

INCENTIVE OVERVIEW

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Incentives. Why?

- To encourage action on the part of another for something that otherwise may not occur
 - What kind of action?

Arizona Incentives

- Foundational
- Statutory
- Discretionary



Development Agreement: A tool for common goals

- Meeting future needs
- Guided by Regional and other plans
- Assists with community planned goals

Example: City acquires right of way or easement

Development Agreement Incentives

- Transaction Privilege Tax rebate
- Example Aspen Place/Sawmill

Aspen Place
AT THE SAWMILL

Joy Cone Company



- Expand 65,000 sq.ft. additional warehouse space
- Provide health insurance to all employees
- Development Agreement terminates 2023
- Total anticipated savings of ~\$3million over the 15 year period

Orpheum

- Tenant Improvements
- local contractors
- local media
- Total anticipated savings of \$100,000 over 8 year period which terminates in 2017



Nestle-Purina



- 100,000 sq.ft. addition
- continue producing 165,661 tons pet food a year
- two (2) acres of land for a fire station at a price of \$435,600
- 94,000 sq.ft. warehouse addition and parking for 292 vehicles
- Add 50 full time employees
- Dedicate right of way to realign Industrial Drive
- Total savings \$3,004,734

Successful Grants

- Machine Solutions



Successful Grants

- T-Gen North



Successful Grants

- Mountain Heart



Successful Grants

- Joy Cone Company



Questions

Thank you