs for this facility:</td>
</tr>
<tr>
<td>7) Who are the largest suppliers in the area and the three largest out-of-area suppliers?</td>
</tr>
<tr>
<td></td>
</tr>
</tbody>
</table>
Business Retention & Expansion Survey

KENDALL COUNTY ECONOMIC DEVELOPMENT

8) Does your current site allow for future expansion? □ Yes □ No
   If no, please explain: ____________________________________________
   ____________________________________________
   ____________________________________________
   __N/A __Unknown __ Declined

9) Has the company's structure changed in the last 18 months? Do you anticipate a change?
   □ Changed □ Change Pending □ No
   If changed, how will local operation be impacted: ________________________________
   ____________________________________________
   ____________________________________________
   If changing, please explain: ________________________________________________
   ____________________________________________
   ____________________________________________
   __N/A __Unknown __ Declined

10) Are there any **barriers to growth** in this community? □ Yes □ No
   If yes, please explain: ___________________________________________________
   ____________________________________________
   ____________________________________________
   __N/A __Unknown __ Declined

11) How do you rate the following:

   **Availability** of workers in this area: Low □ 1 □ 2 □ 3 □ 4 □ 5 □ 6 □ 7 High
   **Quality** of workforce in this area: Low □ 1 □ 2 □ 3 □ 4 □ 5 □ 6 □ 7 High
   **Stability** of workforce in this area: Low □ 1 □ 2 □ 3 □ 4 □ 5 □ 6 □ 7 High
   __N/A __Unknown __ Declined

12) Is the number of 'Full-Time Equivalent' positions: □ Increasing □ Stable □ Decreasing
   Estimated number of unfilled positions today: _______________
   Approximately when will these jobs be filled? _______________ (mm/yy)
   __N/A __Unknown __ Declined

Additional Comments

________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________

Thank you for your time

Kendall County Economic Development
All information is confidential
<table>
<thead>
<tr>
<th>Account Name</th>
<th>Note Date</th>
<th>Principal Mthly Payment</th>
<th>Interest</th>
<th>Total Overall Paid For Principal Interest</th>
<th>Loan Balance Last Payment</th>
<th>Interest on Bank Accounts</th>
<th>Bank Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surplus - EDC OCB #815-535</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CAN-MAN AFB# 114412</td>
<td>7/1/2011</td>
<td>20,000.00</td>
<td>2.90%</td>
<td>6,051.54</td>
<td>789.23</td>
<td>13,948.46</td>
<td>0.00</td>
</tr>
<tr>
<td>the Custard Cup YNB 405-582 CLOSED</td>
<td>5/17/2006</td>
<td>95,000.00</td>
<td>6.25%</td>
<td>38,002.45</td>
<td>37,705.09</td>
<td>55,997.55</td>
<td>1,770.91</td>
</tr>
<tr>
<td>FNY 6001-520 8/24/10</td>
<td>5/17/2016</td>
<td>1,066.68</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Assets: 1,947,188.17

A-B=D
D+E=Total Assets

Column E $1,947,188.17
Tap 10 - $1,947,188.17
Gr. Admin. 0

BANK BALANCE PLUS LOAN BALANCE

PREPARED BY TREASURERS' OFFICE