

TOLEDO OHIO

AMAZON HQ2 PROPOSAL



WELCOME HOME, AMAZON!

The City of Toledo, Ohio is excited to submit a proposal in response to Amazon's HQ2 Request for Proposals. On behalf of the citizens of Toledo, I would like to extend our congratulations to you for your organization's incredible success. It has been a pleasure to witness Amazon's impressive growth over the years and become the largest e-commerce retailer in the world.

As Mayor of Toledo, I recognize that success is not achieved overnight or without key partnerships. The city of Toledo prides itself on its ability to be nimble and to create true partnerships with businesses that ensure their success in our community. This is why Toledo was recognized in 2016 by Site Selection Magazine as "One of the Top Metros in the U.S. for Business Attraction and Growth." Our community's commitment to being business-friendly and forming partnerships has led to the creation of almost 4000 new jobs and \$3 billion dollars of private sector investment in less than four years. Toledo's economic renaissance is largely being driven by companies in the information technology, advanced manufacturing and healthcare industries that could have located anywhere, but selected Toledo for several reasons:



1. Toledo's workforce is the best in the country! Our people are truly our greatest asset. Rich with knowledge and the desire to fulfill a greater purpose, Toledoans have consistently been recognized by our corporate partners as the one of the top reasons for locating here.
2. Toledo is able to attract and retain talent for our companies because of its incredible community assets and affordability. Toledo offers a small-town feel with big-city attractions. Amazon employees will enjoy fishing, hunting, birding, golfing, the Toledo Metroparks, Fifth Third Field and the Toledo Mud Hens, The Toledo Zoo and the Toledo Museum of Art, to name a few. It is not surprising that the U.S. World and News Report ranked the City of Toledo "One of the Best Places to Live in America" in 2016. Our city offers its residents a low cost of living which allows industry titans like Amazon to attract and retain the top talent. In 2016, SmartAsset ranked the City of Toledo as the "5th Most Affordable City in the Country."
3. Toledo means business. The Glass City is a stable, business-friendly community that maintains a low cost of doing business. We remain committed to ensuring our business partners prosper in our community.

The city of Toledo is eager and willing to establish a true partnership with you to locate your Amazon HQ2 project in the Glass City. We feel strongly that our city has the available talent, real estate and resources that Amazon is seeking in a second home. The city of Toledo can meet Amazon's aggressive timeline and public infrastructure requirements.

Simply put there are many reasons for Amazon to consider Toledo as home for its HQ2 project. The low cost of living, strategic location in the heart of the Midwest, cost-effective benefits and access to vital markets and affordable operating costs it makes perfect sense to consider Toledo for Amazon's HQ2 headquarters. We are open for business and welcome the opportunity to discuss other opportunities with Amazon. Thank you for considering Toledo as your second home and we look forward to working with you!

Sincerely,

A handwritten signature in black ink that reads "Paula Hicks-Hudson". The signature is fluid and cursive.

Paula Hicks-Hudson, Mayor



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QUICK FACTS

Toledo Metropolitan Population: 651,429
Toledo-Detroit Metroplex Population: 2,987,985
Median Household Income: \$53,591

Toledo Metropolitan Area

Median Home Sale Price: \$115,950

Lucas and Wood Counties

Cost of Living (below national average): 16.3%

Average Commute: 20.2 minutes

Gross Metro Product: \$31.1 Billion

Fortune 500 Headquarters:

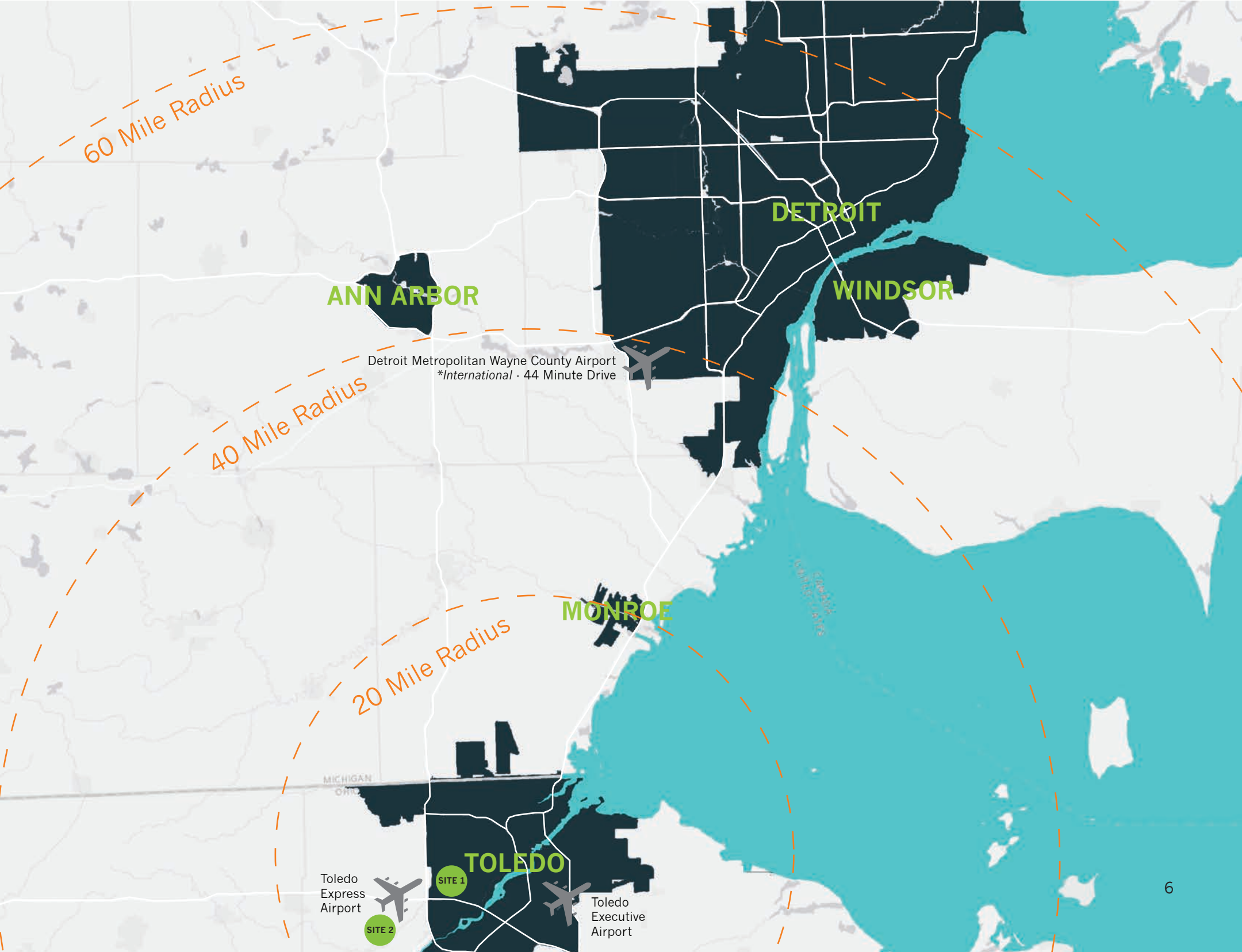
Dana Incorporated
Marathon Petroleum
Owens Corning
Owens-Illinois

Fortune 1000 Headquarters:

The Andersons
Cooper Tire & Rubber Company
Welltower
La-Z-Boy

Other Major Employers:

Libbey
ProMedica Health Systems
Mercy Health
HCR ManorCare
Fiat Chrysler Automobiles



60 Mile Radius

ANN ARBOR

DETROIT

WINDSOR

40 Mile Radius

Detroit Metropolitan Wayne County Airport
*International - 44 Minute Drive

20 Mile Radius

MONROE

Toledo Express Airport

SITE 1

SITE 2

TOLEDO

Toledo Executive Airport

AVAILABLE SITES



Site 1: Hawthorne Hills

Hawthorne Hills is a 58.5-acre, commercial, pad-ready site located in the City of Toledo, Ohio. The site was formerly occupied by an indoor shopping mall that was acquired by the city, remediated and demolished in 2009. The city has prepared the site for a high quality mixed-use development.

The surrounding area has experienced a renaissance over the past few years. Fortune 500 company Dana Incorporated and Fortune 1000 company The Andersons have both recently constructed new corporate headquarters in the area creating hundreds of new direct and indirect private jobs. Given these recent corporate investments and the site's proximity to public transportation and a skilled workforce, the Hawthorne Hills site is a fantastic location for Amazon's HQ2 project.

Site 2: Fallen Timbers

The Fallen Timbers site is approximately 521-acres of pad-ready property that encircles General Growth Properties' The Shops at Fallen Timbers development. The site is located in the City of Maumee, Ohio which is an affluent suburb to the south of the City of Toledo. The regional mixed-use mall was built in 2007 and is anchored by major retailers such as Dillard's, JCPenny, Barnes and Noble and CineMark.

The site has the necessary infrastructure and proximity to major traffic arteries and the Toledo Express Airport. It is also located near an abundance of housing and some of the region's most popular recreational assets. The Fallen Timbers property is the perfect location for a large corporate headquarters because of its size, location and ability to accommodate the proposed growth associated with Amazon's HQ2 project.



Toledo Express Airport
15 Minute Drive



TO CHICAGO
3.5 Hour Drive



HEATHERDOWNS BOULEVARD



Bus Stop



Bus Stop



Bus Stop



Bus Stop



Bus Stop

REYNOLDS ROAD



TO NEW YORK
8.5 Hour Drive



Stranahan Theater
1 Minute Drive



University of Toledo
Medical Center
2 Minute Drive



Downtown Toledo
15 Minute Drive



Bus Stop

GLENDALE AVENUE

Site 1: Hawthorne Hills

Premium commercial land site.

Population of more than 60,000 within three mile radius of the site.

Strategic location in the Toledo Region that capitalizes on direct access to Ohio Turnpike (I-80/I-90), Interstate 475, and Toledo Express and Detroit Metropolitan Wayne County Airports.

Address: 2000, 2040 S Reynolds Road

Owner: City of Toledo

County: Lucas

State: Ohio

Zip Code: 43614

Acreage: 58.5 acres

Listing Price: \$2,720,000

Utilities:

Water: City of Toledo

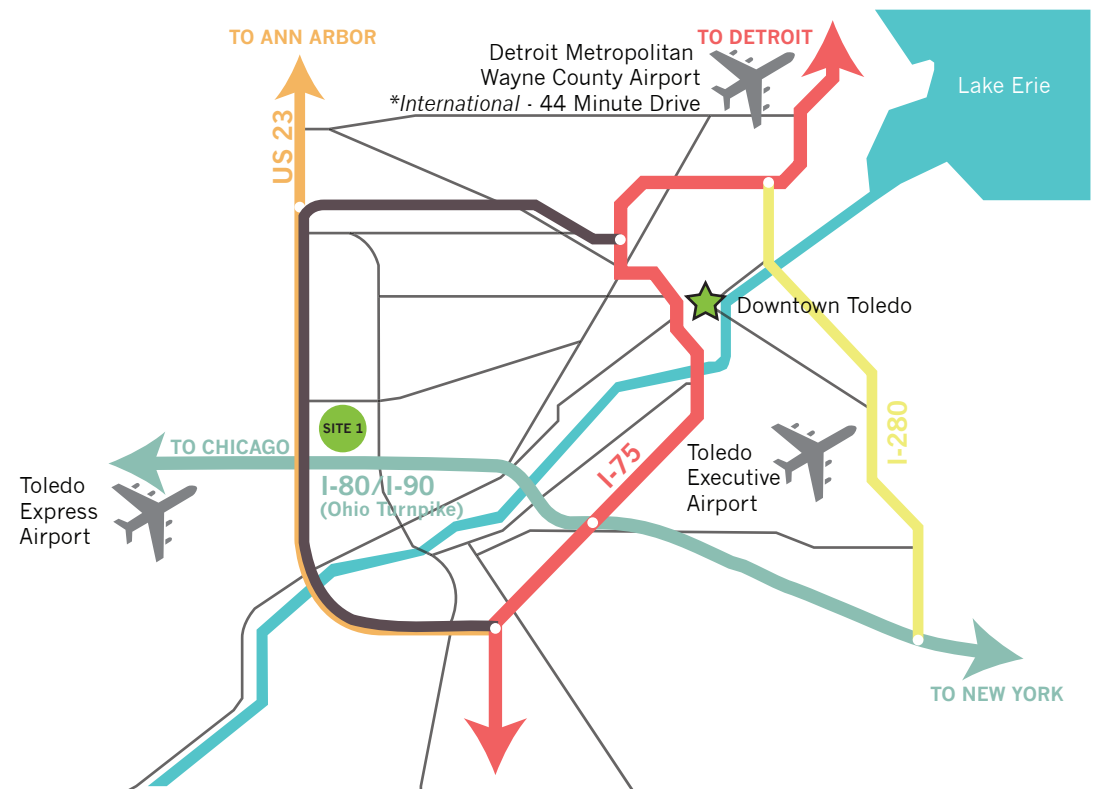
Sewer: City of Toledo

Electric: Toledo Edison

Gas: Columbis Gas

Telecommunications: Buckeye Cable

Zoning: Regional Commercial - Sign Overlay



LOCAL INCENTIVE PACKAGE

Site 1 - Hawthorne Hills - City of Toledo, Ohio

** All incentives for the Hawthorne Hills site will require approval from Toledo City Council. The approval process for incentives typically takes 2-4 weeks from the date the incentive agreement is finalized.*

*** Please refer to the Supplemental Materials section for more detailed information and calculations on each of the incentives.*

**** Please refer to the JobsOhio incentive package that was submitted on behalf of the State of Ohio and made part of this proposal.*



A SUCCESSFUL PARTNERSHIP

HQ2

50,000 JOBS
\$100,000 AVERAGE SALARY
\$5 BILLION INVESTMENT




Total Estimated City of Toledo
Incentive Package Value:


\$780,190,654+

Type	Description	Total Estimated Value to Amazon
Grant	<p>Toledo Expansion Incentive</p> <p>The Toledo Expansion Incentive (TEI) provides a monetary, performance-based grant to a company that commits to expand or locate in the City of Toledo, which will result in job creation. The grant is based on the actual growth in income tax that is generated from the new jobs and payroll associated with the project. The city's TEI offer is for 50 percent of the new municipal income tax generated as a result of the jobs and payroll created by Amazon's HQ2 project for a term of 15 years. The TEI grant will be calculated and paid annually based on the new payroll over and above a 2.5 percent annual escalator from the baseline payroll of \$0.00. The initial payment will be made in the year following the first year the new jobs are created. The jobs must be maintained at the project location for at least 3 years beyond the 15 year term of the TEI agreement or grants will be subject to repayment.</p>	\$469,687,500
Tax Credit	<p>Municipal Jobs Creation Tax Credit</p> <p>The Municipal Jobs Creation Tax Credit (MJCTC) program provides annual, non-refundable, performance-based tax credits to a company that commits to expand or locate in the City of Toledo, which will result in job creation. The tax credits are applied annually against the company's net profits tax liability to the City of Toledo. The tax credits are based on new municipal income tax revenues generated from new jobs and payroll at the project site. The city's MJCTC offer is for 80 percent of the new municipal income tax generated as a result of the jobs and payroll created by Amazon's HQ2 project for a term of 15 years.</p>	Need more information.
Discounted Purchase Price	<p>Acquisition Credit</p> <p>For the city-owned Hawthorne Hills site located at 2040 S Reynolds Road only, the city is willing to offer the land at a discounted price of \$1 as an incentive to the project.</p>	\$2,720,000
Commitment	<p>Expedient Entitlement Process</p> <p>The City of Toledo commits to devote the necessary resources and personnel specifically for Amazon's HQ2 project to ensure an expedient entitlement process.</p>	

Type	Description	Total Estimated Value to Amazon
Tax Exemption	<p>Community Reinvestment Area</p> <p>The Community Reinvestment Area (CRA) program provides a real property tax exemption on the increase in taxable property value that results from the new construction or renovation of a facility. The real property tax exemption is in exchange for new jobs and payroll at the project site. The subject property located at 2040 S Reynolds Road is located in the City of Toledo's Hawthorne Hills CRA. This CRA permits a net 100 percent real property tax exemption on the increase in property taxes associated with the company's \$5 billion investment in a new corporate headquarter facility for a term of 15 years. Pursuant to Ohio Revised Code Section 5709.82, since the company's estimated annual payroll is in excess of \$1,000,000 and the project site is located in a CRA that was created subsequent to 1994, the company is required to enter into a Revenue Sharing Agreement with the impacted school district for a percentage of the funds the district would have otherwise received with the property tax abatement. The City will work with the company and Toledo Public Schools to facilitate conversation and execute the required Revenue Sharing Agreement.</p>	\$126,533,154
Grant, Loan, Tax Increment Financing, etc.	<p>Infrastructure Improvements</p> <p>Although it is unclear at this time exactly what infrastructure improvements need to be made at the site to accommodate Amazon's HQ2 project, the city commits to assisting financially with any necessary public infrastructure improvements.</p>	Need more information.
Sales Tax Savings on Building Materials	<p>Capital Lease Transaction</p> <p>The State of Ohio and Lucas County have a combined 7.25 percent sales tax rate. A Capital Lease Transaction provides bond financing for large construction projects that enables borrowers to take advantage of sales tax savings on building materials. The Toledo-Lucas County Port Authority's tax-exempt status can be used to help Amazon control the costs of constructing a new headquarters. Under a Capital Lease Transaction the Port would be the fee simple owner of the project and issue the bonds. The bonds would be repayed through the master lease agreement with Amazon. The company would enjoy the federal tax benefits (i.e. depreciation and interest expenses) of the transaction and would also own the property after the bonds have been repayed. Assuming Amazon intends to invest \$5 billion it can be assumed that 50 percent, \$2.5 billion of that figure is building materials. Therefore, with a sales tax rate of 7.25 percent there is approximately \$181,250,000 of sales tax expense that could be saved with a Capital Lease Transaction.</p>	\$181,250,000

OWNERSHIP STRUCTURE


	Isaac Family	330 Acres +/-
	General Growth Properties	26.17 Acres +/-
	Private Landowner	165 Acres +/-
TOTAL		521.17 Acres +/-

 Toledo Express Airport
18 Minute Drive

BLACK ROAD

The Shops
at Fallen Timbers 

Fallen
Timbers
Battlefield 

Downtown Toledo
20 Minute Drive 

INTERSTATE
24

Sidcut
Metropark 



RIVER ROAD
MAUMEE RIVER

STITT ROAD

MONCLOVA ROAD

JEROME ROAD

INTERSTATE
475

Site 2: Fallen Timbers

Strategically located near the crossroads of Interstate 475 and US Route 24 that accommodate 130,000+ vehicles per day.

The site is pad-ready and has the necessary infrastructure to accommodate a major commercial development including rail.

Property surrounds a major regional mall known as The Shops at Fallen Timbers and is near several Fortune 500 corporate headquarters including Dana Incorporated, Owens-Illinois, and Fortune 1000 company The Andersons.

Address: Maumee, Ohio

Owner: Isaac Land Investments, General Growth Properties,
and a Private Landowner.

County: Lucas

State: Ohio

Zip Code: 43537

Acreage: 521.17 acres

Listing Price: Market Rate

Utilities:

Water: City of Maumee

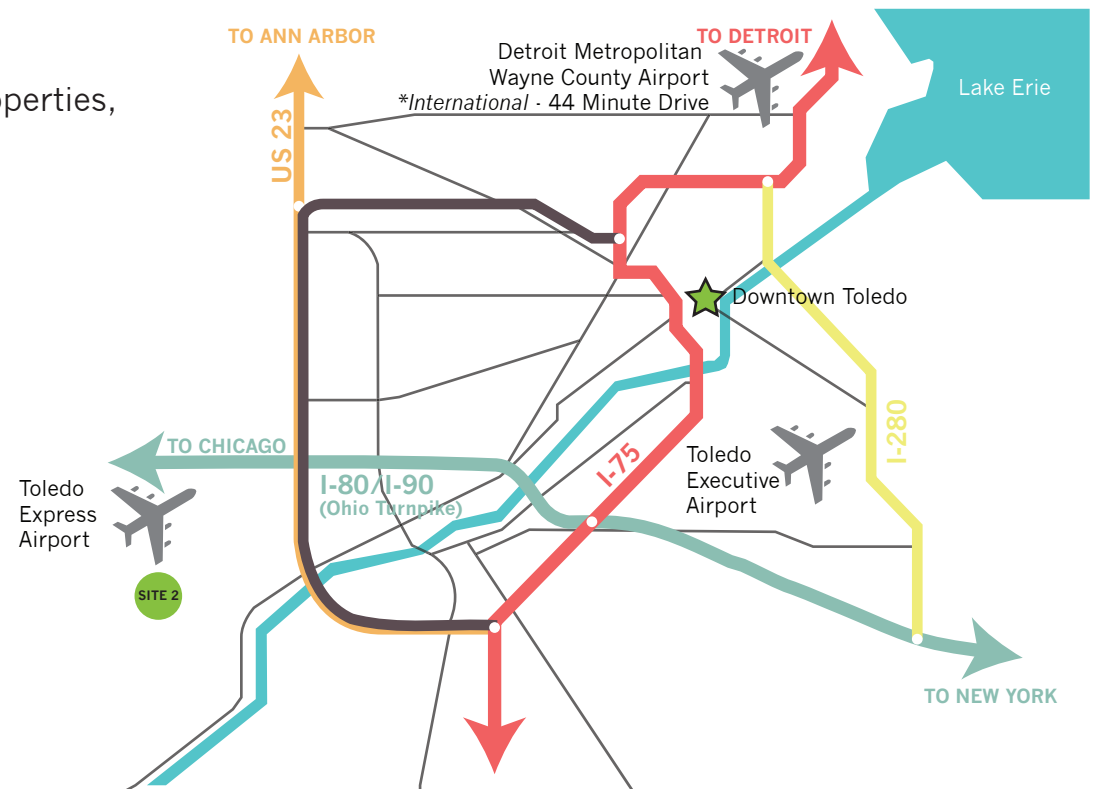
Sewer: Lucas County

Electric: Toledo Edison

Gas: Columbus Gas, Waterville Gas

Telecommunications: Buckeye Cable

Zoning: Commercial Retail, Single-Family Residential,
Industrial, and Agricultural



Please refer to the Supplemental Materials section for more detailed information about the Fallen Timbers site.

LOCAL INCENTIVE PACKAGE

Site 2 - Fallen Timbers - City of Maumee, Ohio

** All incentives for the Fallen Timbers site will require approval from Maumee City Council.*

*** Please refer to the JobsOhio incentive package that was submitted on behalf of the State of Ohio and made part of this proposal.*



October 5, 2017

Mr. Brandon Sehlhorst
City of Toledo Department of Development
Toledo, OH 43604

Dear Mr. Sehlhorst:

To follow-up from our previous conversation, I want to share with you Maumee's local incentives that would be available an Amazon HQ2. No doubt this would be just the base threshold of a package that would be negotiated amongst the governmental parties (including the State of Ohio) and the company. Moreover as you know our City offers one of Ohio's lowest municipal tax rates, highest quality public services, and many other companion businesses that are key to supporting a corporate headquarters.

In the way of direct incentives, I propose the following assistance, based on guidelines established by the City of Maumee.

City of Maumee Job Creation and Retention Program.

Our Job Creation & Retention program provides for monetary awards to companies locating within the City of Maumee. Companies creating new jobs within the City are eligible to receive an annual grant of up to \$20,000 for a period of up to 10 years. Based upon the project we discussed, the prospect would be able to receive the maximum award of \$200,000.

Community Reinvestment Area (CRA) Tax Abatement

The Community Reinvestment Area (CRA) program enables communities to approve abatement of real property taxes when a company makes new eligible investments such as new building construction or building additions as you have described. Therefore Maumee is proposing a 15 year property tax exemption of 100% on real property taxes resulting from eligible investments.

Tax Increment Financing (TIF - excluding school millage)

The City of Maumee will also provide a Non-School TIF for a period of 30 years. TIF payments can be used to benefit the company by paying for certain public improvements that benefit the site and would otherwise cost the company to install.

Last, it is important for the company to know there is no personal property tax on machinery and equipment since this form of business taxation was phased out in Ohio nearly 10 years ago.

Sincerely,

John Jezak
Administrator / Safety Director

CITY OF MAUMEE

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Maumee, Ohio 43537-3387
www.maumee.org

John Jezak
Administrator
Safety Director

Phone (419) 897-7100
Fax (419) 897-7104
E-mail: jezak-john@maumee.org



TALENT





33 Colleges &
Universities in a
60 mile
radius
of
Toledo

Toledo has a strong, ongoing commitment to education from kindergarten through postdoctoral training, which includes extensive and highly rated public and private school systems. Toledo has one of the highest concentrations of higher education institutions in the U.S. The region's approximately 100,000 undergraduate and graduate students pursue studies in a comprehensive selection of programs. Notably, the region ranks second in the number of students pursuing engineering degrees on a student-to-population basis.

University of Toledo
Bowling Green State University
University of Michigan
Owens Community College
University of Findlay
Terra State Community College
Northwest State Community College
Lourdes University
Mercy College of Ohio
Davis College
Herzing University
ITT Technical Institute
Professional Skills Institute
Stautzenberger College
Ross College
Monroe County Community College
Adrian College
Siena Heights University
Eastern Michigan University
Heidelberg University
Tiffin University
Brown Mackie College
Winebrenner Theological Seminary
MIAT College of Technology
Baker College of Allen Park
Ohio Business College
Cleary University
Concordia University
Washtenaw Community College
Manthano Christian College
Henry Ford Community College
Madonna University
Defiance College

BUILDING THE WORKFORCE OF THE FUTURE

CURRENT

Title	Average Annual Wages	Current Employment	Location Quotient
Executive Management	\$120,357	4,591	0.75
Software Development Engineers	\$70,908	3,040	0.49
Legal	\$62,550	1,239	0.70
Accounting	\$62,490	4,162	0.95
Administrative	\$35,921	32,078	0.93

PIPELINE

Graduates in the University of Toledo's College of Business and Engineering for the Last Three Years

	FY2014-15			FY2015-16			FY2016-17			Total (3 yrs.)
	U	G	T	U	G	T	U	G	T	
College of Business	593	238	831	555	272	827	627	261	888	2,546
Operations & Supply Chain Management	27	27	54	31	21	52	45	22	67	173
College of Engineering	464	140	604	502	133	635	592	118	710	1,949

Numbers were provided by only the University of Toledo and do not include figures from other 33 colleges and universities.



Engaging People Inspiring Change (EPIC) Toledo

The Toledo Regional Chamber of Commerce, under its strategic objective of human competitiveness, launched a young professional initiative, EPIC Toledo, in 2007. EPIC, which stands for engaging people, inspiring change, is based on the belief that a region that is influenced by diverse young professionals is a region that can attract and retain them. The goal of EPIC Toledo is not only to help attract and retain diverse young talent but also to develop future business and community leaders. EPIC Toledo is the largest young professional organization in the Toledo Region.



Toledo Region

The Toledo Region branding initiative launched a new logo and campaign in April 2014 with the slogan "It Matters Where You Make It." This campaign provides tools and answers to "What's in it for me if I located to Toledo?" The supporting website www.toledoregion.com highlights the Toledo Region and showcases the outstanding quality of life as well as the diverse career possibilities. Our powerful, consistent messaging and the tools can be used by all community partners to promote the region



Summer in the City

Summer in the City is a unique experience for summer interns and new employees to network and explore the Toledo Region. Designed to help interns build networks and show them what life would be like if they called Toledo their hometown, the program is targeted at college junior, senior or graduate student interns who are working at a variety of businesses in Toledo for the summer.



Leadership Toledo

Leadership Toledo connects individuals with the community, engaging and involving them with initiatives that make the Toledo region a great place to live, work, and enjoy. Our area presents opportunities for leadership and stewardship on many levels, so we offer programs for both adults and high school students. Through participation, members not only learn ways that they can serve their community, but they'll also get an understanding of how growing their leadership skills can positively impact other aspects of their lives.



WorkReady Lucas County

WorkReady Lucas County promotes the need for a skilled workforce. With an improving economy, opportunities for workers abound yet many still struggle to find quality employment because they lack essential skills. By working with employers to help them understand the positive impact of WorkReady Lucas County and to recognize the value of the National Career Readiness Certificate, the Department of Planning and Development can encourage job seekers to certify their skills and make themselves WorkReady.



Toledo Talent Keeps Toledo Great Internship Program

The University of Toledo and the City of Toledo have collaborated to create the Toledo Talent Keeps Toledo Great Internship Program. The initiative provides internship opportunities for the university's students within the city's departments or divisions.

TIME TO OPERATIONS

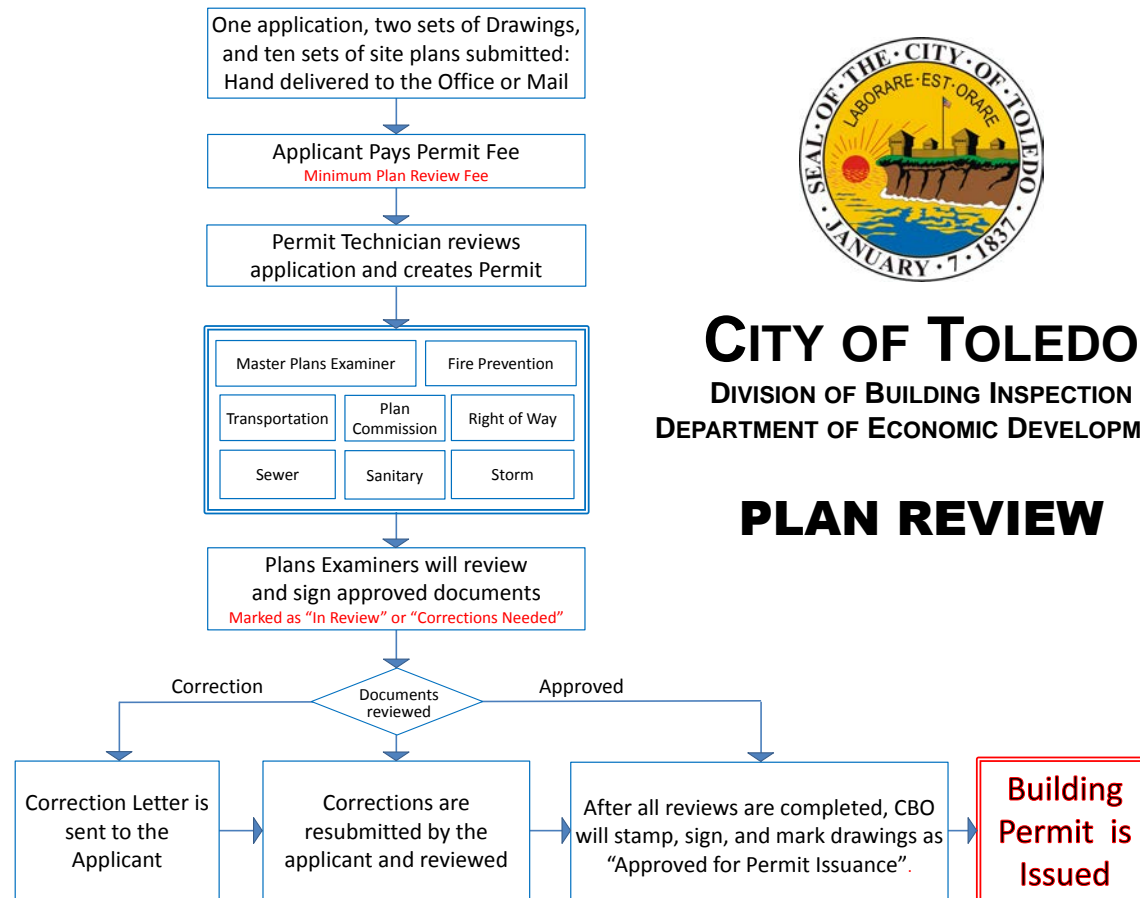


A EXPEDITIOUS PROCESS

The City of Toledo's Division of Building Inspection is state-certified in enforcing the State of Ohio's building and mechanical codes to ensure the health and safety of the structure in which the public occupies. The Division is responsible for issuing and tracking 45 types of permits identified in the Toledo Municipal Code Part 13.

The review time for permits is dependent on the number of correction letters issues (if any), the responsiveness of the design professional to resubmit corrected drawings, and the volume of plans that come into our office. In accordance with the Ohio Building Code, the city must review applications in the order in which they are received. Each review can take up to 30 days, with the current average of 21 days.

As stated in the City of Toledo's incentive offer, the city commits to devote the necessary resources and personnel in all city departments specifically for Amazon's HQ2 project to ensure an expedient entitlement process for all three of the company's proposed phases.



CITY OF TOLEDO
 DIVISION OF BUILDING INSPECTION
 DEPARTMENT OF ECONOMIC DEVELOPMENT

PLAN REVIEW

LOGISTICS





AIRPORT

Detroit Metropolitan Wayne County Airport located just 44 miles north of Toledo, is one of the largest air transportation hubs in the United States. The airport serves 160+ destinations and offers copious daily flights to first-tier markets including Seattle, New York, San Francisco/Bay Area and Washington D.C.

Toledo Express Airport offers a crowd-free and easy alternative to larger, less convenient airports with service from American Airlines, Allegiant, and American Eagle.

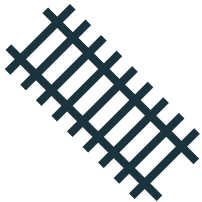


HIGHWAY

Interstate 75 is a major north-south highway that provides a direct route from the Upper Peninsula and Detroit, MI to Tampa, FL.

Interstate 80/90 is a major east-west highway that provides a direct route from New York, NY to Chicago, IL and San Francisco, CA.

US 23 is a north-south highway that provides a direct route from Jacksonville, FL to Detroit and Mackinaw City, MI.



RAIL

Amtrak provides passenger rail service in Toledo at the Dr. Martin Luther King, Jr. Plaza. Hundreds of passengers travel daily via Toledo to get to destinations such as Chicago, Buffalo and Washington D.C. making the plaza Ohio's busiest passenger rail hub.

Norfolk Southern, CN, and CSX Railroads move freight through the region. Toledo ranks as one of the top five rail hubs in the United States.



BUS

Toledo Area Regional Transit Authority is the region's mass public transit system providing bus services throughout Northwest Ohio.

Greyhound provides long distance bus services out of Toledo's Dr. Martin Luther King, Jr. Plaza, which is a multi-modal facility.

Megabus provides long distance bus services out of Toledo to several U.S. and Canadian cities.



BIKE

City of Toledo's Bike Plan provides a comprehensive network of 13 interconnected bike facilities. The city also adopted a Complete Streets policy, which requires city engineers to integrate pedestrian and bike infrastructure into roadway reconstruction plans.

Metroparks Toledo also provides a number of bike facilities throughout Northwest Ohio, which include former stretches of railroad that are no longer in service and have been converted to a multi-use path.



SEAPORT

Port of Toledo provides a modern, convenient, and well-connected maritime facility for the transport of heavy industrial equipment and product. The Port offers multi-modal services because of its proximity to Interstate 75, 280 and major railroads.

QUALITY OF LIFE

ARTS & CULTURE

Museums. Art galleries. Heritage festivals. Symphonies. Opera. If it's creative, there is a space for it in Toledo. The Arts and Culture scene has developed into a powerful, vibrant and interconnected cultural community that embraces both local artists and those on the international stage. Whether you prefer to applaud or be applauded, there is no shortage of opportunities to engage with local and global culture.

SPORTS & RECREATION

Find your favorite mascot in Toledo and unleash your inner fan. Named the "top minor league market" by Sports Business journal, Toledo is home to the world famous Toledo Mud Hens and Toledo Walleye. College fans can cheer on the University of Toledo Rockets, Bowling Green State University Falcons, or the Michigan Wolverines in one of their premier facilities. Get off the bleachers and into the game with a community sports league or enjoy one of our top notch golf courses. Sports are a great source of pride in the region and no matter the season, there are plenty of opportunities to enjoy non-stop sports entertainment.

DIVERSE & AFFORDABLE HOUSING

Whether you prefer starry nights or city lights, Toledo offers a complete range of safe neighborhoods to call home. Choose from communities of virtually every size and type, from historical neighborhoods, small towns and suburbs, to loft-style living in the heart of downtown. We truly have it all! The region's diverse array of housing coupled with some of the lowest housing prices in the nation make our community the perfect place to call home.



TO ANN ARBOR



University of Michigan
*1 Hour Drive

TO DETROIT



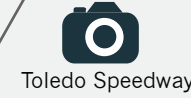
Detroit Metropolitan Wayne County Airport
*International - 44 Minute Drive

US 23



Lordes University

I-475



Toledo Speedway



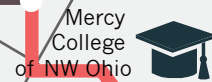
Port of Toledo



Maumee Bay State Park & Resort



University of Toledo



Mercy College of NW Ohio



Fifth Third Field
Huntington Center
Seagate Center
Imagination Station
Valentine Theater

National Museum of the Great Lakes
Toledo Museum of Art
Metroparks Toledo
Toledo Lucas County Library



Toledo Botanical Garden



Toledo Zoo & Acqarium

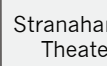


University of Toledo Medical Center



Hollywood Casino Toledo

SITE 1



Stranahan Theater

I-75



Owens Community College



Toledo Executive Airport

TO CHICAGO



Toledo Express Airport

I-80/I-90
(Ohio Turnpike)

SITE 2



Fallen Timbers Battlefield



Fort Meigs

I-280

TO NEW YORK

Terra State Community College



Put-In-Bay Cedar Point
African Safari Wildlife Park



TO COLUMBUS/CINCINNATI

Northwest State Community College

Bowling Green State University
University of Findlay



Lake Erie

CONTACT INFORMATION



Point of Contact:

Mr. Calvin J. Lawshe, Director
Department of Economic and Business Development
One Government Center, Suite 2250
Toledo, Ohio 43604
Phone: (419) 245-1286
Email: Calvin.Lawshe@Toledo.Oh.Gov



YOU WILL DO BETTER IN TOLEDO

SUPPLEMENTAL MATERIALS

Toledo Expansion Incentive Calculation

Community Reinvestment Area Calculation

Fallen Timbers Information

The Shops at Fallen Timbers Information



Toledo Expansion Incentive Calculation: Amazon Ramp Up Schedule

Assumptions

Annual Average Salary	\$100,000
Percentage TEI:	50%
Toledo Income Tax	2.25%

Phase	Term Year	Year	Number of New Employees	Total Number of Employees	Total Payroll	Total City of Toledo Income Tax Liability	Total Incentive to Amazon
1	1	2020	3,500	0	\$ 350,000,000	\$ 7,875,000	\$ 3,937,500
	2	2021	3,500	7,000	\$ 700,000,000	\$ 15,750,000	\$ 7,875,000
	3	2022	3,500	10,500	\$ 1,050,000,000	\$ 23,625,000	\$ 11,812,500
	4	2023	3,500	14,000	\$ 1,400,000,000	\$ 31,500,000	\$ 15,750,000
	5	2024	3,500	17,500	\$ 1,750,000,000	\$ 39,375,000	\$ 19,687,500
2	6	2025	3,500	21,000	\$ 2,100,000,000	\$ 47,250,000	\$ 23,625,000
	7	2026	3,500	24,500	\$ 2,450,000,000	\$ 55,125,000	\$ 27,562,500
	8	2027	3,500	28,000	\$ 2,800,000,000	\$ 63,000,000	\$ 31,500,000
	9	2028	3,500	31,500	\$ 3,150,000,000	\$ 70,875,000	\$ 35,437,500
	10	2029	3,500	35,000	\$ 3,500,000,000	\$ 78,750,000	\$ 39,375,000
3	11	2030	3,500	38,500	\$ 3,850,000,000	\$ 86,625,000	\$ 43,312,500
	12	2031	3,500	42,000	\$ 4,200,000,000	\$ 94,500,000	\$ 47,250,000
	13	2032	3,500	45,500	\$ 4,550,000,000	\$ 102,375,000	\$ 51,187,500
	14	2033	3,500	49,000	\$ 4,900,000,000	\$ 110,250,000	\$ 55,125,000
	15	2034	1,000	50,000	\$ 5,000,000,000	\$ 112,500,000	\$ 56,250,000

TOTAL	15		50,000		\$	939,375,000	\$	469,687,500
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Toledo Community Reinvestment Area Incentive Calculation

Assumptions:

Toledo Market Comparable Property: Owens Corning's World Headquarters
 Lucas County Auditor Building Value: \$ 30,000,000
 Owens Corning's Total Square Footage: 450,000
 Estimated Value per SF: 66.6666667

Amazon HQ2 Square Footage	Phase 1	Phase 2	Phase 3	Total
Total Estimated Value of Phase 1	1,000,000	2,000,000	3,000,000	6,000,000
	\$66,666,667	\$133,333,333	\$200,000,000	\$400,000,000

Phase 1

YEAR	IMPROVEMENT VALUE	ASSESSED VALUE	MILLS	LAND VALUE	Taxes Paid Land Only	10 YR. TAX GROSS ANNUAL SAVINGS	Toledo Schools Est. PAYMENT %	Toledo Schools Est. PAYMENT \$	ESTIMATED ANNUAL NET SAVINGS
1	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
2	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
3	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
4	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
5	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
6	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
7	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
8	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
9	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
10	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
11	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
12	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
13	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
14	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
15	\$ 66,666,667	\$ 23,333,333	96.131551	\$3,000,000	\$102,500	\$2,243,069.52	67.50%	\$1,514,071.93	\$728,997.60
TOTALS:					\$1,537,500	\$33,646,042.85		\$22,711,078.92	\$10,934,963.93

Phase 2

YEAR	IMPROVEMENT VALUE	ASSESSED VALUE	MILLS	LAND VALUE	Taxes Paid Land Only	10 YR. TAX GROSS ANNUAL SAVINGS	Toledo Schools Est. PAYMENT %	Toledo Schools Est. PAYMENT \$	ESTIMATED ANNUAL NET SAVINGS
1	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
2	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
3	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
4	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
5	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
6	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
7	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
8	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
9	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
10	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
11	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
12	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
13	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
14	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
15	\$ 133,333,333	\$ 46,666,667	96.131551	\$3,000,000	\$102,500	\$4,486,139.05	67.50%	\$3,028,143.86	\$1,457,995.19
TOTALS:					\$1,537,500	\$67,292,085.70		\$45,422,157.85	\$21,869,927.85

Phase 3

YEAR	IMPROVEMENT VALUE	ASSESSED VALUE	MILLS	LAND VALUE	Taxes Paid Land Only	10 YR. TAX GROSS ANNUAL SAVINGS	Toledo Schools Est. PAYMENT %	Toledo Schools Est. PAYMENT \$	ESTIMATED ANNUAL NET SAVINGS
1	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
2	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
3	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
4	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
5	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
6	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
7	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
8	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
9	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
10	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
11	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
12	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
13	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
14	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
15	\$ 75,000,000	\$ 200,000,000	96.131551	\$3,000,000	\$102,500	\$19,226,310.20	67.50%	\$12,977,759.39	\$6,248,550.82
TOTALS:					\$1,537,500	\$288,394,653.00		\$194,666,390.78	\$93,728,262.23

TOTAL	\$4,612,500.00	\$389,332,781.55		\$262,799,627.55	\$126,533,154.00
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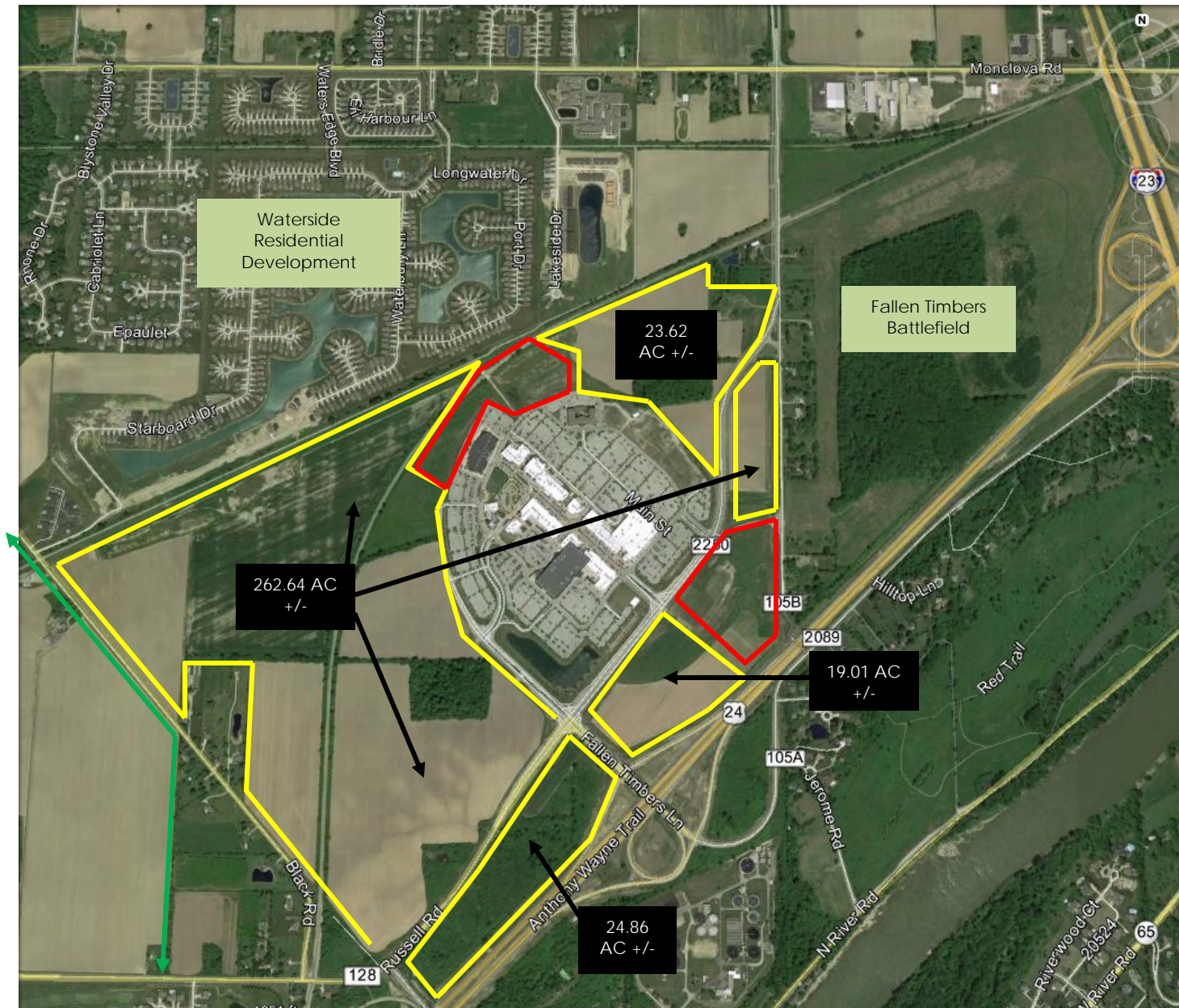
Available Land around The Shops at Fallen Timbers



Isaac Land Investments
Vacant Property outlined in yellow
330 AC +/-

GGP Vacant land outlined in red
26.17 AC +/-

Private Land Owner land outlined in green
165 AC +/-



Maumee, Ohio 43537

NOTE: Delineations/acreage depicted are approximate and for "discussion purposes only". Survey would have to be prepared for exact acreage.



FALLEN TIMBERS

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