



## CITY OF FRANKLIN

DEPARTMENT OF COMMUNITY DEVELOPMENT

# Staff Report

**To:** Economic Development Commission Members

**From:** Krista Linke, Director

**Date:** July 2<sup>nd</sup>, 2014

**Re:** Case EDC 2014-03 – Hetsco, Inc.

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**Case EDC 2014-03 – Hetsco, Inc.:** A request for a 10-year tax abatement on \$4,000,000 in real property and \$400,000 in personal property investment.

**Location:** 1725 N. Graham Road

**Summary:**

1. Characteristics of this location:

The shell building was a joint partnership between the City of Franklin Redevelopment Commission, the Mayor's Office, the Johnson County Development Corporation and Runnebohm Construction. The shell building was built to attract a new company to the City of Franklin.

2. Characteristics of this petitioner:

Global Power, Williams Industrial and Hetsco, Inc. design, engineer and manufacture a broad array of equipment and services to the global power infrastructure, energy and process industries. The Hetsco, Inc./Williams Services Division performs maintenance and construction services to fossil, nuclear, and hydroelectric power plants and other industrial operations. They provide specialty services to the aluminum heat exchanger and air distribution industries. They have performed work in more than 40 states across the U.S. and in over 30 countries. Their headquarters are currently located in Greenwood, Indiana, and they have a fabrication facility in Houston, Texas.

3. Characteristics of this project:

The shell building is 51,360 square feet. It is expandable to 150,000 square feet. Hetsco will purchase and build out this property for shop and office space. They will relocate their company from Greenwood to Franklin. They have outgrown their existing location and wish to consolidate numerous leased temporary spaces into one permanent location.

4. Economic Revitalization Area (ERA):

This property was previously designated an ERA by Resolution 2012-04 and confirmed by Resolution 2012-05.

5. ERA & Tax Abatements Findings (Real Property):

Indiana Code Section 6-1.1-12.1-3 states that the following findings must be made when considering an ERA designation and the granting of a tax abatement for real property:

- a. Whether the estimate of the value of the development or rehabilitation is reasonable for projects of that nature;
- b. Whether the estimate of the number of individuals who will be employed or whose employment will be retained can be reasonably expected to result from the proposed redevelopment or rehabilitation;
- c. Whether the estimate of annual salaries of those individuals who will be employed or whose employment will be retained can be reasonably expected to result from the proposed redevelopment or rehabilitation;
- d. Whether any other benefits about which information was requested are benefits that can be reasonably expected to result from the proposed redevelopment or rehabilitation; and
- e. Whether the totality of the benefits is sufficient to justify the tax abatement.

6. ERA & Tax Abatements Findings (Personal Property):

Indiana Code Section 6-1.1-12.1-4.5 states that the following findings must be made when considering an ERA designation and the granting of tax abatement for personal property:

- a. Whether the estimate of the cost of new manufacturing equipment is reasonable for equipment of that type;
- b. Whether the estimate of the number of individuals who will be employed or whose employment will be retained can be reasonably expected to result from the installation of new manufacturing equipment;
- c. Whether the estimate of annual salaries of those individuals who will be employed or whose employment will be retained can be reasonably expected to result from the installation of the new manufacturing equipment;
- d. Whether any other benefits about which information was requested are benefits that can be reasonably expected to result from the installation of the new manufacturing equipment; and
- e. Whether the totality of the benefits is sufficient to justify the tax abatement.

7. City of Franklin "Tax Abatement Policy" criteria:

The "Tax Abatement Policy" section of the *City of Franklin Community Investment Incentives Summary* states that the Economic Development Commission shall use certain criteria when considering a request for tax abatement. A comparison of those criteria and this request follows:

- a. *Diversification of Local Occupations*: The number of jobs being retained from the Greenwood location is 49. The number of new jobs being created is 40. This is a total of 89 new jobs to the

City of Franklin.

- 17 managerial/professional specialty occupation with an average hourly wage of \$44.42
- 32 operators/fabricators/laborer positions with an average hourly wage of \$22.47

Wage figures do not include benefits. A summary of benefits provided to employees has been provided and is included at the end of the staff report as Attachment A.

- b. *Diversification of Local Employment:* According to the 2012 U.S. Department of Commerce, U.S. Census Bureau, the commercial and industrial machinery and equipment (except automotive and electronic) repair and maintenance, makes up 10% of the repair and maintenance industry sector in Johnson County. According to [www.census.gov](http://www.census.gov), there were 101 repair and maintenance establishments in Johnson County in the first quarter of 2012.
- c. *Increase in Local Salaries:* The average wage for all industries in Johnson County for the first quarter of 2012 was \$14.98. The average hourly wage in Johnson County for repair and maintenance employees was \$21.41 per hour. The average hourly wage (without benefits) for the 49 jobs being retained with Hetsco is \$30.08. The average hourly wage (without benefits) for the 40 new jobs with Hetsco is \$27.29.
- d. *Sustainable Land Use:* The petitioner proposes to make this investment at a location chosen by the City of Franklin to construct a shell building.
- e. *Future Community Investment:* The applicant should share with the EDC their plans for future community investment. The company has indicated on their application that they are not agreeable to an Economic Development Fee on real or personal property.
- f. *Conformance with the Comprehensive Plan:* The Comprehensive Plan - Future Land Use Plan identifies this property as Manufacturing. Manufacturing areas are intended to accommodate large scale businesses that produce finished products from raw materials. Uses in these areas may include products manufacturing as well as any related warehousing and offices. Manufacturing areas may include facilities that involve emissions or the outdoor storage of materials and finished products. These two factors are the primary distinction between manufacturing areas and light industrial areas.

The property is zoned IG, Industrial: General. The "IG," Industrial: General zoning district is intended to provide locations for general industrial manufacturing, production, assembly, warehousing, research and development facilities, and similar land uses. This district is intended to accommodate a variety of industrial uses in locations and under conditions that minimize land use conflicts. This district should be used to support industrial retention and expansion in Franklin.

8. Tax Abatement Duration:

The *City of Franklin Community Investment Incentives Summary* provides that longer periods of abatement on real and personal property may be considered for requests of an exceptional nature. The Summary states that development examples of an exceptional nature include projects which:

- a. Create a new plant or product line for an existing manufacturer;

- b. Creates substantial employment opportunities with higher than average wages;
- c. Increase substantially property values and the city tax base with minimal impact to city services (police & fire protection, schools, utilities, infrastructure, etc.); and
- d. Utilize existing public infrastructure (sanitary & storm sewer, roads & streets, drainage facilities, and other utilities).

9. Requested Effective Year:

The petitioner has requested that, if approved, the tax abatement be effective for the tax year 2015, payable 2016.

**Staff Comments:**

This tax abatement petition proposes an economic development project that meets all of the above outlined criteria to be considered when granting tax abatement. This is the type of development the Redevelopment Commission hoped to attract to the City of Franklin. The relocation of this company to a new facility allows their company to grow and expand. Their wages are considerably higher than average. One important fact to consider; only the build out of the property can receive abatement, the assessed value of the initial investment made by Runnebohm to build the building and the cost of the land did not receive tax abatement.



# CITY OF FRANKLIN

COMMUNITY DEVELOPMENT DEPARTMENT

2014-03

## Tax Abatement Application

### Organization/Corporation Requesting Tax Abatement

Organization/Corporation Name: HETSCO INC  
Primary Contact Name: TROY MARTIN  
Contact Address: 505 PUSHVILLE ROAD  
City: GREENWOOD State: IN Zip: 46143  
Phone Number: 317-535-4315  
Email: TMARTIN@HETSCO.COM  
Three possible dates before the EDC meeting to conduct a site visit: 7/3, 7/4, or 7/7  
Name of Owner: \_\_\_\_\_  
Parent Company (If Applicable): GLOBAL POWER EQUIPMENT GROUP

### Primary Contact for Yearly Compliance Reports

Name: TROY MARTIN  
Title: SR TAX MANAGER  
Address: 505 PUSHVILLE ROAD  
City: GREENWOOD State: IN Zip: 46143  
Phone Number: 317-535-4315  
Email: TMARTIN@HETSCO.COM

### Description of Project

Project Location/Address: 1725 N. GRAHAM RD. FRANKLIN, IN. 46131  
Parcel Number: 41-08-11-042-002.000-009  
Brief Description of Project:

Purchase "shell" building w/ build-out for shop and office space.

### Current Assessed Value (AV) of the Property:

1. Land \_\_\_\_\_
2. Building \_\_\_\_\_
3. Inventory \_\_\_\_\_
4. Equipment \_\_\_\_\_

Have building permits been applied for (if applicable): Yes ☐ No ☐

Has equipment been installed (if applicable): Yes ☐ No ☒

### Required Attachments:

- |  |                                       |
|--|---------------------------------------|
| ■ Completed SB-1 Form(s)                     | ■ Summary of Benefits (if applicable) |
| ■ Legal Description of the Property          | ■ Employment Phase-In Schedule        |
| ■ Company Financial Statement                | ■ Company Investment Timetable        |
| ■ Job and Wage Description Information Sheet | ■ Compliance Affidavit                |



**Type of Abatement Requested**Real Property ☒Personal Property ☒Length of Abatement Requested: 10 YearsProject Size (square feet): 50,000Size of Site (acres): 11.199

Type of Building:

Multiple Tenants (leased) ☐Single Tenant (leased) ☐Owner Occupied ☒Corporate Headquarters ☐**Capital Investment**

1. Real property capital investment only: \_\_\_\_\_

2. Personal property capital investment only: \_\_\_\_\_

3. Total capital investment for proposed project: \_\_\_\_\_

**Jobs Created and/or Retained**1. Estimated number of full time jobs created by the proposed project: 40 / 4 YEARS2. Estimated number of full time jobs retained as a direct result of the proposed project: 49 CURRENT3. Total number of full time jobs upon project completion: 89**Wages Created and Retained**1. Average hourly wage rate for new jobs (w/o benefits) 27.292. Average hourly wage rate for jobs retained (w/o benefits) 30.08

\*\*\*In addition to answering these questions, please fill out the Job and Wage Description for Tax Abatement Application information sheet and submit it with the application as an attachment.

Please explain why the abatement incentive is necessary to the project: Attach additional sheets as necessary.

Abatement would allow Hetsco to continue to grow and increase the benefit of additional employees as future revenue continues to increase.

**Company Information**How long has the company been in existence? 32 years

Current address of company headquarters and duration at that address: \_\_\_\_\_

Approximate percentage of employees at current location who live in the City of Franklin and/or Johnson County: \_\_\_\_\_

Have you ever received tax abatement at your current location? Yes ☐ No ☒

If yes, when and for what term? \_\_\_\_\_

What specifically has the company done to give back to the community: \_\_\_\_\_

Increased workforce under low economic conditions while providing quality service and emergency response to customers.

While acting as a strong advocate for using economic incentives to help applicants expand and/or locate in the community, the City of Franklin also strives to enrich the quality of life for its citizens. To that end, the City embraces the use of voluntary economic development fees as allowed under Indiana law (IC 6-1.1-12.1-14). These fees are directed by the City to local nonprofit organizations to bolster their economic development efforts. The fee can be applied on both real and personal property abatements. The fee is collected annually by the County Treasurer as a special assessment on the tax bill and is distributed by the City to the designated economic development nonprofit organization. Typically, 2% is charged on Real Property and 5% is charged on Personal Property. The fee is a percentage of the abatement received. For example, instead of receiving 100% abatement in the first year, the company receives a 95% abatement, with the 5% difference going to support local economic development. More information can be found on the City's website ([www.franklin.in.gov](http://www.franklin.in.gov)) under the Economic Development tab.

Is the company agreeable to the Economic Development Fee? Yes ☐ No ☒

If yes, at what percent(s)? \_\_\_\_\_

# Corporate Organization



GlobalPower



Global Power, Williams Industrial and Hetsco, Inc. design, engineer and manufacture a broad array of equipment and services to the global power infrastructure, energy and process industries.

## **Services Division: Hetsco, Inc. / Williams**

- **Maintenance & construction services to fossil, nuclear, and hydroelectric power plants and other industrial operations. Provide specialty services to the aluminum heat exchanger, air distribution industries.**

## **Products Division:**

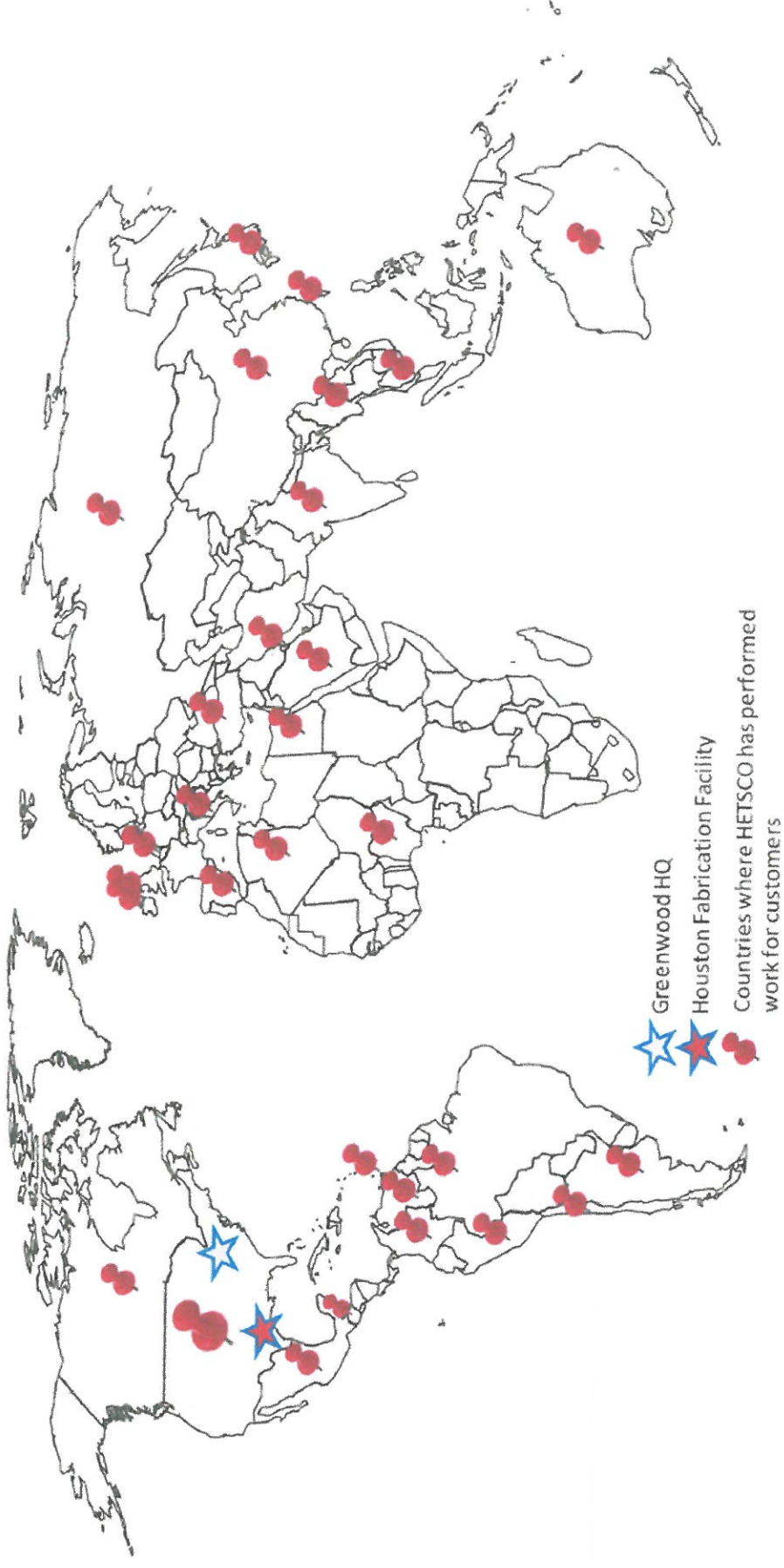
- Design, engineer and manufacture a comprehensive portfolio of equipment.
- Gas turbine power plants and power-related equipment for industrial operations.
- Strong competitive product position.
- Benefit from a large presence in domestic and international markets.



# Current International Reach



> Work performed in more than 40 states across the U.S. and in over 30 countries







# STATEMENT OF BENEFITS REAL ESTATE IMPROVEMENTS

State Form 51767 (R4 / 2-13)

Prescribed by the Department of Local Government Finance

2014 PAY 2015

FORM SB-1 / Real Property

## PRIVACY NOTICE


The cost and any specific individual's salary information is confidential; the balance of the filing is public record per IC 6-1.1-12.1-5.1(c) and (d).

This statement is being completed for real property that qualifies under the following Indiana Code (check one box):

- ☐ Redevelopment or rehabilitation of real estate improvements (IC 6-1.1-12.1-4)  
☐ Residentially distressed area (IC 6-1.1-12.1-4.1)

### INSTRUCTIONS:

- This statement must be submitted to the body designating the Economic Revitalization Area prior to the public hearing if the designating body requires information from the applicant in making its decision about whether to designate an Economic Revitalization Area. Otherwise, this statement must be submitted to the designating body **BEFORE** the redevelopment or rehabilitation of real property for which the person wishes to claim a deduction. "Projects" planned or committed to after July 1, 1987, and areas designated after July 1, 1987, require a STATEMENT OF BENEFITS. (IC 6-1.1-12.1)
- Approval of the designating body (City Council, Town Board, County Council, etc.) must be obtained prior to initiation of the redevelopment or rehabilitation, **BEFORE** a deduction may be approved.
- To obtain a deduction, a Form 322/RE must be filed with the County Auditor before May 10 in the year in which the addition to assessed valuation is made or not later than thirty (30) days after the assessment notice is mailed to the property owner if it was mailed after April 10. If the property owner misses the May 10 deadline in the initial year of occupation, he can apply between March 1 and May 10 of a subsequent year.
- Property owners whose Statement of Benefits was approved after June 30, 1991, must attach a Form CF-1/Real Property annually to the application to show compliance with the Statement of Benefits. [IC 6-1.1-12.1-5.1(b) and IC 6-1.1-12.1-5.3(j)].
- The schedules established under IC 6-1.1-12.1-4(d) for rehabilitated property apply to any economic revitalization areas designated after June 30, 2000, unless an alternative deduction schedule is adopted by the designating body (IC 6-1.1-12.1-17). The schedules effective prior to July 1, 2000, shall continue to apply to economic revitalization areas designated before July 1, 2000.

SECTION 1 TAXPAYER INFORMATION					
Name of taxpayer <b>HETSCO INC</b>					
Address of taxpayer (number and street, city, state, and ZIP code) <b>505 PUSHVILLE ROAD GREENWOOD, IN. 46143</b>					
Name of contact person <b>TROY MARTIN</b>		Telephone number <b>( 317 ) 535-4315</b>		E-mail address <b>tmartin@hetsco.com</b>	
SECTION 2 LOCATION AND DESCRIPTION OF PROPOSED PROJECT					
Name of designating body				Resolution number	
Location of property <b>1725 N. GRAHAM RD FRANKLIN, IN. 46131</b>		County <b>JOHNSON</b>		DLGF taxing district number <b>41009</b>	
Description of real property improvements, redevelopment, or rehabilitation (use additional sheets if necessary) <b>BUILD-OUT OF SHELL BUILDING @ 1725 N. GRAHAM RD FRANKLIN, IN. 46131</b>				Estimated start date (month, day, year) <b>08/01/2014</b>	
				Estimated completion date (month, day, year) <b>12/31/2015</b>	
SECTION 3 ESTIMATE OF EMPLOYEES AND SALARIES AS RESULT OF PROPOSED PROJECT					
Current number <b>49.00</b>	Salaries <b>\$3,066,000.00</b>	Number retained <b>49.00</b>	Salaries <b>\$3,066,000.00</b>	Number additional <b>40.00</b>	Salaries <b>\$2,271,000.00</b>
SECTION 4 ESTIMATED TOTAL COST AND VALUE OF PROPOSED PROJECT					
		REAL ESTATE IMPROVEMENTS			
		COST		ASSESSED VALUE	
Current values		0.00			
Plus estimated values of proposed project		4,000,000.00			
Less values of any property being replaced		0.00			
Net estimated values upon completion of project		4,000,000.00			
SECTION 5 WASTE CONVERTED AND OTHER BENEFITS PROMISED BY THE TAXPAYER					
Estimated solid waste converted (pounds) _____			Estimated hazardous waste converted (pounds) _____		
Other benefits					
SECTION 6 TAXPAYER CERTIFICATION					
I hereby certify that the representations in this statement are true.					
Signature of authorized representative 		Title <b>SR TAX MANAGER</b>		Date signed (month, day, year) <b>06/27/2014</b>	



# STATEMENT OF BENEFITS PERSONAL PROPERTY

State Form 51764 (R2 / 12-11)

Prescribed by the Department of Local Government Finance

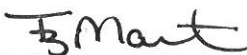
FORM SB-1 / PP

## PRIVACY NOTICE

The cost and any specific individual's salary information is confidential; the balance of the filing is public record per IC 6-1.1-12.1-5.1 (c) and (d).

### INSTRUCTIONS:

1. This statement must be submitted to the body designating the Economic Revitalization Area prior to the public hearing if the designating body requires information from the applicant in making its decision about whether to designate an Economic Revitalization Area. Otherwise this statement must be submitted to the designating body **BEFORE** a person installs the new manufacturing equipment and/or research and development equipment, and/or logistical distribution equipment and/or information technology equipment for which the person wishes to claim a deduction. "Projects" planned or committed to after July 1, 1987, and areas designated after July 1, 1987, require a STATEMENT OF BENEFITS. (IC 6-1.1-12.1)
2. Approval of the designating body (City Council, Town Board, County Council, etc.) must be obtained prior to installation of the new manufacturing equipment and/or research and development equipment and/or logistical distribution equipment and/or information technology equipment, **BEFORE** a deduction may be approved
3. To obtain a deduction, a person must file a certified deduction schedule with the person's personal property return on a certified deduction schedule (Form 103-ERA) with the township assessor of the township where the property is situated or with the county assessor if there is no township assessor for the township. The 103-ERA must be filed between March 1 and May 15 of the assessment year in which new manufacturing equipment and/or research and development equipment and/or logistical distribution equipment and/or information technology equipment is installed and fully functional, unless a filing extension has been obtained. A person who obtains a filing extension must file the form between March 1 and the extended due date of that year.
4. Property owners whose Statement of Benefits was approved after June 30, 1991, must submit Form CF-1 / PP annually to show compliance with the Statement of Benefits. (IC 6-1.1-12.1-5.6)
5. The schedules established under IC 6-1.1-12.1-4.5(d) and (e) apply to equipment installed after March 1, 2001, unless an alternative deduction schedule is adopted by the designating body (IC 6-1.1-12.1-17).

SECTION 1 TAXPAYER INFORMATION									
Name of taxpayer <b>HETSCO INC</b>									
Address of taxpayer (number and street, city, state, and ZIP code) <b>505 PUSHVILLE ROAD GREENWOOD, IN. 46143</b>									
Name of contact person <b>TROY MARTIN</b>				Telephone number <b>(317) 535-4315</b>					
SECTION 2 LOCATION AND DESCRIPTION OF PROPOSED PROJECT									
Name of designating body				Resolution number (s)					
Location of property <b>1725 N. GRAHAM RD FRANKLIN, IN. 46131</b>		County <b>JOHNSON</b>		DLGF taxing district number <b>41009</b>					
Description of manufacturing equipment and/or research and development equipment and/or logistical distribution equipment and/or information technology equipment. (use additional sheets if necessary)  <b>Welding / Office equipment</b>				ESTIMATED					
				START DATE		COMPLETION DATE			
				Manufacturing Equipment		<b>08/01/2014</b>		<b>12/31/2015</b>	
				R & D Equipment					
				Logist Dist Equipment					
IT Equipment									
SECTION 3 ESTIMATE OF EMPLOYEES AND SALARIES AS RESULT OF PROPOSED PROJECT									
Current number <b>49</b>	Salaries <b>3,066,000.00</b>	Number retained <b>49</b>	Salaries <b>3,066,000.00</b>	Number additional <b>40</b>	Salaries <b>2,270,000.00</b>				
SECTION 4 ESTIMATED TOTAL COST AND VALUE OF PROPOSED PROJECT									
<b>NOTE:</b> Pursuant to IC 6-1.1-12.1-5.1 (d) (2) the <b>COST</b> of the property is confidential.	<b>MANUFACTURING EQUIPMENT</b>		<b>R &amp; D EQUIPMENT</b>		<b>LOGIST DIST EQUIPMENT</b>		<b>IT EQUIPMENT</b>		
	COST	ASSESSED VALUE	COST	ASSESSED VALUE	COST	ASSESSED VALUE	COST	ASSESSED VALUE	
Current values	0.00								
Plus estimated values of proposed project	400,000.00								
Less values of any property being replaced	0.00								
Net estimated values upon completion of project	400,000.00								
SECTION 5 WASTE CONVERTED AND OTHER BENEFITS PROMISED BY THE TAXPAYER									
Estimated solid waste converted (pounds) _____				Estimated hazardous waste converted (pounds) _____					
Other benefits:									
SECTION 6 TAXPAYER CERTIFICATION									
I hereby certify that the representations in this statement are true.									
Signature of authorized representative 				Title <b>SR TAX MANAGER</b>		Date signed (month, day, year) <b>06/27/2014</b>			

**JOB AND WAGE DESCRIPTION  
FOR TAX ABATEMENT APPLICATION**

Please provide the following job and wage earning information that is associated with this Tax Abatement Petition **(Please specify all wages in an hourly format without benefits):**

- (1) Company NAICS code: 811310.
- (2) The total number of jobs current at the site: 49, the number of those jobs that will be retained as a direct result of the proposed investment 49, and the number of new jobs which will be created as a direct result of the proposed investment 40.
- (3) The total number of full-time employees at the site: 49.
- (4) The total number of temporary and/or contract employees currently at the site: 0.
- (5) The average hourly wages for the new jobs: \$27.29.
- (6) Will the new jobs being created begin as temporary and/or contract employees? NO  
If yes, please provide an explanation of the typical transition process to full time:

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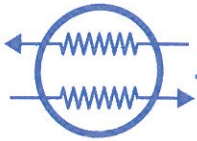
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- (7) Number of new and/or retained jobs in:

- (a) Managerial/Professional Specialty Occ.: 17 Average Hourly Wage: \$44.42
- (b) Technical/Sales/Admin. Support Occ.:     Average Hourly Wage:
- (c) Service Occ.:     Average Hourly Wage:
- (d) Precision Production/Craft/Repair Occ.:     Average Hourly Wage:
- (e) Operators/Fabricators/Laborers: 32 Average Hourly Wage: \$22.47

Note: The total number of jobs specified above should correspond with the Statement of Benefits Form SB-1.

- (8) **Attach detailed information on the types of benefits offered for new employees. A description of all possible bonuses and incentives should also be given if provided.**



## HETSCO, INC.

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505 Pushville Road, Greenwood, Indiana 46143  
Phone (317) 535-4315 • Fax (317)535-4684

Re: New employee benefits

Benefits that are typically provided to new full-time employees to Hetsco, Inc. are itemized below.

1. Medical PPO (includes prescription)
2. Dental PPO
3. Vision PPO
4. FSA – Health & Dependent care
5. Short-term & Long-term disability (co. paid)
6. Basic Life & Voluntary life: basic Co. Paid for EE and dependents)
7. Basis AD&D & voluntary AD&D: basic paid by Co.
8. 401k w/ Co. match (50% up to 8% deferral)
9. EAP (Co. paid)

Hetsco, Inc.  
505 Pushville Rd.  
Greenwood, In. 46143

(317) 535-4315



# SAMPLE COMPANY INVESTMENT TIMETABLE

Year of Abatement	Buildings	Equip. Type 1	Equip. Type 2	Equip. Type 3	Total
1st Quarter	2014				
2nd Quarter					
3rd Quarter	1,400,000				
4th Quarter	1,200,000				
Year of Abatement	2015				
1st Quarter	600,000	400,000			
2nd Quarter	300,000				
3rd Quarter					
4th Quarter					
Year of Abatement					
1st Quarter					
2nd Quarter					
3rd Quarter					
4th Quarter					
TOTAL	4,000,000	400,000			

# EMPLOYMENT PHASE-IN SCHEDULE SAMPLE JOB CREATION/RETENTION TIMETABLE

Year of Abatement	Job Type 1	Job Type 2	Job Type 3	Job Type 4	Total
1st Quarter	2015				
2nd Quarter	3				
3rd Quarter	2				
4th Quarter	3				
Year of Abatement	2016				
1st Quarter	3				
2nd Quarter	2				
3rd Quarter	3				
4th Quarter	2				
Year of Abatement	2017				
1st Quarter	3				
2nd Quarter	2				
3rd Quarter	3				
4th Quarter	2				
TOTAL					

Q1 2018  
 Q2 3  
 Q3 2  
 Q4 3  
 2  
 40

<b>3 YEAR</b>				
<b><i>Hetsco, Inc.</i></b>				
<b>Sample Property Tax on Real Property (3 Year) with 2% Economic Development Fee</b>				
Real Property Tax Investment: \$4,000,000				
Tax Rate: 3.0%				
	<b><i>2015 Payable 2016</i></b>	<b><i>2016 Payable 2017</i></b>	<b><i>2017 Payable 2018</i></b>	
<b><i>True Cash Value</i></b>	\$4,000,000	\$4,000,000	\$4,000,000	
<b><i>Assessed Value</i></b>	\$4,000,000	\$4,000,000	\$4,000,000	
<b><i>Net Tax Rate</i></b>	3.0%	3.0%	3.0%	<b><i>Total</i></b>
<b><i>Tax w/o Abatement</i></b>	\$120,000	\$120,000	\$120,000	<b><i>\$360,000</i></b>
<b><i>Abatement Rate</i></b>	100%	66%	33%	
<b><i>Amount Abated</i></b>	\$120,000	\$79,200	\$39,600	<b><i>Total</i></b>
<b><i>Taxes Paid w/Abatement</i></b>	\$0	\$40,800	\$80,400	<b><i>\$121,200</i></b>
			<b><i>Total Fees Paid</i></b>	
<b><i>2% Fee</i></b>	\$2,400	\$1,584	\$792	<b><i>\$4,776</i></b>
<b><i>Total Tax Saving without Economic Development Fee</i></b>				
				<b><i>\$238,800</i></b>
<b><i>Total Tax Savings with 2% Economic Development Fee</i></b>				
				<b><i>\$234,024</i></b>

5 YEAR						
<b>Hetsco, Inc.</b>						
<b>Sample Property Tax on Real Property (5 Year Period) with 2% Economic Development Fee</b>						
Real Property Tax Investment: \$4,000,000						
Tax Rate: 3.0%						
	<b>2015 Payable 2016</b>	<b>2015 Payable 2016</b>	<b>2016 Payable 2017</b>	<b>2017 Payable 2018</b>	<b>2018 Payable 2019</b>	
<b>True Cash Value</b>	\$4,000,000	\$4,000,000	\$4,000,000	\$4,000,000	\$4,000,000	
<b>Assessed Value</b>	\$4,000,000	\$4,000,000	\$4,000,000	\$4,000,000	\$4,000,000	
<b>Net Tax Rate</b>	3.0%	3.0%	3.0%	3.0%	3.0%	<b>Total</b>
<b>Tax w/o Abatement</b>	\$120,000	\$120,000	\$120,000	\$120,000	\$120,000	<b>\$600,000</b>
<b>Abatement Rate</b>	100%	80%	60%	40%	20%	
<b>Amount Abated</b>	\$120,000	\$96,000	\$72,000	\$48,000	\$24,000	<b>Total</b>
<b>Taxes Paid w/Abatement</b>	\$0	\$24,000	\$48,000	\$72,000	\$96,000	<b>\$240,000</b>
						<b>Total Fees Paid</b>
<b>2% Fee</b>	\$2,400	\$1,920	\$1,440	\$960	\$480	<b>\$7,200</b>
						<b>Total Tax Saving without Economic Development Fee</b>
						<b>\$360,000</b>
						<b>Total Tax Savings with 2% Economic Development Fee</b>
						<b>\$352,800</b>





## 10 YEAR

**Hetsco, Inc.**

### Sample Property Tax on Real Property (10 Year Period) Schedule with 2% Fee

Real Property Tax Investment: \$4,000,000

Tax Rate: 3.6195%

[illegible]

<b>3 YEAR</b>				
<b><i>Hetsco, Inc.</i></b>				
<b>Sample Property Tax on Personal Property (3 Year)</b>				
Personal Property Tax Investment: \$400,000				
Tax Rate: 3.0%				
	<b><i>2015 Payable 2016</i></b>	<b><i>2016 Payable 2017</i></b>	<b><i>2017 Payable 2018</i></b>	
<b><i>Cost of Equipment</i></b>	\$400,000	\$400,000	\$400,000	
<b><i>True Cash Percentage Rate</i></b>	65%	50%	35%	
<b><i>True Cash Value</i></b>	\$260,000	\$200,000	\$140,000	
<b><i>Net Tax Rate</i></b>	3.0%	3.0%	3.0%	<b><i>Total</i></b>
<b><i>Tax w/o Abatement</i></b>	\$7,800	\$6,000	\$4,200	<b><i>\$18,000</i></b>
<b><i>Abatement Rate</i></b>	100%	66%	33%	
<b><i>Amount Abated</i></b>	\$7,800	\$3,960	\$1,386	<b><i>Total</i></b>
<b><i>Taxes Paid w/Abatement</i></b>	\$0	\$2,040	\$2,814	<b><i>\$4,854</i></b>
				<b><i>Total Fees Paid</i></b>
<b><i>5% Fee</i></b>	\$390	\$198	\$69	<b><i>\$657</i></b>
<b><i>Total Tax Savings without Economic Development Fee</i></b>				
				<b><i>\$13,146</i></b>
<b><i>Total Tax Savings with 5% Economic Development Fee</i></b>				
				<b><i>\$12,489</i></b>

<b>5 YEAR</b>						
<b>Hetsco, Inc.</b>						
<b>Sample Property Tax on Personal Property (5 Year Period)</b>						
Personal Property Tax Investment: \$400,000						
Tax Rate: 3.0%						
	<b>2015 Payable 2016</b>	<b>2016 Payable 2017</b>	<b>2017 Payable 2018</b>	<b>2018 Payable 2019</b>	<b>2019 Payable 2020</b>	
<b>Cost of Equipment</b>	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	
<b>True Cash Percentage Rate</b>	40%	56%	42%	32%	24%	
<b>True Cash Value</b>	\$160,000	\$224,000	\$168,000	\$128,000	\$96,000	
<b>Net Tax Rate</b>	3.0%	3.0%	3.0%	3.0%	3.0%	<b>Total</b>
<b>Tax w/o Abatement</b>	\$4,800	\$6,720	\$5,040	\$3,840	\$2,880	<b>\$23,280</b>
<b>Abatement Rate</b>	100%	80%	60%	40%	20%	
<b>Amount Abated</b>	\$4,800	\$5,376	\$3,024	\$1,536	\$576	<b>Total</b>
<b>Taxes Paid w/Abatement</b>	\$0	\$1,344	\$2,016	\$2,304	\$2,304	<b>\$7,968</b>
						<b>Total Fees Paid</b>
<b>5% Fee</b>	\$240	\$269	\$151	\$77	\$29	<b>\$766</b>
						<b>Total Tax Savings without Economic Development Fee</b>
						<b>\$15,312</b>
						<b>Total Tax Savings with 5% Economic Development Fee</b>
						<b>\$14,546</b>



7 YEAR
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**Hetsco, Inc.**

Sample Property Tax on Personal Property (7 Year Period)	
Personal Property Taxable Value	\$120,000
Personal Property Tax Rate	0.0050
Personal Property Tax	\$600.00

Personal Property Tax Investment: \$400,000
Tax Rate: 3.0%

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10 YEAR
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*Hetsco, Inc.*

Sample Property Tax on Personal Property (10 Year Period)	
Personal Property	\$100,000
Personal Property Tax Rate	0.005
Personal Property Tax	\$500
Personal Property Tax (10 Year Period)	\$5,000

Personal Property Tax Investment: \$400,000
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Tax Rate: 3.0%

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	
	Payable 2016	Payable 2017	Payable 2018	Payable 2019	Payable 2020	Payable 2021	Payable 2022	Payable 2023	Payable 2024	Payable 2025	
Cost of Equipment	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	
True Cash Percentage Rate	40%	60%	55%	45%	37%	30%	25%	20%	16%	12%	
True Cash Value	\$160,000	\$240,000	\$220,000	\$180,000	\$148,000	\$120,000	\$100,000	\$80,000	\$64,000	\$48,000	
Net Tax Rate	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	Total
Tax w/o Abatement	\$4,800	\$7,200	\$6,600	\$5,400	\$4,440	\$3,600	\$3,000	\$2,400	\$1,920	\$1,440	\$40,800
Abatement Rate	100%	90%	80%	70%	60%	50%	40%	30%	20%	10%	
Amount Abated	\$4,800	\$6,480	\$5,280	\$3,780	\$2,664	\$1,800	\$1,200	\$720	\$384	\$144	Total
Tax Paid w/Abatement	\$0	\$720	\$1,320	\$1,620	\$1,776	\$1,800	\$1,800	\$1,680	\$1,536	\$1,296	\$13,548

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