KENDALL COUNTY
ECONOMIC DEVELOPMENT COMMITTEE

AGENDA

May 24, 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
4. Approval of April 26, 2013 Meeting Minutes
5. New Business
   ➢ Recap of IEDC “Real Estate Development & Reuse” Course
   ➢ County Economic Development Statistics
6. Old Business
   ➢ Kendall County Job Resource Fair
   ➢ Kendall County Tax Abatement Scoring and Scenario Examples
   ➢ 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

Meeting Minutes
Friday, April 26, 2013
Kendall County Board Room

Call to Order
The Economic Development Committee met at 8:30 a.m. and was called to order by Dan Koukol, Chairman of the Kendall County Economic Development Committee.

Roll Call
Members Present: Dan Koukol, Judy Gilmour, Lynn Cullick, Amy Cesich, and Matt Prochaska
Members Absent: None
Other Board Members Present: None
Staff Present: Jeff Wilkirs, County Administrator, and John Sterrett, Economic Development Coordinator

Approval of Agenda
Ms. Gilmour made a motion, seconded by Mr. Prochaska, approve the agenda. With a voice vote of all ayes, the motion carried.

Approval of Minutes
Mr. Prochaska made a motion, seconded by Ms. Cullick, to approve the March 22, 2013 meeting minutes. With a voice vote of all ayes, the motion carried.

New Business
U.S. Census Bureau “County-to-County Worker Flow Patterns” 2013
Mr. Sterrett went over the latest data from the Census Bureau on where county residents work and where county workers live. This data was taken from the five year estimates from 2006 to 2010. Mr. Sterrett used this data to develop a list of the different counties where Kendall County workers live and where the residents of Kendall County are employed. Mr. Wilkirs noted that the mean travel time to work for Kendall County residents is around 35 minutes. Some of this information was included in the recent State of the Counties presentation. Copies of the State of the Counties presentation will be brought to the next Committee meeting.

Old Business
Illinois Economic Development Guide
Mr. Sterrett distributed the new Illinois Economic Development Guide to the Committee members. This is the magazine that includes the Kendall County advertisement that was put together by Kendall County and the local EDCs. Mr. Koukol explained that this is a good marketing technique and that it is an opportunity for both the State and the County to attract business from out of state employers. The advertisement used in the magazine was collaboration between the County and the local economic development corporations in the County as well as some of the other communities. The local communities and EDCs helped contribute to pay for the advertisement.

Job Resource Fair
Mr. Koukol gave an update to the planning of the Job Resource Fair and discussed the important role that Waubonsee Community College has played in planning the Job Resource Fair. Waubonsee has been able to provide numerous resources to put together and market the Job Fair. The next meeting on planning the job resource fair will be occurring at the end of May to finalize the preparation for the event. An interview will be set-up with WSPV’s morning show for late May a few weeks prior to the event to discuss the planning stages and the actual event itself. The Committee suggested that it would be a good idea to use Facebook as a way to help market the Job Resource Fair to those who are on Facebook that are currently looking for a job. Mr. Sterrett said he will put this together.
**Kendall County Economic Development Committee**

*Metropolitan Economic Growth Alliance*
Mr. Sterrett reminded the committee about the invoice for the membership to the Metropolitan Growth Alliance that will be coming out soon. Mr. Koukol reiterated splitting the invoice over the next few years to cover the cost of the membership.

*Kendall County Tax Abatement Program*
Mr. Wilkins gave an overview of the County’s tax abatement program and provided some history to the past tax abatements that have been offered. The first abatement given by the County was for Macy’s Logistics in Minooka. Mr. Wilkins went through the draft abatement agreement and the provisions that are included in such. The program is primarily set up as a way to entice large projects that consist of the either locating or expanding operations associated with manufacturing and industrial uses that will result in job growth and tax revenue for local taxing districts. Each taxing district has the ability to abate their portion of the tax bill if they choose to do so. The County has worked with the applicable taxing districts on past abatement applications. Since many of the taxing districts in Kendall County have not previously dealt with tax abatements, it would be ideal to have conversations with them early on to go over the tax abatement procedures and the agreement. The next step with the draft would be to forward it to the State’s Attorney’s Office for review.

Staff will bring scenarios of different possible tax abatements to the Committee at the next meeting to review and discuss.

*Business Retention & Expansion Program*
Mr. Wilkins went over the Business Retention and Expansion program that he and Mr. Sterrett have been active in with visiting local businesses. He explained that many businesses have expressed a desire to expand their facilities in the next 2-3 years. The business retention visits are also a good way to market different community resources for businesses including the tax abatement program and the revolving loan fund. Mr. Koukol stated that Waubonsee Community College also has a Workforce Development program that helps businesses with various workforce needs.

*Revolving Fund Loans Update*
Mr. Koukol stated he had previously met with the Yorkville Chamber of Commerce and is interested in putting together a presentation on the County’s Revolving Loan Fund program sometime in July or August. Mr. Sterrett provided a brief update on the two existing loans with the County.

**Other Business**
None

**Chairman’s Report**
Mr. Koukol mentioned his recent discussions with local chambers of commerce and also mentioned marketing techniques for the County. Mr. Koukol also noted the current road projects taking place in and around the County as well as the improvements to downtown Yorkville. Ms. Cesich discussed the potential poultry processing plant near Newark that was introduced to the Planning, Building, and Zoning Committee. The Committee discussed the petition process for this plant if it were to occur in the unincorporated area of Kendall County.

**Public Comment**
None

**Executive Committee**
None
Kendall County
Economic Development Committee

Adjournment
With no further business to discuss, Mr. Prochaska moved to adjourn. The motion was seconded by Ms. Gilmour. There being no objection, the Economic Development Committee, at 9:31 a.m., adjourned.

Respectfully Submitted,
John H. Sterrett
Recording Secretary
Since 2009, the unemployment rate has dropped roughly half a percentage point each year.

Source: U.S. Bureau of Labor Statistics
Employment vs Unemployment Trend

- At the beginning of 2010, more Kendall County residents entered the workforce and are employed.
- The employment level has climbed by 9,120 people in the last three years while unemployed persons declined by 2,805.

Source: U.S. Bureau of Labor Statistics

Private Sector Businesses in Kendall County

Since December 2006, there has been a 38% increase in number of Private Businesses in Kendall County.

Source: Illinois Department of Employment Security
Since 2010, the total number of jobs in Kendall County has reached its highest peak ever, while the number of private sector jobs has nearly reached peak level.

Source: Illinois Department of Employment Security

While employment for Kendall County residents has shifted over the past decade, the area of Education still remains the highest, followed by Manufacturing and Professional.

Source: U.S. Census Bureau
Kendall Economic Development Alliance

The Kendall Economic Development Alliance is made up of Kendall County, the Village of Oswego’s Economic Development Department, and the local EDC’s of Yorkville, Montgomery, Sandwich, and Plano.

Waubonsee Community College has become an important part of the group during the last year.

The local EDC’s are constantly active in their communities to bring in new business.

These are some of the major new businesses that have either opened or have been announced in Kendall County in the past year.
• Advertisement created as a collaboration between the County, the local economic development corporations, and other communities within Kendall County.

• To be published within the first Illinois Economic Development Guide, due for distribution in May.

• This is a great way for Kendall County to market itself to site selectors and businesses who may be interested in pursuing an opportunity in Illinois.

**Median Household Income 2011**

- Kendall County's median household income remains near the top for the Chicagoland region.
- This can be viewed as a strength for Kendall County as it attracts retail development interested in locating in areas with higher disposable income.

Source: Tax Foundation; U.S. Census Bureau
Travel Time to Work
2011

- When compared to the surrounding area, Kendall County residents typically travel further to work.
- The median travel time to work for Kendall County residents remains slightly over 35 minutes.

Source: U.S. Census Bureau American Community Survey 2011

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Educational Attainment
Population 25 & over with Bachelor's Degree
2011

- Compared to surrounding counties, Kendall County has the highest percentage of the population with a bachelor’s degree, demonstrating a highly skilled workforce.

Source: U.S. Census Bureau
Kendall County Job Resource Fair

June 7, 2013

SCHEDULE

Sessions

11-11:55 a.m. Overcoming Barriers to Employment
Panel Discussion

A panel of experts from local social and government agencies share tips and ideas, and answer questions from job seekers facing challenges such as being a mature adult, having a disability, or a having a criminal record.

Janice Duvall, AbilityLinks.org
Douglas Potts, Illinois Department of Employment Security
Maria Delgado, Kane County Department of Employment & Education (KCDEE)/Illinois Worknet

Room 211 or 212?

Noon-12:55 p.m. Optimal Resume – demo

Discover Optimal Resume – an online career resource that allows you to create resumes, cover letters and practice interview skills. Optimal Resume is available to everyone in the community free of charge.

Room 111

Noon-1:30 p.m. Insiders Job Search Tips and Techniques
Employer Panel

This is your opportunity to ask employers questions you have about the hiring process. What do employers look for in a candidate? Do employers read cover letters? How can I make myself stand out to an employer? Come to this open session and ask the employers whatever you would like.

Room 211 or 212?

Computer Resource Room

Frustrated with online job applications? Get help from Waubonsee Career Center experts or just use the computers to search for jobs and submit applications. Also available in the Resource Room: Optimal Resume – a web-based application that helps you easily create and manage your resume, cover letter and more.

9:30 a.m -1:30 p.m.
Room 111
EMPLOYERS AND POSITIONS AVAILABLE

First Floor

Alarm Detection Systems, Inc.
Alarm Sales Representative (FT), Computer Hardware & Support (Internship)
www.adsalarm.com

Aldi
Various
www.aldi.us

Alpha-Care Health Professionals
RN/LPN (PT, FT), CNA (PT, FT)
www.alpha-care.com

BMO Harris Bank
Loan Collector (PT)
www.bmoharris.com

Castle Bank
Tellers (PT, FT), Personal Bankers (FT)
www.castlebank.com

Farmers Insurance
Customer Service Representative (FT), Marketer (PT)

FlexiCorps, Inc.
General Labor (FT), Maintenance Mechanic (FT), Injection Molding Technician (FT), Warehouse (FT), Assembly (FT), Clerical (FT)
www.flexicorps.com

Geneva Nursing and Rehabilitation Center
Dictary Aide (PT, FT), CNA (PT, FT), Housekeeping Aide (PT, FT), Maintenance Director (FT), ADON (FT)

Hollywood Casino Aurora
Kitchen Steward (PT), Cage Cashier (PT), Security Agent (PT)
www.hollywoodcasinoaurora.com

Home Sweet Home Pet Services
Pet Sitter/Dog Walker (PT)
www.HSHpet.net
Illinois Central School Bus
Bus Driver (PT), Dispatcher (FT), Manager (FT), Bus Monitor (PT)
www.illinois-central.com

Illinois Department of Transportation
Engineering Technician (FT)
www.dot.state.il.us

Jimmy Johns
Delivery Drivers (PT), Sandwich Makers (PT)
www.jimmyjohns.com

Kendall County Forest Preserve District
Natural Areas Volunteers, Education Department Naturalist (PT)
http://www.co.kendall.il.us/forest_preserve

Kendall County Sheriff's Office
Patrol Deputies (FT), Correction Deputies (FT)
www.co.kendall.il.us/sheriff

Second Floor

Kish Health System
Various positions (PT, FT)
www.kishhealth.org

LTD Commodities LLC
Customer Services Call Center, Warehouse Positions
www.ltdcommodities.com

O'Brien And Associates
Security Officer- Patrol and Guard (PT, FT)
www.obrien-and-associates.com

Old Second National Bank
Teller (PT, FT), Personal Banker (FT)
www.oldsecond.com

Panera Bread LLC, Chicago Bread LLC
Cashier/Prep/Sandwich Maker (PT, FT), Dining Room/Dishwasher (PT, FT), Shift Supervisor (FT), Assistant Manager (FT)
www.panera-chicago.com
Quik-Kill Pest Eliminators, Inc.
Service Technician (FT), Sales Representative (FT)
www.quikkill.com

Rush-Copley Medical Center
Medical Assistant (PT, FT), Phlebotomist (PT)
www.rushcopley.com/careers

Silverleaf Resorts, Inc.
Sales Representative (FT), Inside Sales/Member Service Representative (FT)
www.silverleafresorts.com

Sun-Times Media
Inside Sales (FT)

Target Corporation
Store Team Leader (FT), Executive Team Leader (FT), Team Leader (FT), Team Member (PT, FT), Store Facilities Technician (FT)
www.target.com/careers

TCF Bank
Sales Associates (PT), Bank Supervisor (FT), Assistant Bank Manager (FT)
www.tcfbank.com

Union Pacific Railroad
Train Crew (FT)
www.unionpacific.jobs

U.S. Army
U.S. Army Active Duty (FT), U.S. Army Reserve (PT)
www.goarmy.com

Waubonsee Community College
Various positions (PT, FT)
www.waubonsee.edu

Room 215
COMMUNITY RESOURCES AND SERVICES

Room 213

American Legion – Department of Illinois, Veterans Affairs and Rehabilitation
Caring Hands Thrift Shop
Child Care Resource and Referral Center
Fox Valley Family YMCA
Girl Scouts of Northern Illinois
Illinois Department of Employment Security
Kane County Department of Employment and Education
Kendall County Health Department
Kendall Area Transit/Voluntary Action Center
Kendall County Food Pantry

Room 214

Senior Services Associates
University of Illinois Kendall County Extension
Waubonsee Community College – Admissions
Waubonsee Community College – Career Services
Property Tax Abatement Evaluation Scenario #1

XYZ Company plans to purchase and expand an existing regional distribution center.

**ECONOMIC IMPACT**
- Total Jobs Created and/or Retained (1 to 3 years) – **100**
- Total Payroll – **$3,050,000**

**STRATEGIC IMPACT**
- Average Employee Salary - **$30,500**
- Benefits – **50% paid by employer**
- Type of Business/Industry – **Warehouse**
- Total Investment in new machinery and equipment purchased from local Kendall County businesses (Subject to Kendall County Sales Tax) – **$0**

**FISCAL IMPACT**
- Total new property tax generated (Annually) - **$275,000**
- Public Infrastructure Improvements – **No new public infrastructure needed**
SCENARIO #1

Kendall County
Property Tax Abatement Evaluation Guide

Company Name: XYZ Company ___________________________ Date: __________________

Taxing Districts: ________________________________ ________________________________
______________________________ ________________________________
______________________________ ________________________________

Points Assigned

ECONOMIC IMPACT

1. Total Jobs Created and/or Retained (1 to 3 years)

<table>
<thead>
<tr>
<th>Jobs Range</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-24</td>
<td>1</td>
</tr>
<tr>
<td>25-49</td>
<td>2</td>
</tr>
<tr>
<td>50-99</td>
<td>3</td>
</tr>
<tr>
<td>100-199</td>
<td>4</td>
</tr>
<tr>
<td>200-over</td>
<td>5</td>
</tr>
</tbody>
</table>

2. Total Payroll

<table>
<thead>
<tr>
<th>Payroll Range</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100,000 - $499,999</td>
<td>3</td>
</tr>
<tr>
<td>$500,000 - $999,999</td>
<td>8</td>
</tr>
<tr>
<td>$1,000,000 - $2,499,999</td>
<td>11</td>
</tr>
<tr>
<td>$2,500,000 - $4,999,999</td>
<td>14</td>
</tr>
<tr>
<td>$5,000,000 - $9,999,999</td>
<td>17</td>
</tr>
<tr>
<td>$10,000,000 and over</td>
<td>20</td>
</tr>
</tbody>
</table>

STRATEGIC IMPACT

3. Type of Business/Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warehousing</td>
<td>2</td>
</tr>
<tr>
<td>Professional/Office (non-retail)</td>
<td>3</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>4</td>
</tr>
<tr>
<td>Targeted Industries/Headquarters</td>
<td>5</td>
</tr>
</tbody>
</table>

4. Total Investment in new machinery and equipment purchased from local Kendall County businesses (Subject to Kendall County Sales Tax)

<table>
<thead>
<tr>
<th>Investment Range</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100,000 - $249,999</td>
<td>3</td>
</tr>
<tr>
<td>$250,000 - $499,999</td>
<td>6</td>
</tr>
<tr>
<td>$500,000 - $999,999</td>
<td>9</td>
</tr>
<tr>
<td>$1,000,000 - $1,999,999</td>
<td>12</td>
</tr>
<tr>
<td>$2,000,000 - and over</td>
<td>15</td>
</tr>
</tbody>
</table>
5. Average Employee Salary

<table>
<thead>
<tr>
<th>Salary Range</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>$18,000 - $24,999</td>
<td>3</td>
</tr>
<tr>
<td>$25,000 - $29,000</td>
<td>6</td>
</tr>
<tr>
<td>$30,000 - $39,000</td>
<td>9</td>
</tr>
<tr>
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<td>12</td>
</tr>
<tr>
<td>$50,000 and over</td>
<td>15</td>
</tr>
</tbody>
</table>

6. Benefits

<table>
<thead>
<tr>
<th>Benefit Description</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>No benefits</td>
<td>0</td>
</tr>
<tr>
<td>50% paid by employer</td>
<td>2</td>
</tr>
<tr>
<td>75% paid by employer</td>
<td>3</td>
</tr>
<tr>
<td>90% paid by employer</td>
<td>4</td>
</tr>
<tr>
<td>100% paid by employer</td>
<td>5</td>
</tr>
</tbody>
</table>

**Fiscal Impact**

7. Total new property tax generated (Annually)

<table>
<thead>
<tr>
<th>Tax Range</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>$30,000 - $99,000</td>
<td>14</td>
</tr>
<tr>
<td>$100,000 - $199,000</td>
<td>18</td>
</tr>
<tr>
<td>$200,000 - $299,999</td>
<td>22</td>
</tr>
<tr>
<td>$300,000 - $499,000</td>
<td>26</td>
</tr>
<tr>
<td>$500,000 and over</td>
<td>30</td>
</tr>
</tbody>
</table>

8. Infrastructure Improvements

<table>
<thead>
<tr>
<th>Infrastructure Type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>No new public infrastructure needed</td>
<td>2</td>
</tr>
<tr>
<td>Private Investment into Public Infrastructure (Contingent upon 100% private investment)</td>
<td></td>
</tr>
<tr>
<td>$100,000 - $249,999</td>
<td>3</td>
</tr>
<tr>
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<td>4</td>
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<tr>
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<td>5</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Points Received</th>
<th>Eligible Abatement</th>
</tr>
</thead>
<tbody>
<tr>
<td>45-67</td>
<td>3 yr. (75/50/25%)</td>
</tr>
<tr>
<td>68-79</td>
<td>4 yr. (50% each year)</td>
</tr>
<tr>
<td>80-100</td>
<td>5 yr. (50% each year)</td>
</tr>
</tbody>
</table>

Total Points: 52 pts

Recommended Abatement: 3-Year (75/50/25)
Property Tax Abatement Evaluation Scenario – #2

MNO, Inc. is a small manufacturing firm new to the region that will locate its operation within an existing building and provide some improvements, both private and public.

**ECONOMIC IMPACT**
- Total Jobs Created and/or Retained (1 to 3 years) – 10
- Total Payroll – $240,000

**STRATEGIC IMPACT**
- Average Employee Salary – $24,000
- Benefits – No Benefits
- Type of Business/Industry – Manufacturing
- Total Investment in new machinery and equipment purchased from local Kendall County businesses (Subject to Kendall County Sales Tax) – $1,000,000

**FISCAL IMPACT**
- Total new property tax generated (Annually) – $100,000
- Infrastructure Improvements – Providing $250,000 private investment into public infrastructure (100% of improvement costs)
SCENARIO #2

Kendall County
Property Tax Abatement Evaluation Guide

Company Name: MNO, Inc. Date:________________________

Taxing Districts:__________________________________________________________________________
_________________________________________________________________________________________
_________________________________________________________________________________________
_________________________________________________________________________________________
_________________________________________________________________________________________

Points Assigned

ECONOMIC IMPACT

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STRATEGIC IMPACT

3. Type of Business/Industry

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SCENARIO #2

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FISCAL IMPACT

7. Total new property tax generated (Annually)

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<tr>
<td>$200,000 - $299,999</td>
<td>22</td>
</tr>
<tr>
<td>$300,000 - $499,000</td>
<td>26</td>
</tr>
<tr>
<td>$500,000 and over</td>
<td>30</td>
</tr>
</tbody>
</table>

8. Infrastructure Improvements

<table>
<thead>
<tr>
<th>Infrastructure Type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>No new public infrastructure needed</td>
<td>2</td>
</tr>
<tr>
<td>Private Investment into Public Infrastructure (Contingent upon 100% private investment)</td>
<td></td>
</tr>
<tr>
<td>$100,000 - $249,999</td>
<td>3</td>
</tr>
<tr>
<td>$250,000 - $499,999</td>
<td>4</td>
</tr>
<tr>
<td>$500,000 and over</td>
<td>5</td>
</tr>
</tbody>
</table>

Points Received | Eligible Abatement
45-67           | 3 yr. (75/50/25%)
68-79           | 4 yr. (50% each year)
80-100          | 5 yr. (50% each year)

Total Points: 45 pts
Recommended Abatement: 3-Year (75/50/25%)

H:\Economic Development\Tax Abatement\Scenario2\Score.docx
Property Tax Abatement Evaluation Scenario – #3

ABC, LLC plans to construct a new Office building on undeveloped property

**ECONOMIC IMPACT**
- Total Jobs Created and/or Retained (1 to 3 years) – 10
- Total Payroll – $288,240

**STRATEGIC IMPACT**
- Average Employee Salary - $28,824
- Benefits – 50% Paid by Employer
- Type of Business/Industry – Office
- Total Investment in new machinery and equipment purchased from local Kendall County businesses *(Subject to Kendall County Sales Tax)* – $0

**FISCAL IMPACT**
- Infrastructure Improvements – Public infrastructure needed w/only 50% financed with private money
- Total new property tax generated (Annually) - $175,000
SCENARIO #3

Kendall County
Property Tax Abatement Evaluation Guide

Company Name: ABC, LLC                       Date:____________________

Taxing Districts: ___________________________

_____________________________________________________________________

_____________________________________________________________________

_____________________________________________________________________

_____________________________________________________________________

_____________________________________________________________________

Points Assigned

ECONOMIC IMPACT

1. Total Jobs Created and/or Retained (1 to 3 years)

   10-24                          1
   25-49                          2
   50-99                          3
   100-199                        4
   200-over                       5

2. Total Payroll

   $100,000 - $499,999            3
   $500,000 - $999,999            8
   $1,000,000 - $2,499,999        11
   $2,500,000 - $4,999,999        14
   $5,000,000 - $9,999,999        17
   $10,000,000 and over           20

STRATEGIC IMPACT

3. Type of Business/Industry

   Warehousing                     2
   Professional/Office (non-retail) 3
   Manufacturing                   4
   Targeted Industries/Headquarters 5

4. Total Investment in new machinery and equipment purchased from local Kendall County businesses (Subject to Kendall County Sales Tax)

   $100,000 - $249,999            3
   $250,000 - $499,999            6
   $500,000 - $999,999            9
   $1,000,000 - $1,999,999        12
   $2,000,000 - and over          15
5. Average Employee Salary

<table>
<thead>
<tr>
<th>Salary Range</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>$18,000 - $24,999</td>
<td>3</td>
</tr>
<tr>
<td>$25,000 - $29,000</td>
<td>6</td>
</tr>
<tr>
<td>$30,000 - $39,000</td>
<td>9</td>
</tr>
<tr>
<td>$40,000 - $49,999</td>
<td>12</td>
</tr>
<tr>
<td>$50,000 and over</td>
<td>15</td>
</tr>
</tbody>
</table>

6. Benefits

<table>
<thead>
<tr>
<th>Benefit Description</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>No benefits</td>
<td>0</td>
</tr>
<tr>
<td>50% paid by employer</td>
<td>2</td>
</tr>
<tr>
<td>75% paid by employer</td>
<td>3</td>
</tr>
<tr>
<td>90% paid by employer</td>
<td>4</td>
</tr>
<tr>
<td>100% paid by employer</td>
<td>5</td>
</tr>
</tbody>
</table>

FISCAL IMPACT

7. Total new property tax generated (Annually)

<table>
<thead>
<tr>
<th>Tax Range</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>$30,000 - $99,000</td>
<td>14</td>
</tr>
<tr>
<td>$100,000 - $199,000</td>
<td>18</td>
</tr>
<tr>
<td>$200,000 - $299,999</td>
<td>22</td>
</tr>
<tr>
<td>$300,000 - $499,000</td>
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<th>Eligible Abatement</th>
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</thead>
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<tr>
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<td>4 yr. (50% each year)</td>
</tr>
<tr>
<td>80-100</td>
<td>5 yr. (50% each year)</td>
</tr>
</tbody>
</table>

Total Points: 30 pts

Recommended Abatement: None
<table>
<thead>
<tr>
<th>Account Name</th>
<th>Note Date My Date</th>
<th>Principal Monthly Payment</th>
<th>Interest</th>
<th>Total Overall Paid For Principal</th>
<th>Loan Balance Last Payment</th>
<th>Interest on Bank Accounts</th>
<th>Bank Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surplus - EDC, OCS #615-635</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>408,411.66</td>
</tr>
<tr>
<td>CAN-MAN AFB# 114412</td>
<td>7/1/2011</td>
<td>20,000.00</td>
<td>2.90%</td>
<td>7,032.55</td>
<td>888.22</td>
<td>12,867.45</td>
<td>0.00</td>
</tr>
<tr>
<td>the Custard Cup YNS 405-562 CLOSED</td>
<td>5/17/2008</td>
<td>95,000.00</td>
<td>6.25%</td>
<td>39,002.45</td>
<td>38838.41</td>
<td>55,997.55</td>
<td>1,774.88</td>
</tr>
<tr>
<td>FNY 5601-520 8/24/10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1,960,856.67</td>
</tr>
</tbody>
</table>

|                   |                   |                           |          | 46,036.00                         | 40,026.63                 | 28,965.00                 | 411,186.54   | 1,960,856.67 |

| Total Assets       | 2,019,821.67      | BANK BALANCE PLUS LOAN BALANCE |

A-B=D
C+E=Total Assets

Column E: $1,960,856.67
Tap 10: $1,960,856.67
Gr. Admin.: 0