

Travis County Commissioners Court

SAMUEL T. BISCOE
County Judge

RON DAVIS
Commissioner, Pct. 1

SARAH ECKHARDT
Commissioner, Pct. 2

KAREN L. HUBER
Commissioner, Pct. 3



MARGARET J. GÓMEZ
Commissioner, Pct. 4

Travis County Administration Building, 314 W. 11th, Commissioners Courtroom, 1st Floor, Austin, Tx 78701

AGENDA
TRAVIS COUNTY COMMISSIONERS COURT
WORK SESSION

THURSDAY, MARCH 3, 2011, AT 1:30 P.M.
314 W. 11TH STREET, COMMISSIONERS COURTROOM, 1ST FLOOR
AUSTIN, TEXAS 78701

1. DISCUSSION WITH VARIOUS OUTSIDE AGENCIES REGARDING OPPORTUNITIES FOR COLLABORATION ON BEST PRACTICES TO IMPROVE THE ECONOMIC CONDITIONS FOR LOW INCOME, UNEMPLOYED AND UNDEREMPLOYED INDIVIDUALS OF TRAVIS COUNTY. (COMMISSIONERS DAVIS AND ECKHARDT)

ADJOURN

Taking Central Texas to the Next Level

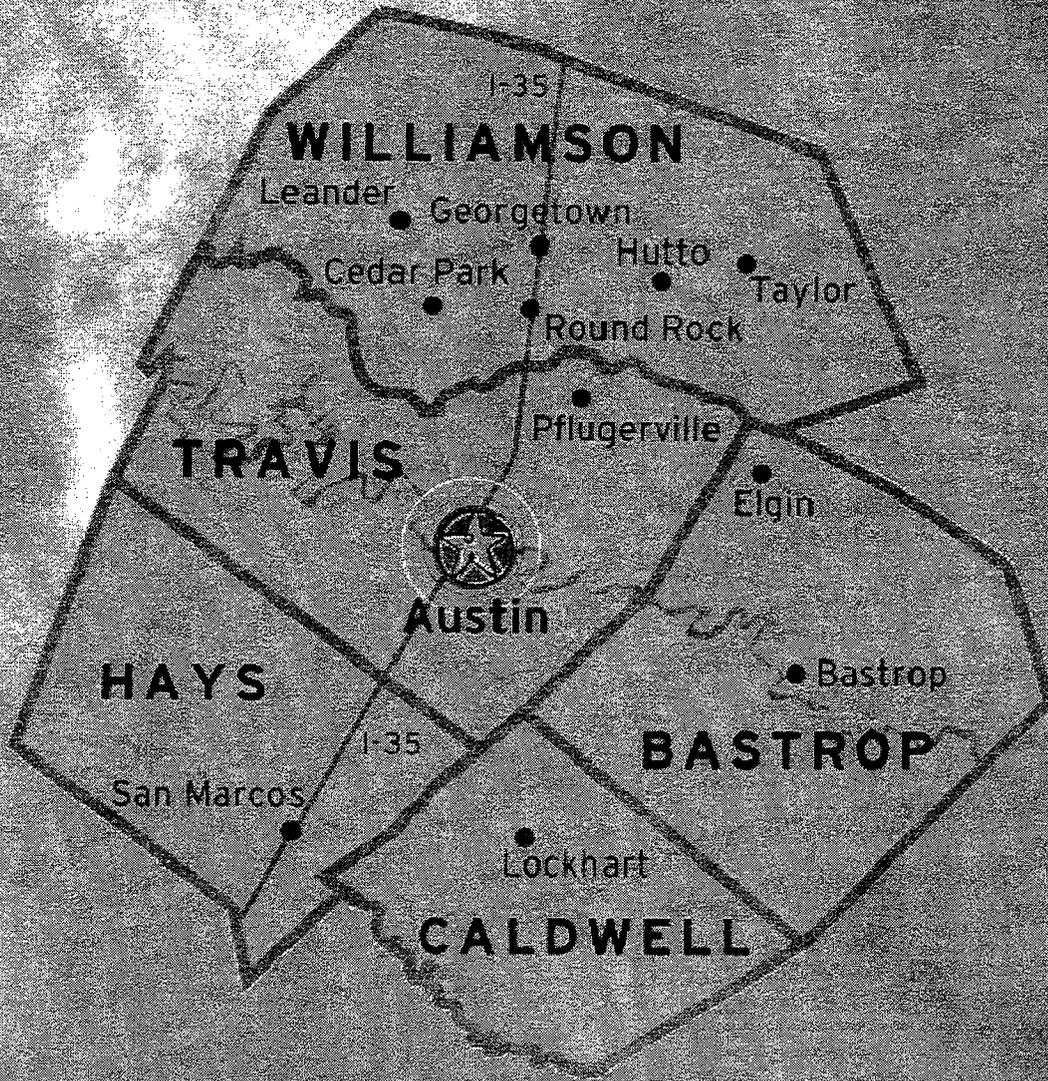
>> Opportunity Austin 2.0

2009-2013



Austin
Chamber of Commerce

Opportunity Austin 2.0



Opportunity. Austin. 20

Program Goals:

- **72,000 net new jobs**
- **\$2.9 billion net increase in payroll**
- **\$14 billion in GRP**



	<u>5-Year Result</u>		<u>5-Year Goal</u>
New Jobs	121,800	↑	72,000
Payroll Increase	\$5.6 billion	↑	\$2.9 billion
Corporate relocation announcements	144	↑	100
Out-of-region visits	835	↑	500
Prospect visits	540	↑	250
Regional retention visits	857	↑	475

Relocations By Target Industry Sector 2004-2008

Clean Energy	6
Data Center	5
Digital Media	15
Headquarter/Regional Office	29
Life Sciences	13
Semiconductor	13
Software	17
Wireless	8
Other IT	11
<u>Other</u>	<u>27</u>
TOTAL	144



Austin
Chamber of Commerce

MAJOR GOALS

2009-2013

In the next 5- years:

1. Create a net gain of more than 117,000 jobs
2. Increase greater Austin's total payroll by \$10.8 billion



Austin
Chamber of Commerce

Opportunity. Austin 2.0

Relocations By Target Industry Sector 2009-2011 YTD

Clean Energy	6
Data Center	1
Digital Media	10
Headquarter/Regional Office	9
Life Sciences	10
Semiconductor	2
Software	5
Wireless	
Other IT	1
<u>Other</u>	<u>2</u>
TOTAL	46



Austin
Chamber of Commerce

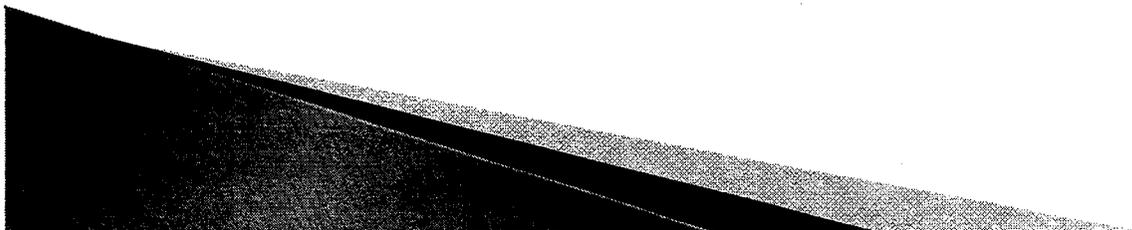
Opportunity Austin 2.0

	<u>2+-Year Result</u>		<u>5-Year Goal</u>
New Jobs	-5,000	↓	117,000
Payroll Increase	-\$0.2 billion	↓	\$10.8 billion
Corporate relocation announcements	46	↑	100
Out-of-region visits	586	↑	500
Prospect visits	339	↑	250
Regional retention visits	2,817	↑	1800



PATHWAY TO PROSPERITY

*Building a community of hope, innovation,
competitiveness, and prosperity*



Purpose of Initiative

Pathways to Poverty is a collaborative effort focused on addressing growing disparities in educational attainment, employment and income. It is about improving economic conditions for low income, unemployed and under-employed individuals in our community.



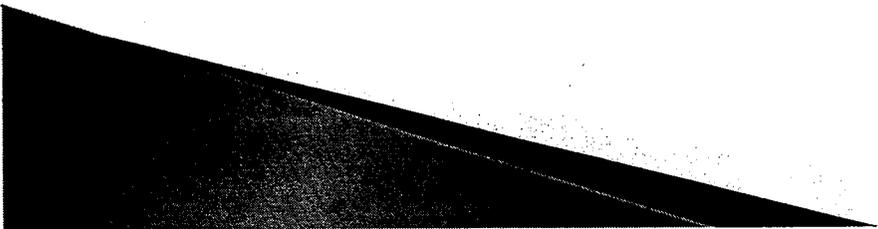
Role of Workforce Solutions

- ▶ Workforce Solutions will serve as the convener and facilitator for the Pathway to Prosperity initiative – bringing together organizations in the community that are involved in workforce development to create a community collaborative



Goals

- ▶ Increase access to workforce education and training
- ▶ Increase the education and skill levels of individuals so that they can compete in the job market and achieve economic self-sufficiency
- ▶ Reduce disparities in educational attainment, employment and income



Method for Accomplishing Goals

- ▶ Build alliances across education, workforce development, economic development, business, government, and human services
 - ▶ Develop a unified community vision for workforce development
 - ▶ Connect and align community efforts and resources
 - ▶ Develop innovative solutions
 - ▶ Build collaborative systems
 - ▶ Establish common outcome/results measures
- 

Deliverables

- ▶ Vision statement for workforce development
 - ▶ A collaborative compact – commitment agreement between partners involved in the initiative
 - ▶ A set of economic & workforce indicators
 - ▶ Strategies to address needs and an implementation plan
 - ▶ A framework for reporting progress
- 

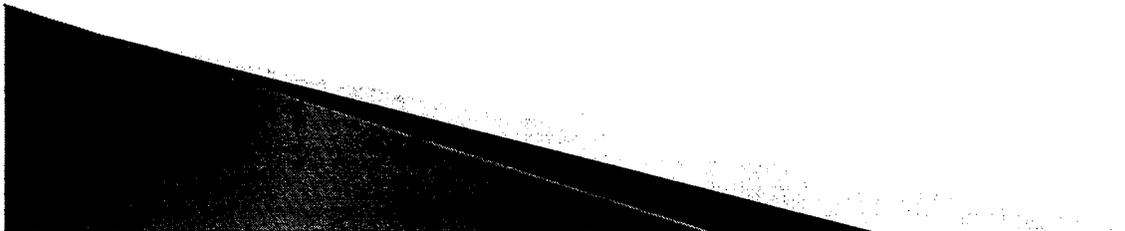
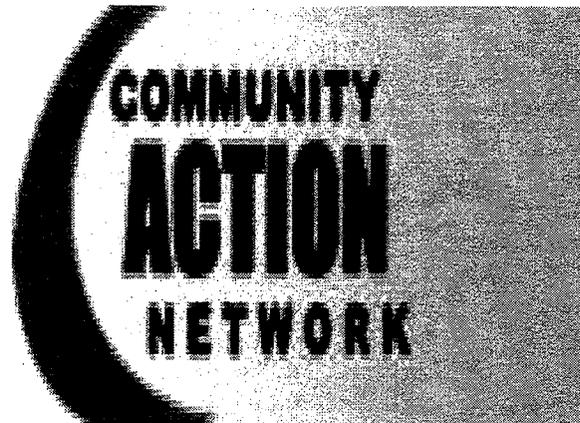
Design Plan

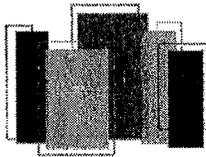
- ▶ **Phase 1:** Kick-off Conversation – review current state of the workforce, identify issues and challenges, develop a vision statement, draft a collaborative compact, and develop an operational plan (creation of workgroups)
 - ▶ **Phase 2:** Convene workgroups
 - ▶ **Phase 3:** Receive reports from workgroups – collective conversation
 - ▶ **Phase 4:** Develop strategic action plan
 - ▶ **Phase 5:** Public release of action plan – mobilize to implement
 - ▶ **Phase 6:** Annual meeting to evaluate progress, adjust plan (if needed), issue a community report card on progress
- 



Workforce Solutions

Capital Area Workforce Board





e.g.r.s.o.

economic growth
& redevelopment
services office

SunPower
DEC 2010

Summary

Background

- An economic development proposal is being submitted to City Council that includes a proposed economic development agreement between the City of Austin and SunPower Corporation.

SunPower – Company Overview

- Publicly traded company founded in 1985.
- Company designs, manufactures, and installs solar cells, solar panels, and solar systems. They also provide their residential, commercial, and power plant customers with value-added services such as financing and operations and maintenance.
- Company is the market share leader in commercial and residential solar installations in the United States and is the third largest solar company world-wide based on 2009 revenues of \$1.52 billion.
- Company has more than 5,000 employees world-wide.

Economic Development Proposal

- EGRSO used the City Council approved Economic Development Matrix and WebLOCI Fiscal Impact Analysis to assess the economic development proposal.
- Economic Development Matrix total actual score = 80.
- The Economic Development Matrix score reflects the following:
 - SunPower is proposing to establish a corporate operations center in Austin.
 - SunPower will create 450 jobs in Austin with an average annual wage of \$70,000. This will provide a broad range of job opportunities for Austin residents with an estimated 80% of the jobs hired locally.
- WebLOCI Fiscal Impact Analysis
 - Total Direct Benefits over a 10-year period = \$8.5 million
 - Total Direct Costs over a 10-year period = \$ 7.7 million, which includes a proposed estimated economic development grant of approximately \$901,710 (based on jobs created)
 - Total Net Benefit (\$8.5 million - \$7.7 million) = \$800,000 (rounded)

Overall Benefits

- Positive financial benefit to the City according to WebLOCI
- 450 jobs created in Austin
- \$7.5 million company investment in leasehold improvements
- \$2.5 million company investment in business personal property

- Employees are offered health insurance benefits, job training, career paths, and other benefits

Proposed Economic Development Agreement – SunPower Obligations

- Locate a corporate operations center in Austin
- \$7.5 million company investment in leasehold improvements by 12/31/14
- \$2.5 million company investment in business personal property by 12/31/14
- Create and maintain 450 jobs
- Locate within the Desired Development Zone
- Work with local minority chambers of commerce to expand pool of diverse candidates in recruitment efforts
- Abide by a supplier diversity policy
- Comply with the standards and principles of the City's M/WBE Program Ordinance in the design and construction of leasehold improvements
- Comply with all City Code regulation, including applicable water quality regulations

Contractual Obligations if approved by Council

- Years 1-10: Provide performance-based economic grant not to exceed \$901,710 over a ten year period and not to exceed \$104,850 during any one calendar year
- The City shall pay SunPower \$233 per new full-time job created and retained per calendar year for years 2011 – 2020.
- The proposed economic development agreement is performance-based, meaning the City is not obligated to make a grant payment for any year in which the City has determined that SunPower has failed to fulfill an obligation or condition applicable to SunPower.

The City of Austin Economic Development Policy

2009

General Purpose & Objectives

The City of Austin is committed to serving the public by implementing programs and policies benefiting all citizens and geographic areas. The City of Austin enjoys high levels of quality amenities benefiting new and existing businesses and strives to influence economic development resulting in an improved quality of life for its citizens. This economic development policy outlines measures adopted by the City Council. Each project will be evaluated using a standard set of criteria including: fiscal impact, linkages to the Austin economy, impact on city services, character and number of jobs, quality of life, environmental initiatives, project investment and other related items..

Definitions

1. "Desired Development Zone," means geographic region of the City of Austin as shown on the attached Exhibit A, where development is preferred.
2. "COA Water Quality Regulations," means the City of Austin's water quality regulations, standards, and requirements, including those appearing in the City Code or other ordinance, or administrative rules.
3. "Economic and Fiscal Impact," means impact any given project may have on the tax base of the City of Austin and financial ability to meet the desired level of service expected by citizens.
4. "Headquarters," means the physical location of a company's center for administrative operations and the physical location of the primary office for the Chief Operating Officer, President, or principal management of the company.
5. "Local Firm," means a firm engaged in business and located within the taxing jurisdiction of the City of Austin.
6. "Average Wage" means statistical average mean wage being paid or proposed wage to be paid by prospective company.

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7. "Median Wage" means statistical median wage being paid or proposed wage to be paid by prospective company.
 8. "Targeted Industry," means specific industrial activities, or companies involved in specific production activities, that have been designated as desirable for the purpose of a community marketing and/or industrial recruitment program.
 9. "State economic development funds," means financial incentives by or through the state government.
 10. "Austin Energy Green Building Program," means the program administered by Austin's electric utility, Austin Energy which provides guidelines for promoting environmental standards in buildings.
 11. "U.S. Green Building Council Leadership in Energy and Environmental Design Program (LEED)," means Green Building Rating System, a voluntary, consensus-based national standard for developing high-performance, sustainable buildings.
 12. "Net Present Value," means the discounted value of an investment's cash inflows minus the discounted value of its cash outflows.

Incentive Policy

Firm-Based Investments

The City of Austin strives to maintain healthy existing businesses and works to promote new business locations employing a vibrant and educated workforce. Business investment in Austin results in an improved tax base, career opportunities, economic diversity, new ideas, business exports, and new money in the local economy. Austin's Firm-Based incentive policy incorporates community assets into companies either expanding or establishing new locations in the city. Each company is evaluated on the following criteria and scored accordingly. This process ensures quality city investment into projects matching the region's competitive advantages and results in viable opportunities for the local workforce.

Minimum Requirements:

- The Firm must be located in the Desired Development Zone.
- The Firm must comply with current City of Austin water quality regulations on all current projects and during term of incentive agreement. (reference: City Council Resolution No. 030612-015)

A. Overall Economic and Fiscal Impact

- What is the absolute size of the net benefit?
 - Economic impact as measured by jobs and income
 - Level of desirable public benefits included in the project
 - Net fiscal impact to the City
- Does the project fit with one of the strategic targets identified?
- Is the firm a headquarters operation? Does it represent the “headquarters” of a new product line/service for the firm?
- Is the firm growing? Is the firm in a growing industry? How stable is the firm?

Measurements:

- Economic impact analysis (jobs, economic activity)
- Net fiscal impact analysis
- Discussion of other items

B. Local Linkages to the Austin Economy

- Does the project make use of an especially underutilized asset?
 - Certain segments of the labor force/current office space
- Will the project create significant contracting opportunities for local firms?
 - Small/disadvantaged business
- Does the project fill a hole in the Austin economic base?
 - Key supplier relationships
- Does the project have the potential to either seed a new economic cluster or bring additional firms to Austin?
- Will the firm directly compete for resources with existing local firms?

- Measurements:
 - Analysis of above items in light of information gleaned from both the firm and secondary sources

C. Infrastructure Impact

- Will the firm make a disproportionate demand on the community’s infrastructure?

D. Labor Force Practices

- Will the bulk of new hires be local or imported?
- What is the average wage paid? How does it compare to the local or national industry average?
- What is the median wage paid? How are job categories and wages distributed within the overall structure?

-
- What training is provided? Are there opportunities for advancement? Are there funds for additional education (tuition match, etc.)?
 - Does the firm actively promote diversity in hiring and promotion?
 - Does the firm provide non-discrimination policies that include both sexual orientation and gender identity?
 - Does the firm provide domestic partner benefits to their lesbian, gay, bisexual, and transgender employees and their families?

 - Measurements:
 - Average and median wages compared to national/regional averages
 - Estimate of percentage of hiring from local labor force

E. Cultural/Quality of Life Considerations

- Does the firm have a proactive cultural outreach program?
- Does the firm actively encourage employee volunteer/charitable efforts?

- Measurements:
 - Analysis of above items, based on objective measures (third-party reports, judgments/legal actions, etc.) as well as interaction with the firm.

F. Extraordinary Economic Impact (only one required)

- The firm is in a targeted industry
- The firm is involved in leading edge technology
- State economic development funds are available for the firm
- The firm will generate 500 jobs or more

G. Green Building Initiatives

- Does the project meet Austin Energy Green Building Program 2 – Star rating or USGBC Leadership in Energy and Environmental Design Program (LEED) Certified Rating?

- Measurements:
 - Austin’s 5-star Green Building Program
 - U.S. Green Building Council LEED Standards

Minority Participation Process

The City of Austin adopted an addition to its incentive policy on October 27th, 2005 regarding minority participation in contracting and hiring opportunities with businesses receiving tax incentives from the City of Austin. The Council also adopted new policies regarding

opportunities for local small businesses when offering tax incentives to businesses considering Austin for a new location or expansion.

Three components constitute the policy:

1. Minority contracting opportunities during the construction, rehabilitation, and servicing the new or expanded Austin operation.
2. Minority job opportunities with the new or expanded facility.
3. Small Business opportunities with the new or expanded facility.

Any company receiving incentives from the City of Austin will be offered the following three options for complying with the minority participation policy.

1. Ask companies to provide historical data that demonstrates that the company has been successful in achieving diversity in contracting and hiring through its existing programs or policies; or
2. Ask companies to provide a plan for establishing goals for diversity in hiring and vendor contracting; or
3. Ask companies receiving tax incentives/abatements to incorporate the City's MBE/WBE's goals based on the City of Austin ordinance.

Domestic Partner Benefits and Non-Discrimination Policies

The City of Austin adopted Resolution No. 20090806-037 to encourage and attract companies that provide non-discrimination policies that include both sexual orientation and gender identity, as well as provide domestic partner benefits to their lesbian, gay, bisexual, and transgender employees and their families.

Process

Firm-Based Scoring System

Under the attached scoring system, points are assigned to each of the major criteria described above. This scoring system is used to assess whether incentives will be offered to a firm and, based on the final score, the potential incentive amount for the firm.

Firms with a score between 81-100 may qualify for up to 50% of the net present value of the estimated total tax liability over 10 years. Firms with a score between 61-80 may qualify for up to 30% of the net present value of the estimated total tax liability over 10 years. Firms that score 60 and below do not qualify for shared investments. As a standard practice, total investments in a firm will not exceed 50% of the present value of the estimated total tax liability over 10 years and will not exceed 80% of the total tax liability in any single year. However, the City Council reserves the right to create a unique shared investment package in the case of extraordinary opportunities for economic development in Austin. These may include cases where:

- The firm is in a targeted industry
- The firm is involved in leading edge technology

- ❑ State economic development funds are available for the firm
- ❑ The firm will generate 500 jobs or more

The table below represents the scoring system used by city staff to measure each project. The economic development matrix provides additional information for each category scored.

Overall Economic and Fiscal Impact		
Small	Medium	Large
10	20	30
Linkages to the Local Economy		
Poor	Acceptable	Strong
0	15	25
Character of Jobs/Labor Practices		
Poor	Acceptable	Excellent
0	15	25
Infrastructure Impact		
Disproportionate	Proportionate	Low Impact
0	5	10
Quality of Life/Cultural Vitality		
Unacceptable	Acceptable	Excellent
0	5	10
Total Possible Points		100

Incentive Policy
Project-Based Investments

Project-based investments are eliminated from the City's Economic Development Policy per City Council Resolution No. 20071206-049.

Firm-Based Evaluation Criteria

Firm-Based Evaluation Criteria					
Project Name:					
MINIMUM PROJECT REQUIREMENT					
The Firm is located in the Desired Development Zone.		Draft			
The Firm conducts its business in compliance with environmental regulations.					
EVALUATION CRITERIA		AVAILABLE POINTS			TOTAL
Overall Economic and Fiscal Impact		Small 10	Medium 20	Large 30	
	Relative to its industry, what is the absolute size of the net benefit as measured by: jobs and income, level of desirable public benefits, and net fiscal impact to the City?				
Linkages to the Local Economy		Poor 0	Acceptable 15	Excellent 25	
	Is the Firm a recognized targeted industry identified by City of Austin?				
	Is the firm a headquarters operation? Does it represent the "headquarters" of a new product line or service for the firm?				
	Is the firm growing? Is the firm in a growing industry? How stable is the firm?				
	Does the project make use of an especially underutilized asset such as certain segments of the labor force or current office space?				
	Will the project create significant contracting opportunities for local firms including small and disadvantaged businesses?				
	Does the project fill a hole in the Austin economic base?				
	Does the project have the potential to either seed a new cluster or bring additional firms to Austin?				
	Will the firm directly compete for resources with existing firms?				
Infrastructure Impact		0	Proportionate 5	Low Impact 10	
	Will the firm make a disproportionate demand on the community's infrastructure?				

Austin, Texas



Business Information Form

Office of Economic Development
"Investing in Austin's Future"

Date Received: _____

Project: _____



Instructions

The Business Information Form is intended for internal City of Austin economic development analysis and efforts will be made to restrict circulation of the information included on the form to appropriate members of the City of Austin Office of Economic Development. However, please note that the Texas Open Records Act provides that information collected, assembled, or maintained by the City under a law or ordinance or in connection with the transaction of official business is generally considered to be public information. However, the Texas Public Information Act does provide that information relating to economic development negotiations with a business prospect is withheld from disclosure unless and until an agreement is reached. If an agreement has been reached and is ready for City Council consideration, this document will be posted to the City of Austin's website for public disclosure.

Questions or Comments

Please contact

Brian Gildea

Economic Development Manager

brian.gildea@ci.austin.tx.us

301 West 2nd Street

Suite 2030

Austin, TX 78701

(P) 512-974-6381

(F) 512-974-7825



Company Information

Company Name: _____

Headquarters Location: City: _____ State: _____

Contact Name: First Name: _____ Last Name: _____

Contact Title: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Mobile: _____ Other Phone: _____

Email Address: _____ Website: _____

Business Description:

NAICS: _____ SIC: _____

Company Age: _____

Business Structure: Private Public Ticker Symbol _____

Number of Austin Locations: _____ U.S. Locations: _____ Global Locations: _____



Project Information

Is the company and the Project located in the Desired Development Zone: Yes No

Will the company comply with current City of Austin water quality regulations for the Project and during the term of an incentive agreement: Yes No

Please describe the Project:

Is the company considering other Texas Locations? Yes No

Is the company considering other U.S. Locations? Yes No

Is the company considering other Global Locations? Yes No

Market for Product of Activity: Local State U.S. Global

Location of Planned Investment:



Project Timeline

Expected Start Date: _____

Expected Complete Date: _____

Project Capital Investment (U.S. Dollars)

Leasing Plans: Yes No

Land: _____ Total Acres: _____

Building: _____ Square Feet: _____

Investment Schedule

(Please provide a 10-year list of the following items.)

<u>Year</u>	<u>Land</u>	<u>Building</u>	<u>M&E</u>	<u>FF&E</u>	<u>Taxable Inventory</u>	<u>Labor</u>	<u>Total</u>
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____	_____
TOTALS	_____	_____	_____	_____	_____	_____	_____
							PROJECT TOTAL _____



Depreciation Schedule

<u>Item</u>	<u>Years</u>	<u>Percent per Year</u>	<u>Item</u>	<u>Years</u>	<u>Percent per Year</u>
Machinery	_____	_____	Building	_____	_____
Equipment	_____	_____	Other	_____	_____

Job Categories and Wage Distributions

Job Category	Number of Jobs (employed by company)	Number of Jobs (vendor or contract)	Average Annual Wages	Percent to be Locally Hired
Executive				
Manager				
Supervisor				
Staff				
Entry Level				

What is the expected average wage for the lowest paid 10% of local workers? _____

Job Creation Schedule

(Please provide a 10-year list of new jobs created and wage information – EXCLUDE BENEFITS)

<u>Year</u>	<u>Existing Jobs</u>	<u>New Jobs</u>	<u>Total Jobs</u>	<u>Average Annual Wage</u>	<u>Median Annual Wage</u>
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____



Service Requirements

Electric

Peak Monthly Demand in Kilowatts (KW): _____

Average Monthly Usage in Kilowatt Hours (kWh): _____

Average Monthly Load Factor: _____

Dual Feed Required: Yes No

Current Rate (cents per kWh): _____

Water

Average Monthly Usage: _____

Meter Size: _____

Waste Water

Average Monthly Discharge: _____

Miscellaneous

Building Size: _____ Manufacturing Space: _____

Office Space: _____ Ceiling Heights: _____

Acres: _____ Docks/Type: _____

Parking Requirements: _____

Rail: Yes No Interstate: Yes No

Commercial Airport: Yes No Fiber: Yes

Does the company intend to locate near transit developments or transportation hubs, such as bus stops, rail stations, or park & rides?

Yes No

If the company answered no to the question above, would the company be interested in learning more about transit developments and transportation hubs in and around the City of Austin?



Yes No

Economic Impact of Project

Will the Project Generate:

Property Tax:

Land: Yes No
Building: Yes No
M&E: Yes No
Inventory: Yes No

Local Sales Tax: Yes No

State Sales Tax: Yes No

Total annual company purchases subject to local sales tax: _____
(For example: office supply purchases, operating expenses, and taxable professional services)

Indirect Local Revenue: Yes No

Describe:

Other Local Revenue: Yes No

Describe:

Does the company have either of the following: (1) Historical data that demonstrates that the company has been successful in achieving diversity in vendor contracting through its existing programs or policies, or (2) A policy or plan for establishing goals for diversity in vendor contracting: Yes No

If so, please describe the historical data or policy/plan and attach the historical data or policy/plan:



Employee Benefits and Labor Force Practices

- | | |
|-------------------------------------------|-----------------------------------------------------|
| <input type="checkbox"/> Health Insurance | <input type="checkbox"/> Life Insurance |
| <input type="checkbox"/> Dental Insurance | <input type="checkbox"/> Prescription Drug Plan |
| <input type="checkbox"/> Retirement Plan | <input type="checkbox"/> Vision |
| <input type="checkbox"/> 401(k) | <input type="checkbox"/> Flexible Spending Accounts |
| <input type="checkbox"/> Paid Leave | <input type="checkbox"/> Tuition Reimbursements |
| <input type="checkbox"/> Pension | <input type="checkbox"/> Disability |
| <input type="checkbox"/> Counseling | <input type="checkbox"/> Other: _____ |

Please describe training provided to employees:

Does the company provide opportunities for employee advancement:

Yes No

Describe:

Are there funds for additional employee education (tuition match, etc.):

Yes No

Describe:

Does the company actively promote diversity in hiring and promotion:

Yes No

Describe:



Does the company provide non-discrimination policies that include both sexual orientation and gender identity: Yes No

If so, please describe and attach the company policy(ies):

Does the company provide domestic partner benefits to their lesbian, gay, bisexual, and transgender employees and their families: Yes No

If so, please describe and attach the company policy(ies):

Does the company have either of the following: (1) Historical data that demonstrates that the company has been successful in achieving diversity in hiring through its existing programs or policies, or (2) A policy or plan for establishing goals for diversity in hiring: Yes No

If so, please describe the historical data or policy/plan and attach the historical data or policy/plan:

Cultural/Quality of Life Considerations

Does the company have a cultural outreach program: Yes No

Describe:

Does the company actively encourage volunteer/charitable efforts: Yes No

Describe:



Green Building Initiatives

Does the Project meet Austin Energy Green Building Program 2-Star rating or USGBC LEED

Certified rating:

Yes

No

Describe:

Signature

Please provide any additional thoughts or comments related to your project that could be pertinent to the evaluation process.

To the best of my knowledge, the information included in this City of Austin Business Information Form is true and correct, as evidenced by my signature below.

Signature:

(Company Representative)

Date:

WebLOCI Fiscal Impact Analysis
City of Austin / SunPower Corporation
Major Category Report
November 23, 2010

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
BENEFITS												
Sales Taxes	\$0	\$89,163	\$45,124	\$83,085	\$82,857	\$80,857	\$80,857	\$80,857	\$80,857	\$80,857	\$80,857	\$785,371
Property Taxes	\$0	\$45,213	\$79,599	\$142,401	\$189,566	\$217,742	\$227,742	\$226,774	\$225,974	\$225,806	\$225,806	\$1,806,623
Franchise Fees	\$0	\$7,925	\$24,703	\$50,119	\$73,466	\$88,116	\$93,972	\$93,972	\$93,972	\$93,972	\$93,972	\$714,189
Alcoholic Beverage Tax Revenues	\$0	\$290	\$905	\$1,837	\$2,692	\$3,229	\$3,444	\$3,444	\$3,444	\$3,444	\$3,444	\$26,173
Revenues from Fines	\$0	\$993	\$3,095	\$6,280	\$9,205	\$11,040	\$11,774	\$11,774	\$11,774	\$11,774	\$11,774	\$89,483
Revenues from Permits	\$0	\$1,272	\$3,966	\$8,046	\$11,794	\$14,145	\$15,086	\$15,086	\$15,086	\$15,086	\$15,086	\$114,653
Miscellaneous Fees	\$144,170	\$2,494	\$7,774	\$15,773	\$23,121	\$27,731	\$29,574	\$29,574	\$29,574	\$29,574	\$29,574	\$368,933
Water Revenues	\$0	\$24,481	\$37,389	\$56,944	\$74,908	\$86,179	\$90,685	\$90,685	\$90,685	\$90,685	\$90,685	\$733,326
Wastewater Revenues	\$0	\$17,523	\$31,841	\$53,532	\$73,457	\$85,959	\$90,957	\$90,957	\$90,957	\$90,957	\$90,957	\$717,097
Electric Power Revenues	\$0	\$127,025	\$176,523	\$251,505	\$320,384	\$363,603	\$380,882	\$380,882	\$380,882	\$380,882	\$380,882	\$3,143,450
TOTAL BENEFITS	\$144,170	\$316,379	\$410,919	\$669,522	\$861,450	\$978,601	\$1,024,973	\$1,024,005	\$1,023,205	\$1,023,037	\$1,023,037	\$8,499,298
COSTS												
Support	\$0	\$26,795	\$55,920	\$85,045	\$104,850	\$104,850	\$104,850	\$104,850	\$104,850	\$104,850	\$104,850	\$901,710
Recreation/Libraries	\$0	\$3,010	\$9,383	\$19,037	\$27,906	\$33,470	\$35,695	\$35,695	\$35,695	\$35,695	\$35,695	\$271,281
Court System	\$0	\$595	\$1,855	\$3,764	\$5,518	\$6,618	\$7,058	\$7,058	\$7,058	\$7,058	\$7,058	\$53,640
General Government	\$0	\$1,319	\$4,111	\$8,340	\$12,225	\$14,663	\$15,638	\$15,638	\$15,638	\$15,638	\$15,638	\$118,848
Health Services	\$0	\$1,090	\$3,397	\$6,891	\$10,101	\$12,115	\$12,921	\$12,921	\$12,921	\$12,921	\$12,921	\$98,199
Social Welfare	\$0	\$726	\$2,264	\$4,594	\$6,733	\$8,076	\$8,613	\$8,613	\$8,613	\$8,613	\$8,613	\$65,458
Public Safety	\$0	\$19,875	\$61,949	\$125,686	\$184,235	\$220,972	\$235,659	\$235,659	\$235,659	\$235,659	\$235,659	\$1,791,012
Other Costs	\$0	\$4,078	\$12,711	\$25,788	\$37,801	\$45,338	\$48,352	\$48,352	\$48,352	\$48,352	\$48,352	\$367,476
Water Costs	\$0	\$21,932	\$34,190	\$52,761	\$69,819	\$80,523	\$84,802	\$84,802	\$84,802	\$84,802	\$84,802	\$683,235
Wastewater Costs	\$0	\$16,959	\$30,734	\$51,599	\$70,767	\$82,794	\$87,602	\$87,602	\$87,602	\$87,602	\$87,602	\$690,863
Electric Power Production Costs	\$0	\$120,719	\$158,851	\$216,615	\$269,678	\$302,972	\$316,283	\$316,283	\$316,283	\$316,283	\$316,283	\$2,650,250
TOTAL COSTS	\$0	\$217,098	\$375,365	\$600,120	\$799,633	\$912,391	\$957,473	\$957,473	\$957,473	\$957,473	\$957,473	\$7,691,972
NET BENEFITS	\$144,170	\$99,281	\$35,554	\$69,402	\$61,817	\$66,210	\$67,500	\$66,532	\$65,732	\$65,564	\$65,564	\$807,326