

## Health & Beauty Products Distribution Center Location Project - Incentives Case Study

Austin Services  
Labor Analysis  
Community and Property Selection  
Due Diligence  
Incentives Negotiation

<b>Project Investment:</b>	<b>\$117 Million</b>
<b>Labor Requirement:</b>	500 by 2010
<b>Site Size:</b>	45-60 Usable Acres
<b>Building Size:</b>	590,000 Square Feet
<b>Search Area:</b>	East Central Ohio, Central Indiana, Northern Kentucky
<b>Outcome:</b>	Selected 70 acre site in Zanesville, Ohio (50 miles east of Columbus)

Local	State	
<ul style="list-style-type: none"> <li>Locals stepped up to off-set state's role (county, port authority, city)                             <ul style="list-style-type: none"> <li>Capped fees and permits</li> <li>Arranged meetings, organized resources, secured funds</li> </ul> </li> </ul>	Limited involvement by state on this project due to distribution center project	
	State Incentive Program Offerings	Est. Value
1) Reduced land price – 80 acres at \$2,500/acre	Ohio Job Creation Tax Credit	\$800,415
2) Real property tax abatement of 100% for 10 years.	Machinery & Equipment Sales Tax Elimination	\$4,550,000
3) Accelerated building plan review and permitting process	Ohio Investment in Training Program Grant	\$200,250
4) Utilities and roadways extended to the property at no cost to client.	Tangible Personal Property Tax Elimination	\$499,281
5) Employment services – interviewing, background checks, drug screening	Roadwork Development (629) Account Grant	\$500,000
6) Boundary survey of 80 acre parcel	166 Direct Loan	TBD
7) Complete civil engineering package to include: <ul style="list-style-type: none"> <li>Site plan</li> <li>Storm water detention design</li> <li>Grading plan and all site improvement documents</li> <li>Site dimension plan</li> <li>Utility plan to be coordinated with building designer</li> <li>Soil erosion control plan</li> <li>Earthwork calculations to be coordinated with the building engineer</li> </ul>	Ohio Enterprise Bond Fund	TBD
	<b>Total Value of Estimated State Incentives</b>	<b>\$6,549,946</b>