

PROPERTY TAX INCENTIVE APPLICATION FOR  
CARGILL, INCORPORATED  
(Matt Marshall)

SUGGESTED MOTION:

Move to participate in the request for a property tax incentive for expansion of an existing building project submitted by Cargill, Incorporated for a ten-year period.



RECEIVED  
CASS COUNTY COMMISSION

JUN 7 2018

June 6, 2018

To: Rick Steen  
Cass County Commission  
211 9<sup>th</sup> St S  
Fargo, ND 58103

From: Matt Marshall, City of West Fargo Economic Development Director

RE: Potential Property Tax Incentive Project

Dear Rick,

This letter is intended to comply with North Dakota Century Code 21.66. The new law states:

*Notwithstanding any other provision of law, before granting a property tax incentive on any parcel of property that is anticipated to receive a property tax incentive for more than five years, the governing body of a city shall send the chairman of each county commission and the president of each school district affected by the property tax incentive a letter, by certified mail, which provides notice of the terms of the proposed property tax incentive. Within thirty days from receipt of the letter, each affected county and school district shall notify the city, in writing, whether the county or school district elects to participate in granting the tax incentive on the county or school district portion of tax levied on the property. The notification from a county or school district electing not to participate must include a letter explaining any reason for which the entity elected not to participate and whether the county or school district is willing to negotiate the terms of the property tax incentive with the city.*

*If the city does not receive a response from an affected county or school district within thirty days of delivery of the letter, the county and school district must be treated as participating in the property tax incentive.*

This project involves an expansion of a Cargill plant located in the industrial area of West Fargo. Multiple locations are currently up for consideration for this investment and the city feels strongly that the longevity of the local plant is dependent on this expansion. Upon approval, the city intends to utilize the Incentive for New or Expanding Businesses to leverage to the corporate office to invest in the West Fargo location. Once the project is approved and completed, a dramatic increase in taxable value will be realized for all

political subdivisions. A public hearing has been scheduled for the July 16, 2018 West Fargo City Commission meeting for any public comment.

Along with this letter, we are sending a formal project packet to you for you to indicate any additional steps needed for approval. We respectfully request the city's economic development department be notified of any hearing or discussions regarding this project to ensure we can provide all necessary information to your boards. If this request falls within your guidelines for immediate approval, please send written notification affirming said approval. If you have any additional questions, please do not hesitate to contact me and I will be happy to assist you.

Sincerely,

Matt Marshall  
Economic Development Director  
Email: [matt.marshall@westfargond.gov](mailto:matt.marshall@westfargond.gov)  
Phone: 701-373-5666

## STAFF REPORT

**Project Name:** Cargill Incorporated

**Project Location:** 250 7th Ave NE

**Contact Name:** Dean Jacobs/Lesley Miller

**Contact Phone:** 952-742-6444/415.517.3683

**Email:** lesmiller@deloitte.com>

**Purpose:** Plant Expansion

**Background:**

Cargill proposes investing \$45M - \$55M at the West Fargo facility. The project is projected to result in the creation of 120 construction jobs at peak. While no new full-time jobs at the facility are currently anticipated as the result of this project, the expansion and upgrades may facilitate future headcount increases, including adding a potential new packaging facility.

**Timeline:**

**Summer 2018**

Assessment Department		YES	NO
Property Taxes Current	<i>Nick Lee</i>	<i>X</i>	
Additional Notes: <i>02-3050-04366-012/050</i>			
Planning Department		YES	NO
Property in Corridor Overlay District	<i>Project Property</i>		<i>X</i>
Property in Renaissance Zone			<i>X</i>
Property in Main Ave Corridor			<i>X</i>
Main Ave Corridor Conditions Met	<i>N/A</i>		
Zoning Appropriate for Proposed Project		<i>X</i>	
Sufficient/Appropriate Parking Included	<i>No additional employees</i>	<i>X</i>	
Landscape Submitted/Reviewed			<i>X</i>
Additional Notes: <i>Further review at time of permitting done by trail</i>			
Economic Development Department		YES	NO
Project Located in Existing Incentive Program			<i>X</i>
Project Eligible for Local Incentives		<i>X</i>	
Project Eligible for State Incentives		<i>X</i>	
Project Operator Received Tax Incentives within Past 5 years		<i>X</i>	
City Granted Tax Incentive on Similar Project within Past 5 years		<i>X</i>	
Is there Precedent for Proposed Tax Incentive		<i>X</i>	
Does City Recommend Approval of Application		<i>X</i>	
Score:		<i>95</i>	
Reasons:	<i>To keep plant up to date</i>		
Additional Notes:			

*2013*  
*2013*

# Application For Property Tax Incentives For New or Expanding Businesses

N.D.C.C. Chapter 40-57.1

Project Operator's Application To West Fargo  
City or County

File with the City Auditor for a project located within a city; County Auditor for locations outside of city limits.

A representative of each affected school district and township is included as a non-voting member in the negotiations and deliberation of this application.

**This application is a public record**

## Identification Of Project Operator

1.	Name of project operator of new or expanding business	<u>Cargill Incorporated</u>	
2.	Address of project	<u>250 7th Ave NE</u>	
	City	<u>West Fargo</u> County <u>Cass</u>	
3.	Mailing address of project operator	<u>PO Box 5626</u>	
	City	<u>Minneapolis</u> State <u>MN</u> Zip <u>55440</u>	
4.	Type of ownership of project		
	<input type="checkbox"/> Partnership	<input type="checkbox"/> Subchapter S corporation	<input type="checkbox"/> Individual proprietorship
	<input checked="" type="checkbox"/> Corporation	<input type="checkbox"/> Cooperative	<input type="checkbox"/> Limited liability company
5.	Federal Identification No. or Social Security No.	<u>41-0177680</u>	
6.	North Dakota Sales and Use Tax Permit No.	<u>08714800</u>	
7.	If a corporation, specify the state and date of incorporation	<u>Delaware</u>	
8.	Name and title of individual to contact	<u>Dean Jacobs, Property Tax Advisor</u>	
	Mailing address	<u>PO Box 5636</u>	
	City, State, Zip	<u>Minneapolis, MN 55440</u> Phone No. <u>952-742-6444</u>	

## Project Operator's Application For Tax Incentives

9.	Indicate the tax incentives applied for and terms. Be specific.	
	<input checked="" type="checkbox"/> <b>Property Tax Exemption</b>	<input type="checkbox"/> <b>Payments In Lieu of Taxes</b>
	<u>5/5</u> Number of years	Beginning year _____ Ending year _____
	100%/stepped* Percent of exemption	Amount of annual payments (attach schedule if payments will vary)
10.	Which of the following would better describe the project for which this application is being made:	
	<input type="checkbox"/> New business project	<input checked="" type="checkbox"/> Expansion of a existing business project

**Description of Project Property**

11. Legal description of project real property

See Attachment A

12. Will the project property be owned or leased by the project operator?  Owned  Leased

If the answer to 12 is leased, will the benefit of any incentive granted accrue to the project operator?

Yes  No

If the property will be leased, attach a copy of the lease or other agreement establishing the project operator's benefits.

13. Will the project be located in a new structure or an existing facility?  New construction  Existing facility

If existing facility, when was it constructed? Construction completed October 1980

If new construction, complete the following:

a. Estimated date of commencement of construction of the project covered by this application August 2018

b. Description of project to be constructed including size, type and quality of construction  
See Attachment B

c. Projected number of construction employees during the project construction 120 contractors/day at Peak

14. Approximate date of commencement of this project's operations May 2020

15. Estimated market value of the property used for this project:

a. Land ..... \$ \_\_\_\_\_

b. Existing buildings and structures for which an exemption is claimed..... \$ \_\_\_\_\_

c. Newly constructed buildings and structures when completed ..... \$ 5,160,000

d. Total ..... \$ 5,160,000

e. Machinery and equipment ..... \$ 9,640,000

\*Estimated market value for real property further detailed in Attachment B  
Actual costs may vary with valuation to be completed by local assessor --  
Cargill retains right to potentially protest valuation/classification of assets

16. Estimate taxable valuation of the property eligible for exemption by multiplying the market values by 5 percent:

a. Land (not eligible) ..... 

b. Eligible existing buildings and structures ..... \$ -

c. Newly constructed buildings and structures when completed ..... \$ 258,000

d. Total taxable valuation of property eligible for exemption (Add lines b and c)..... \$ 258,000

e. Enter the consolidated mill rate for the appropriate taxing district ..... 284.33

f. Annual amount of the tax exemption (Line d multiplied by line e) ..... \$ 73,357.00

**Description of Project Business**

**Note: "project" means a newly established business or the expansion portion of an existing business. Do not include any established part of an existing business.**

17. Type of business to be engaged in:  Ag processing  Manufacturing  Retailing  
 Wholesaling  Warehousing  Services

18. Describe in detail the activities to be engaged in by the project operator, including a description of any products to be manufactured, produced, assembled or stored (attach additional sheets if necessary).  
 See Attachment C
- 
- 
- 

19. Indicate the type of machinery and equipment that will be installed

Project includes a new 4,160 sq. ft. refinery building and bridges. New assets include, but are not limited to, centrifuges, filters, pumps, process tanks, storage tanks, vessels, head exchangers and cooling towers.

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20. For the project only, indicate the projected annual revenue, expense, and net income (before tax) from either the new business or the expansion itself for each year of the requested exemption.

Year (12 mo. periods)	New/Expansion Project only	New/Expansion Project only	New/Expansion Project only	New/Expansion Project only	New/Expansion Project only
	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Annual revenue	_____	_____	_____	_____	_____
Annual expense	_____	_____	_____	_____	_____
Net income	_____	_____	_____	_____	_____

21. Projected annual average number of persons to be employed by the project itself at the project location for each year for the first five years and the estimated annual payroll.

Year	Company-wide (before project)	New/Expansion Project only	New/Expansion Project only	New/Expansion Project only	New/Expansion Project only	New/Expansion Project only
		<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
No. of Employees *	(1) 95	94	91	86	84	84
	(2) _____	_____	_____	_____	_____	_____
Estimated payroll	(1) 6.3M	6.3M	6.1M	6.0M	6.0M	6.1M
	(2) _____	_____	_____	_____	_____	_____

(1) - full time  
 (2) - part time

\*There may be a potential reduction of headcount due to consolidation of roles at the facility over the next several years, which is anticipated to be achieved through natural attrition of Cargill's current workforce.

**Previous Business Activity**

22. Is the project operator succeeding someone else in this or a similar business?  Yes  No

23. Has the project operator conducted this business at this or any other location either in or outside of the state?  
 Yes  No

24. Has the project operator or any officers of the project received any prior property tax incentives?  Yes  No  
 If the answer to 22, 23, or 24 is yes, give details including locations, dates, and name of former business (attach additional sheets if necessary).  
A tax incentive was in place for years 2006-2010 for a 2-phase expansion at the facility. An additional tax incentive was granted in 2011 for the construction of 2 steel framed buildings and new processing equipment

**Business Competition**

25. Is any similar business being conducted by other operators in the municipality?  Yes  No

If YES, give name and location of competing business or businesses

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Property Tax Liability Disclosure Statement**

26. Does the project operator own real property in North Dakota which has delinquent property tax levied against it?  Yes  No

27. Does the project operator own a greater than 50% interest in a business that has delinquent property tax levied against any of its North Dakota real property?  Yes  No

If the answer to 26 or 27 is Yes, list and explain

\_\_\_\_\_

**Use Only When Reapplying**

28. The project operator is reapplying for property tax incentives for the following reason(s):

- To present additional facts or circumstances which were not presented at the time of the original application
- To request continuation of the present property tax incentives because the project has:
  - moved to a new location
  - had a change in project operation or additional capital investment of more than twenty percent
  - had a change in project operators
- To request an additional annual exemption for the year of \_\_\_\_\_ on structures owned by a governmental entity and leased to the project operator. (See N.D.C.C. § 40-57.1-04.1)

**Notice to Competitors of Hearing**

Prior to the hearing, the applicant must present to the governing body of the county or city a copy of the affidavit of publication giving notice to competitors unless the municipality has otherwise determined there are no competitors.

I, KOSJ AMOO-GOTTFRIED, do hereby certify that the answers to the above questions and all of the information contained in this application, including attachments hereto, are true and correct to the best of my knowledge and belief and that no relevant fact pertaining to the ownership or operation of the project has been omitted.

K. Amoo-Gottfried Signature      V. P - COMMERCIAL LEADER Title      4/26/18 Date



**PRIVACY ACT NOTIFICATION**

In compliance with the Privacy Act of 1974, disclosure of a social security number or Federal Employer Identification Number (FEIN) on this form is required under N.D.C.C. §§ 40-57.1-03, 40-57.1-07, and 57-01-15, and will be used for tax reporting, identification, and administration of North Dakota tax laws. Disclosure is mandatory. Failure to provide the social security number or FEIN may delay or prevent the processing of this form.

**Certification of Governing Body (To be completed by the Auditor of the City or County)**

The municipality shall, after granting any property tax incentives, certify the findings to the State Tax Commissioner and Director of Tax Equalization by submitting a copy of the project operator's application with the attachments. The governing body, on the \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, granted the following:

**Property Tax Exemption**

\_\_\_\_ Number of years

\_\_\_\_ Percent of exemption

**Payments in lieu of taxes**

\_\_\_\_ Beginning year      \_\_\_\_ Ending year

\_\_\_\_ Amount of annual payments (Attach schedule if payments will vary)

\_\_\_\_\_  
Auditor

## **Attachment A: Legal Description of Project Property**

Cargill owns two parcels located at 250 7 Avenue NW, West Fargo: 02-3050-04366-040 and 02-3050-04366-050. The project will occur on parcel 02-3050-04366-050. Additional legal descriptions may be available.

- **02-3050-04366-050:** 5-139-49 PT OF NW1/4 AC 41.76 UNPLATTED RIVERSIDE THAT PT OF NW 1/4 OF SEC 5:COM AT THE SE COR OF NW 1/4 THENCE N 89DEG59'56"" W ALG THE S LN OF SD NW 1/4 FOR A DIST OF 152.7' TO A PT ON THE W R/W OF THE BN INC BY-PASS TRACK THE PT OF BEG SD R/W BEING 50' W OF & PARA TO SD BY-PASS TRACK THENCE CONT N 89DEG59'56"" W ALG THE S LN OF SD NW 1/4 \*  
ADDITIONAL LEGAL DESCRIPTION EXISTS

## Attachment B: Project Description

Cargill operates a multi-seed processing facility at 250 7<sup>th</sup> Ave NE in West Fargo. This facility processes various types of sunflowers, canola, and flax into high value products.

This facility has a strong record of productivity and earnings for Cargill. However, it has a refinery with assets that are reaching the end of their useful life. With no internal backup, the reliability of the West Fargo asset is imperative to provide the supply assurance that customers require. By reequipping and expanding the refinery, the asset health and reliability of the West Fargo facility will improve, allowing this facility to stay viable and increase the likelihood of future investment and expansion.

Cargill proposes investing \$45M - \$55M at the West Fargo facility as detailed in the table below. The project is projected to result in the creation of 120 construction jobs at peak. While no new full-time jobs at the facility are currently anticipated as the result of this project, the expansion and upgrades may facilitate future headcount increases, including adding a potential new packaging facility.

**Table 1: Estimated Project Costs (\$ in thousands)\***

	Investment	Est. Market Value
Real Property	10,320 - 12,900	5,160
M&E	19,260 - 24,600	NA
Other Project Costs	14,560 - 18,200	NA
	<b>44,560 - 55,700</b>	<b>5,160</b>

\*Estimated market value for real property. Actual costs may vary with valuation to be completed by local assessor--Cargill retains right to potentially protest valuation/classification of assets.

## Attachment C: Project Activities

Cargill operates a multi-seed processing facility at 250 7<sup>th</sup> Ave NE in West Fargo. This facility processes various types of sunflowers, canola, and flax into high value products.

### Facility History

- 1979: Construction began on the facility, which was the first large scale sunflower processing plant in the United States
- 1980: Operations began
- 1982: Flax seed processing was added
- 1986: Canola processing was added (ended 2006)
- 1991: Started refining, bleaching and winterizing processes
- 2005: Added deodorization to produce food grade salad oils
- 2013: Eastwood expansion significant increased crush capacity and allowed for new preparation and extraction processes

### Products produced at the facility:

- Seeds: Sunflower (Mid- and Hi-Oleic), flax and canola
- Protein Meal: Sunflower, linseed and canola
- Oil: Crude, refined, bleached, de-waxed, deodorized and food grade salad oils

### Facility operations:

- Seed receiving via truck and rail
- Seed drying and storage
- Seed preparation
  - Dehulling
  - Conditioning
  - Flaking
  - Mechanical separation

**PAYMENT IN LIEU OF PROPERTY TAX**  
**PAYMENT SCHEDULE**

Pursuant to NDCC Chapter 40-57.1

PROJECT OPERATOR:        Cargill

ASSUMPTIONS:

Improvements Value:     \$5,160,000

Number of Years:         10

ANTICIPATED PAYMENT SCHEDULE:

	<b>YEAR</b>	<b>PILOT</b>	<b>% Exempt</b>
1	2020	\$ 100	100%
2	2021	\$ 100	100%
3	2022	\$ 100	100%
4	2023	\$ 100	100%
5	2024	\$ 100	100%
6	2025	\$ 7,336	90%
7	2026	\$ 22,007	70%
8	2027	\$ 36,679	50%
9	2028	\$ 51,350	30%
10	2029	\$ 66,021	10%

Prepared by Nick R. Lee, City Assessor

Date: 1/5/2015

Project Name: Cargill  
 Location: 250 7th Ave NE (02-3050-04366-050)  
 Purpose: Factory Expansion

	Land Value	Orig Bldg	New Bldg	Totals
True & Full	\$ 766,400	\$ 14,481,100	\$ 5,160,000	\$ 20,407,500
Taxable	\$ 38,320	\$ 724,055	\$ 258,000	\$ 1,020,375
Tax Estimate	\$ 10,896	\$ 205,871	\$ 73,357	\$ 290,123

Payments	Land Tax	Orig Bldg Tax	New Bldg Tax	Total Paid	Total Savings
Year 1	\$ 10,896	\$ 205,871	\$ 100	\$ 216,866	\$ 73,257
Year 2	\$ 10,896	\$ 205,871	\$ 100	\$ 216,866	\$ 73,257
Year 3	\$ 10,896	\$ 205,871	\$ 100	\$ 216,866	\$ 73,257
Year 4	\$ 10,896	\$ 205,871	\$ 100	\$ 216,866	\$ 73,257
Year 5	\$ 10,896	\$ 205,871	\$ 100	\$ 216,866	\$ 73,257
Year 6	\$ 10,896	\$ 205,871	\$ 7,336	\$ 224,102	\$ 66,021
Year 7	\$ 10,896	\$ 205,871	\$ 22,007	\$ 238,773	\$ 51,350
Year 8	\$ 10,896	\$ 205,871	\$ 36,679	\$ 253,445	\$ 36,679
Year 9	\$ 10,896	\$ 205,871	\$ 51,350	\$ 268,116	\$ 22,007
Year 10	\$ 10,896	\$ 205,871	\$ 66,021	\$ 282,788	\$ 7,336
	\$ 108,955	\$ 2,058,706	\$ 183,893	\$ 2,351,554	\$ 549,679

Prepared by Nick R. Lee, City Assessor  
 Date: 4/27/18

## **CITY OF WEST FARGO ECONOMIC DEVELOPMENT POLICY (6/2012) PROPOSED**

### **General Evaluation Objectives**

The City of West Fargo will use as a guideline the general review criteria below in evaluating the applications for assistance. These are broad areas of consideration which serve as part of the underlying City economic development policy. More specific detailed policies and guidelines may apply differently to each individual incentive option. Each incentive option will be administered according to the appropriate state law in conjunction with the specific policy or guideline adopted by the West Fargo Board of City Commissioners.

#### **Economic impact to the City of West Fargo**

The economic impact to the City to be considered will be determined by increased construction activity and the purchase of local equipment, goods and services. Also, consideration will be given in terms of size of the payroll and the value of the real property which ultimately serves to increase the tax base of the city.

#### **Diversification of the economic base**

The City is concerned about attracting companies that would provide diversification from the existing industrial base in order to bring about a more stable economic environment.

#### **Number and type of jobs to be created**

The City is interested in knowing the projection for job creation over the term of the assistance. Consideration will be given to salary, benefits and type of jobs being created.

#### **Local Competition**

It is the intention of the city not to give an unfair advantage over other local existing companies through the use of these incentives.

#### **Quality and growth potential of the client**

Consideration will be given to the company's reputation in terms of their track record, credit history, stability and overall industry standing. The City will also be interested in the company's past history of growth, potential for future growth, and general outlook for growth of the industry as a whole.

#### **Kinds of business targeted for possible incentives**

The City will typically assist only primary sector businesses. Primary sector businesses are those in which at least 70% of their business comes from outside the West Fargo trade area; their end product is completed by another firm; those engaged in manufacturing, remanufacturing or processing of a raw product or material; those providing packaging and distribution of end products.

## CITY OF WEST FARGO ECONOMIC DEVELOPMENT POLICY (6/2012) PROPOSED

### General Evaluation Objectives

Service industries that are involved in data processing, data communications, telecommunication services, computer software development, technology support, research facilities, research and development of new technologies, or information processing.

The City is sensitive to concerns of providing assistance if jobs are simply being relocated within the city.

### Kinds of businesses typically not eligible for incentives

Retail or any business selling directly to the consumer; hotels; restaurants; taverns; attorneys; physicians; dentists; CPA's; real estate developers; general warehouse facilities.

### Evaluation point system

A point system will be used as a guide to evaluate projects for possible incentives. Although the point system will not be the final determining factor regarding eligibility for incentives, it will be used as a tool to quantify certain criteria. The committee will present to the committee and project operators the importance of each eligibility requirement as they relate to the entire evaluation process. The higher the point total, the greater the possibility of approval by the committee with 100 points as the goal.

100 and above....eligible

90-100....strong consideration

80-90.....moderate consideration

Below 80...ineligible

### **Project Type:**

<u>Points</u>	<u>Project Description</u>
+40	Manufacturing
+30	Support Services
+15	Distribution
+25	Primary Sector Distribution
+40	Primary Sector Service Industry
+40	Technology Research



## CITY OF WEST FARGO ECONOMIC DEVELOPMENT POLICY (5/2018)

### General Evaluation Objectives

-40	Common Service Industry
-40	Warehousing
-40	Retail
-40	Lodging/Restaurants/Taverns

### **Jobs Created**

+10	10-20 Jobs
+15	20-50 Jobs
+25	50-100 Jobs
+40	100+ Jobs

### **Wages**

+10	\$12.00-\$14.00
+20	\$14.01-\$17.00
+30	\$17.01-\$20.00
+40	\$20.01-\$25.00
+50	\$25.00+

\*Weighted average will be used according to the # of jobs created in each range

### **Local Competition (% of gross income with any local competition)**

+30	0%-9%
+25	10%-20%
+15	20%-30%
+10	30%-40%
+0	40%-50%
-10	50%+

**CITY OF WEST FARGO ECONOMIC DEVELOPMENT POLICY (6/2012) PROPOSED**

**General Evaluation Objectives**

**Value of proposed buildings**

+0	Up to \$99,000
+5	\$100,000-\$499,999
+10	\$500,000-\$999,999
+15	\$1,000,000-\$4,999,999
<b>+20</b>	<b>\$5,000,000-\$9,999,999</b>
+30	\$10,000,000+

**Start-ups**

+15	New start-up project
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The committee may add or subtract additional points for other items.

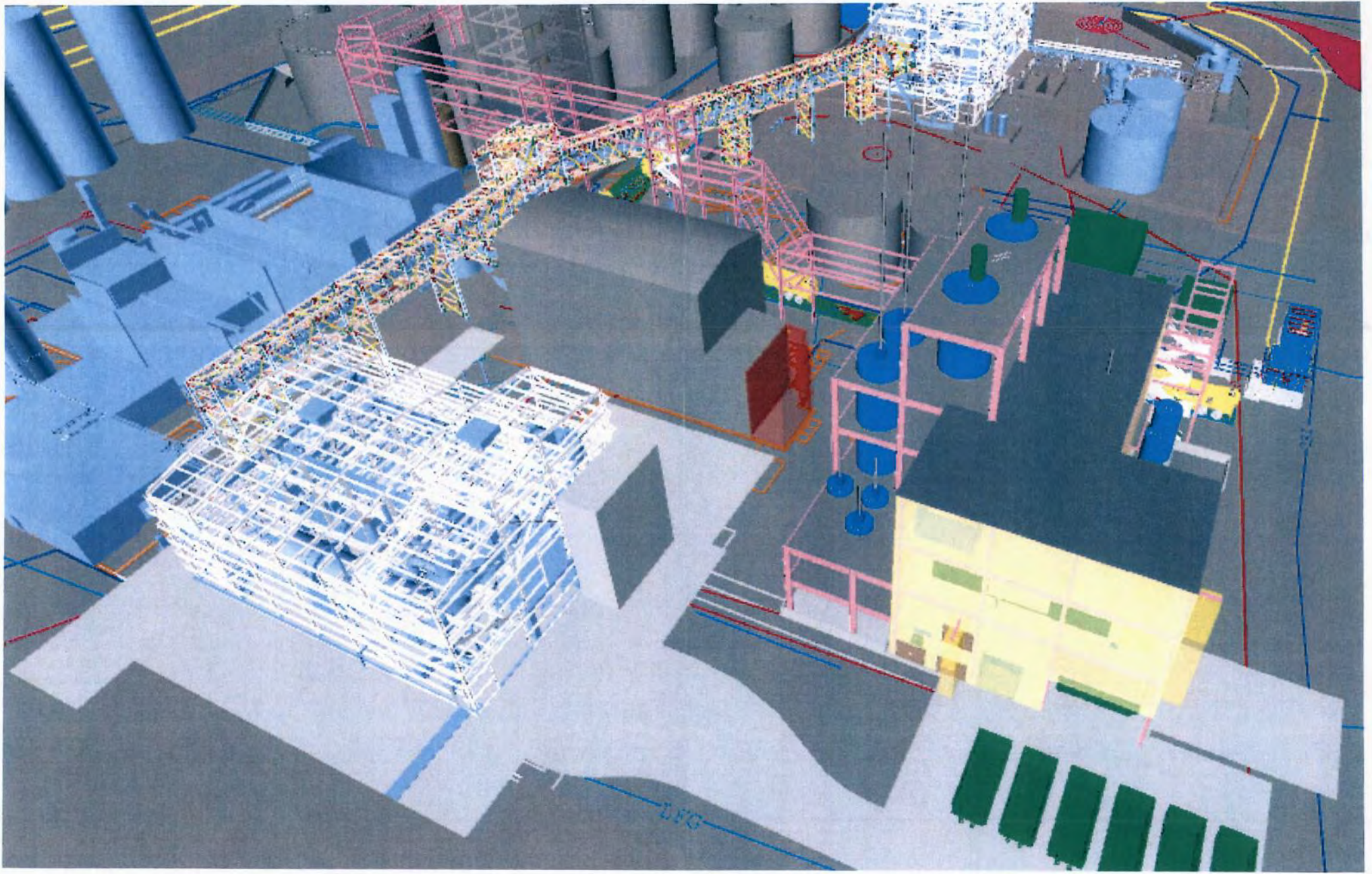
<b>Exemption Evaluation Calculator</b>	<b>Points</b>	<b>Value</b>
Company name		
Company Description	+40	
# of Jobs		
Wages		
% GI with local competition	+30	
Value of proposed buildings	+20	
Start up (y-n)	N	
Optional points +/-	+5	
<b>TOTAL SCORE</b>	<b>95</b>	
<b>RECOMMENDATION</b>	<b>Approval</b>	
-	Based on Investment into the plant which will keep operations viable and allow for potential job creating investment in the future.	

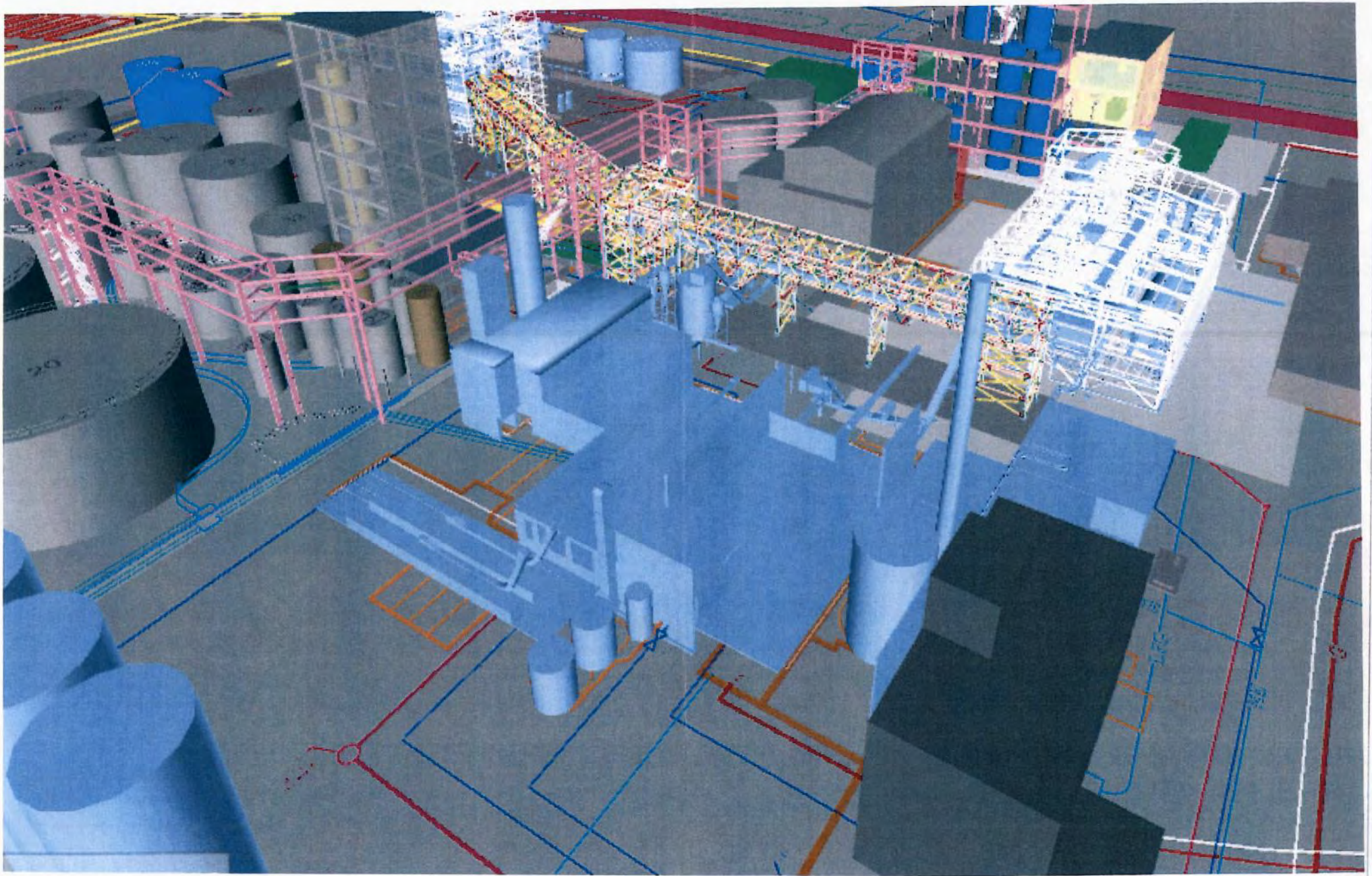




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7th Ave NE





# A REPORT OF THE ECONOMIC IMPACT OF PROJECT THUNDERBOLT IN WEST FARGO, ND

April 30, 2018

Prepared by



## PURPOSE & LIMITATIONS

This report has been prepared to assist representatives of the City of West Fargo in making an evaluation of the economic impact of an expansion in North Dakota and does not purport to contain all of the information that may be needed to conclude such evaluation. This report is based on a variety of assumptions and contains forward-looking statements concerning the results of operations and businesses of the subject firm. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in this report. There are a number of factors that could affect the future operations of the subject firm and could cause those results to differ materially from those expressed in this report. The contents of this report are expressly qualified in their entirety by the cautionary statements set forth herein. Recipients of the report should not place undue reliance on forward-looking statements. The subject firm undertakes no obligation to update or revise this report as a result of new information, future events or other information. In light of these risks, results could differ materially from those stated, implied or inferred in this report. The subject firm and its officers, employees and representatives make no representation or warranty as to the accuracy or completeness of the information contained herein, and expressly disclaim any and all liability based on or relating to any information contained in, or errors or omissions from, this information or based on or relating to the use of this information or any other written or oral communications transmitted or made available regarding the information in this report.



# CONTENTS

Executive Summary.....	4
Economic Impact	
Introduction.....	6
Description of the Project.....	6
Existing & Expanded Operations.....	6
Economic Impact Overview.....	7
New Investments & Tax Abatement.....	8
Temporary Construction Impact.....	10
Fiscal Impact	
Fiscal Impact Overview.....	11
City of West Fargo.....	12
Cass County.....	14
West Fargo School District #6.....	15
Other Districts.....	16
Public Support	
Summary of Property Taxes Abated.....	18
Methodology	
Overview of Methodology .....	19
About Impact DataSource.....	20
Appendix A	
Data and Rates.....	21
Appendix B	
Economic Impact Calculations.....	31
Appendix C	
Fiscal Impact Calculations	
City of West Fargo.....	39
Cass County.....	47
West Fargo School District #6.....	53
Appendix D	
Existing Operations Impact.....	64

*Study Highlights*

- An existing oilseed processing company proposes investing \$45-55M in its West Fargo facility over a 21-month period through a combination of new real property investments, machinery and equipment purchases, and other project costs.
- Although no new full-time jobs at the facility are currently anticipated as the result of this project, the expansion and upgrades may facilitate future headcount increases, including adding a potential new packaging facility.
- The company currently employs 95 workers earning \$66,300 per year on average.\*
- The facility supports local suppliers in the county and other businesses in which the workers make purchases. After the renovation and expansion, the company's operations in West Fargo would be responsible for \$537.9 million in sales each year and increase the size of the economy by \$147.7 million per year.
- All of this economic activity, both the value of the existing business and potential of the expansion, has the potential to generate additional tax revenues for the City of West Fargo and other local jurisdictions for years into the future. Over the next 15 years the City of West Fargo is estimated to receive \$3.8 million in additional tax revenue while other local jurisdictions are estimated to receive \$6.7 million in additional net benefits.
- On average, the company may generate \$447,700 in tax revenue per year for local governments.

Table 1. Economic Impact During the First Year of Expanded Operations

	Existing Activity	Expansion Activity	Total
Economic Output (millions):			
Direct	\$187.0	\$9.0	\$196.0
Indirect & Induced	\$326.2	\$15.7	\$341.9
<u>Total Economic Output</u>	<u>\$513.2</u>	<u>\$24.7</u>	<u>\$537.9</u>
Value Added (millions):			
<u>Total Value Added</u>	<u>\$140.9</u>	<u>\$6.8</u>	<u>\$147.7</u>
Jobs:			
Direct	95.0	0.0	95.0
Indirect & Induced	486.2	0.0	486.2
<u>Total Jobs</u>	<u>581.2</u>	<u>0.0</u>	<u>581.2</u>
Household Earnings:			
Direct	\$6,300,000	\$0	\$6,300,000
Indirect & Induced	\$18,654,930	\$0	\$18,654,930
<u>Total Household Earnings</u>	<u>\$24,954,930</u>	<u>\$0</u>	<u>\$24,954,930</u>
Initial Value of Company's Property on Tax Rolls:			
<u>True and Full Value</u>	<u>\$11,680,600</u>	<u>\$5,160,000</u>	<u>\$16,840,600</u>
<u>Taxable Value</u>	<u>\$584,030</u>	<u>\$258,000</u>	<u>\$842,030</u>

\* Average includes overtime wages and bonuses.

The table below illustrates the company's fiscal impact - the net benefits for local taxing districts - over the next 15 years - including both the existing and expanded operations.

Table 2. Fiscal Impact of Existing and Expanded Operations Over the Next 15 Years

	Fiscal Net Benefits		
	Existing Operations	Expansion	Existing & Expanded Ops
City of West Fargo	\$3,322,412	\$467,675	\$3,790,087
Cass County	\$692,716	\$165,524	\$858,240
West Fargo School District #6	\$1,305,611	\$298,756	\$1,604,367
SW Cass Water Resource District	\$282,998	\$64,757	\$347,755
Weed, Vector, Soil, & Other	\$93,424	\$21,378	\$114,802
<b>Total</b>	<b>\$5,697,162</b>	<b>\$1,018,090</b>	<b>\$6,715,251</b>

It is important to note that the fiscal net benefits attributable to the expansion account for a proposed tax abatement - the taxes foregone by the proposed tax abatement have already been deducted from each jurisdiction's fiscal net benefits. More details on the property tax abatement are included later in the report.

The economic impact of the retention and expansion was calculated in two parts. First the value of the existing business activity was determined based on the company's current presence in the city. Next the impact of the expansion was estimated based on the company's plans to upgrade and expand its facility. Overall, the impacts were measured in employment, household earnings (or compensation to employees), economic output, and value added. The total economic impact of the company goes beyond just the workers it employs, the salaries it pays, and its sales. The company's direct economic activity ripples through the economy supporting additional economic impacts in the form of indirect and induced jobs, household earnings, and economic output. The economic impact estimates were calculated using the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis.

Indirect and induced impacts represent the spin-off economic activity resulting from the business-to-business expenditures initiated by the company and the consumer-to-business expenditures initiated by workers spending a portion of their earnings on goods and services in the economy. Economic output is gross output and is the sum of the intermediate inputs and final use. This is a duplicative total in that goods and services will be counted multiple times if they are used in the production of other goods and services. Economic output can be thought of as the value of goods and services sold in the economy or revenues for businesses in the economy. Value added is defined as the value of gross output less intermediate inputs. Household earnings or earnings consist of wages and salaries, employer provided benefits, and proprietors' income. Employment consists of a count of jobs that include both full-time and part-time workers.

The fiscal impact of the retention and expansion was calculated based on the economic impacts derived in the analysis and described in the Fiscal Impact section of this report.

*Temporary Economic Impact During Construction*

The company's capital investment is planned to occur over a 21-month construction period. The \$45-55M expenditure will support temporary economic impacts during this construction period in the form of employment, household earnings, economic output, and value added for the state economy. Details on the temporary economic impact from construction are included later in the Economic Impact section of this report.

A full, detailed analysis of the economic and fiscal impact of the facility is provided below.

## Introduction

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This report presents the results of an economic impact analysis performed by Impact DataSource, an Austin, TX economic consulting, research and analysis firm. The report estimates the economic impact of the retention and expansion of a manufacturer in West Fargo, ND. This report estimates the existing impact of the local facility and quantifies the potential benefits resulting from new construction activity, equipment purchases, additional product purchases, and additional work activity outsourced to local companies. This report estimates the major revenues for the City of West Fargo and other local taxing districts during construction and subsequent 15 years, inclusive of a proposed property tax exemption.

## Description of the Project

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Project Thunderbolt represents a company that operates a multi-seed processing facility in West Fargo, ND. The facility processes various sunflowers, canola, and flax into high-value products. The facility has a refinery with assets that are reaching the end of their useful life. With no internal backup, the reliability of the West Fargo asset is imperative to prove the supply assurance that customers require. By reequipping and expanding the refinery, the asset health and reliability of the facility will improve, allow this facility to stay viable and increase the likelihood of future investment and expansion. The company proposes investing \$45-55M at the West Fargo facility as detailed later in this analysis. There may be a potential reductions of headcount due to consolidation of roles at the facility over the next several years, which is anticipated to be achieved through natural attrition of the company's current workforce.

## Existing & Expanded Operations

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The economic impact of the retention and expansion was calculated in two parts. First the value of the existing business activity was determined based on the company's current presence in the city. Next the impact of the expansion was estimated based on the company's plans to upgrade and expand its facility. Overall, the impacts were measured in employment, household earnings (or compensation to employees), economic output, and value added. The total economic impact of the company goes beyond just the workers it employs, the salaries it pays, and its sales. The company's direct economic activity ripples through the economy supporting additional economic impacts in the form of indirect and induced jobs, household earnings, and economic output. The economic impact estimates were calculated using the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis.

### *Existing Operations*

The company currently employs 95 workers at its West Fargo oilseed processing facility. The company's workers earn approximately \$66,300 per year on average including overtime wages and bonuses. In 2017, the company maintained land and buildings with a market value of \$11.68 million and paid more than \$170,000 in local property taxes.

### *Expanded Operations*

The company proposes investing \$45-55M in the West Fargo facility over a 21-month period through a combination of new real property investments, machinery and equipment purchases, and other project costs. Although no new full-time jobs at the facility are currently anticipated as the result of this project, the expansion and upgrades may facilitate future headcount increases, including adding a potential new packaging facility.

The economic impact of the (1) existing operations, (2) expanded operations, and (3) combined value of the expanded facility is detailed on the next page.

**Indirect and induced impacts** represent the spin-off economic activity resulting from the business-to-business expenditures initiated by the company and the consumer-to-business expenditures initiated by workers spending a portion of their earnings on goods and services in the economy. **Economic output** is gross output and is the sum of the intermediate inputs and final use. This is a duplicative total in that goods and services will be counted multiple times if they are used in the production of other goods and services. Economic output can be thought of as the value of goods and services sold in the economy or revenues for businesses in the economy. **Value added** is defined as the value of gross output less intermediate inputs. **Household earnings** or earnings consist of wages and salaries, employer provided benefits, and proprietors' income. **Employment** consists of a count of jobs that include both full-time and part-time workers.

Economic Impact Overview

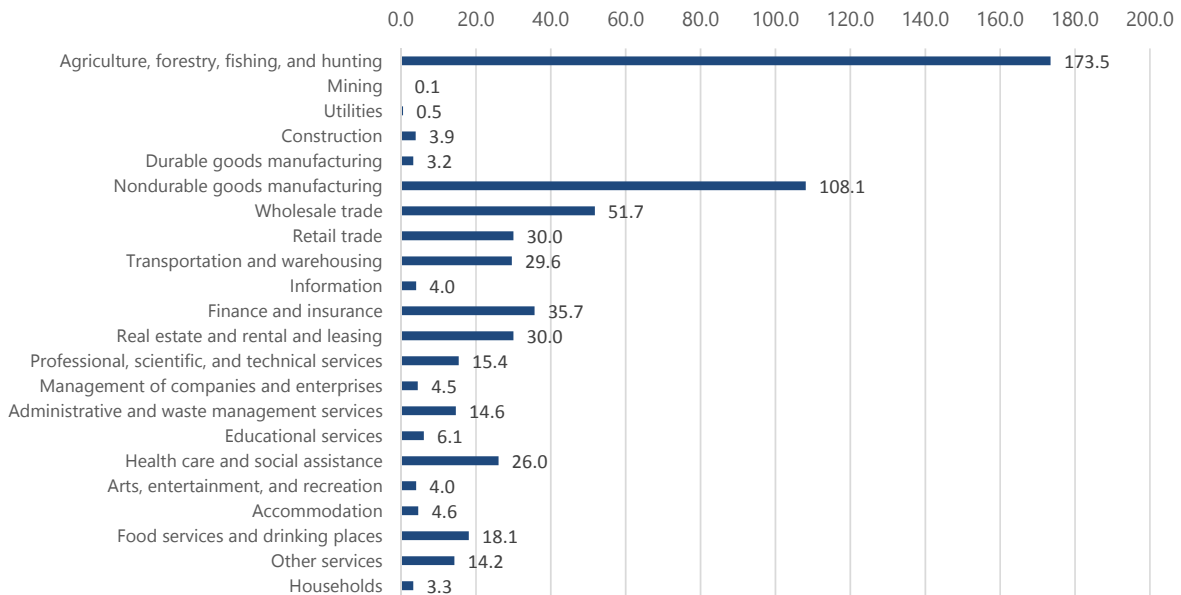
Through its operations in West Fargo, the company supports hundreds of spin-off jobs and a significant amount of economic activity in the county. Based on the BEA's RIMS II model configured for Cass County, the company's 95 direct jobs support 486 indirect and induced jobs in county. In total, the company's presence is responsible for 581 jobs in the county. The company's activity supports \$513.2 million in sales and purchases in the county economy and contributes \$140.9 million to the gross area product of the local economy. After the new investments upgrade and expand the facility, the company is expected to increase its sales and resulting economic activity in the county.

Table 3. Economic Impact During the First Year of Expanded Operations

	Existing Activity	Expansion Activity	Total
<b>Economic Output (millions):</b>			
Direct	\$187.0	\$9.0	\$196.0
Indirect & Induced	\$326.2	\$15.7	\$341.9
<b>Total Economic Output</b>	<b>\$513.2</b>	<b>\$24.7</b>	<b>\$537.9</b>
<b>Value Added (millions):</b>			
<b>Total Value Added</b>	<b>\$140.9</b>	<b>\$6.8</b>	<b>\$147.7</b>
<b>Jobs:</b>			
Direct	95.0	0.0	95.0
Indirect & Induced	486.2	0.0	486.2
<b>Total Jobs</b>	<b>581.2</b>	<b>0.0</b>	<b>581.2</b>
<b>Household Earnings:</b>			
Direct	\$6,300,000	\$0	\$6,300,000
Indirect & Induced	\$18,654,930	\$0	\$18,654,930
<b>Total Household Earnings</b>	<b>\$24,954,930</b>	<b>\$0</b>	<b>\$24,954,930</b>
<b>Initial Value of Company's Property on Tax Rolls:</b>			
<b>True and Full Value</b>	<b>\$11,680,600</b>	<b>\$5,160,000</b>	<b>\$16,840,600</b>
<b>Taxable Value</b>	<b>\$584,030</b>	<b>\$258,000</b>	<b>\$842,030</b>

Overall, the oilseed manufacturer positively affects businesses in a variety of industry sectors. The employment chart below shows that in addition the manufacturing industry, the agriculture and whole sale industries are significantly impacted by the company.

Figure 1. Total Employment by Industry Sector



The economic impacts described above were projected over the next 15 years in order to estimate the fiscal net benefits - the revenues and costs for local taxing jurisdictions. The table below illustrates this fiscal impact, again separating the impact from existing and expanded operations.

Table 4. Fiscal Impact of Existing and Expanded Operations Over the Next 15 Years

	Fiscal Net Benefits		
	Existing Operations	Expansion	Existing & Expanded Ops
City of West Fargo	\$3,322,412	\$467,675	\$3,790,087
Cass County	\$692,716	\$165,524	\$858,240
West Fargo School District #6	\$1,305,611	\$298,756	\$1,604,367
SW Cass Water Resource District	\$282,998	\$64,757	\$347,755
Weed, Vector, Soil, & Other	\$93,424	\$21,378	\$114,802
<b>Total</b>	<b>\$5,697,162</b>	<b>\$1,018,090</b>	<b>\$6,715,251</b>

It is important to note that the fiscal net benefits attributable to the expansion account for a proposed tax abatement - the taxes foregone by the proposed tax abatement have already been deducted from each jurisdiction's fiscal net benefits.

The new investments and proposed tax abatement is discussed in detail next.

### New Investments & Tax Abatement

As mentioned above, the company proposes investing \$45-55M in the West Fargo facility over a 21-month period through a combination of new real property investments, machinery and equipment purchases, and other project costs.

Table 5. Proposed Capital Expenditure Plan

	Range	
	Low	High
Real Property	\$10.32M	\$12.90M
Machinery and Equipment	\$19.68M	\$24.60M
Other Project Costs	\$14.56M	\$18.20M
<b>Total</b>	<b>\$44.56M</b>	<b>\$55.70M</b>

Impact DataSource relied on the low-end of the range to estimate the impacts in this analysis. Based upon the property tax exemption application, Impact DataSource assumes 50% of the real property investment of \$10.32M will result in an estimated \$5.16M of market value of the new property additions, resulting in a net new taxable value of \$258,000.\*

As a primary-sector business and in connection with the new investments, the company is requesting a property tax exemption on the real property investments for a period of 10 years. The value of taxes abated is estimated to be \$611,481 over the next 10 years. The next page provides additional detail on the proposed abatement.

The tax abatement calculations rely on several assumptions. First, the taxable value of the new real property will be \$258,000. Next, it is assumed that the taxable value will increase at 2% per year over time. Finally, the calculations rely on the current total mill rate of 284.33 to estimate the taxes due.

\* Actual costs may vary with valuation to be completed by local assessor – Project Thunderbolt retains right to potentially protest valuation/ classification of assets.

Table 6: Property Tax Abatement Analysis

Year	Taxable Value of New Property	Proposed Tax Abatement Schedule	Tax to be Collected on New Property	Property Taxes Abated	Net Tax to be Collected on New Property
1	\$258,000	100%	\$73,357	(\$73,357)	\$0
2	\$263,160	100%	\$74,824	(\$74,824)	\$0
3	\$268,423	100%	\$76,321	(\$76,321)	\$0
4	\$273,792	100%	\$77,847	(\$77,847)	\$0
5	\$279,267	100%	\$79,404	(\$79,404)	\$0
6	\$284,853	75%	\$80,992	(\$60,744)	\$20,248
7	\$290,550	75%	\$82,612	(\$61,959)	\$20,653
8	\$296,361	50%	\$84,264	(\$42,132)	\$42,132
9	\$302,288	50%	\$85,950	(\$42,975)	\$42,975
10	\$308,334	25%	\$87,669	(\$21,917)	\$65,751
11	\$314,501	0%	\$89,422	\$0	\$89,422
12	\$320,791	0%	\$91,210	\$0	\$91,210
13	\$327,206	0%	\$93,035	\$0	\$93,035
14	\$333,751	0%	\$94,895	\$0	\$94,895
15	\$340,426	0%	\$96,793	\$0	\$96,793
Total			\$1,268,596	(\$611,481)	\$657,115

The calculations assume all local taxing jurisdictions will participate in the abatement. The fiscal net benefits estimated in this report account for the above tax abatement. This means that the taxes foregone by the proposed tax abatement have already been deducted from each jurisdiction's fiscal net benefits.

## Temporary Construction Impact

The Project will include an initial period of construction lasting 21 months where approximately \$44.56- \$55.70 million will be invested to construct new buildings, purchase new machinery and equipment, and cover other project costs. It is assumed that 54.0% of the building construction expenditure will be spent on materials and 46.0% will be spent on labor. The temporary construction activity will support temporary economic impacts in the community in the form of temporary construction employment and sales for local construction firms.

Table 7. Spending and Estimated Direct Employment Impact of Project-Related Construction Activity

	Amount
Total Construction Expenditure (Real Property & Other Project Costs)	\$24,880,000
<i>Materials</i>	<i>\$13,435,200</i>
<i>Labor</i>	<i>\$11,444,800</i>
Temporary Construction Workers Supported (Average Earnings = \$65,640)	174.4

The following table presents the temporary economic impacts resulting from the construction.

Table 8. Temporary Economic Impact of Project-Related Construction Activity

	Direct	Indirect & Induced	Total
Number of temporary direct, indirect, and induced job years to be supported*	174.4	134.9	309.3
Salaries to be paid to direct, indirect, and induced workers	\$11,444,800	\$5,558,739	\$17,003,539
Revenues or sales for businesses related to construction	\$14,803,600	\$10,466,145	\$25,269,745

\* A job year is defined as full employment for one person for 2080 hours in a 12-month span.

Taxable sales related to construction activity are presented in the following table. The sales tax revenue generated from construction-period taxable spending is included in the fiscal impact for affected districts during the initial period of construction.

Table 9. Construction-Related Taxable Spending

	Estimate
Expenditure for Materials	\$13,435,200
Percent of Materials subject to local tax	50.0%
<u>Subtotal Taxable Materials</u>	<u>\$6,717,600</u>
Expenditure for Labor / Paid to construction workers	\$11,444,800
Percent of gross earnings spent on taxable goods and services	24.0%
Percent of taxable spending done locally	65.0%
<u>Subtotal Taxable Construction Worker Spending</u>	<u>\$1,785,389</u>
Expenditure for Furniture, Fixtures, & Equipment (FF&E)	\$19,680,000
Percent of FF&E subject to local tax	20.0%
<u>Subtotal Taxable FF&amp;E Purchases</u>	<u>\$3,936,000</u>
<u>Total Construction-Related Taxable Spending</u>	<u>\$12,438,989</u>



Fiscal Impact Overview

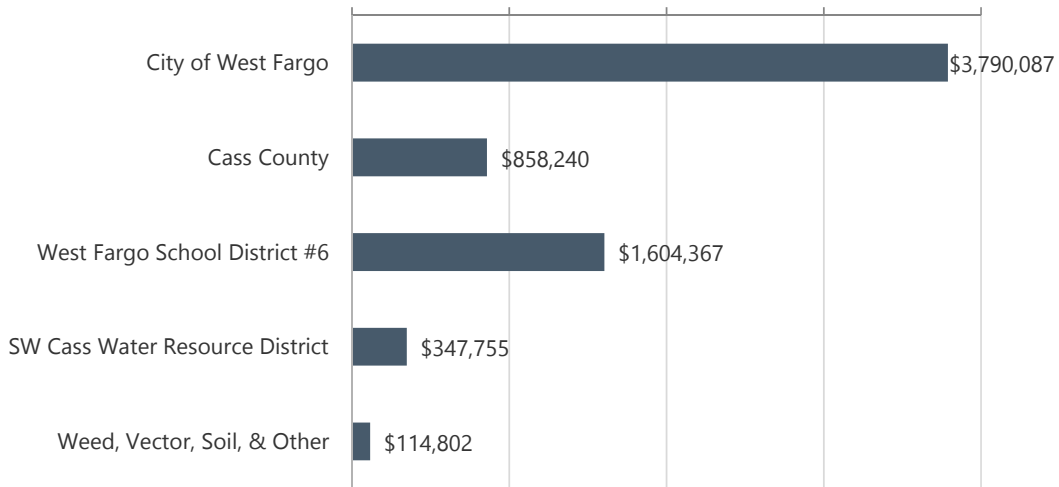
The Project will generate additional benefits and costs for local taxing districts, a summary of which is provided below. The source of specific benefits and costs are provided in greater detail for each taxing district on subsequent pages. Overall, the City will receive approximately \$3.8 million in net benefits over the 15-year period and the Project will generate \$6.7 million in total for all local taxing districts.

Table 10. Fiscal Net Benefits Over the Next 15 Years for Local Taxing Districts

	Benefits	Costs	Net Benefits	Present Value of Net Benefits*
City of West Fargo	\$8,354,986	(\$4,564,899)	\$3,790,087	\$2,611,637
Cass County	\$1,015,465	(\$157,225)	\$858,240	\$588,228
West Fargo School District #6	\$1,604,367	\$0	\$1,604,367	\$1,057,090
SW Cass Water Resource District	\$347,755	\$0	\$347,755	\$229,130
Weed, Vector, Soil, & Other	\$114,802	\$0	\$114,802	\$75,641
<b>Total</b>	<b>\$11,437,375</b>	<b>(\$4,722,124)</b>	<b>\$6,715,251</b>	<b>\$4,561,726</b>

\* The Present Value of Net Benefits expresses the future stream of net benefits received over several years as a single value in today's dollars. Today's dollar and a dollar to be received at differing times in the future are not comparable because of the time value of money. The time value of money is the interest rate or each taxing entity's discount rate. This analysis uses a discount rate of 5% to make the dollars comparable.

Figure 2. Net Benefits Over the Next 15 Years for Local Taxing Districts



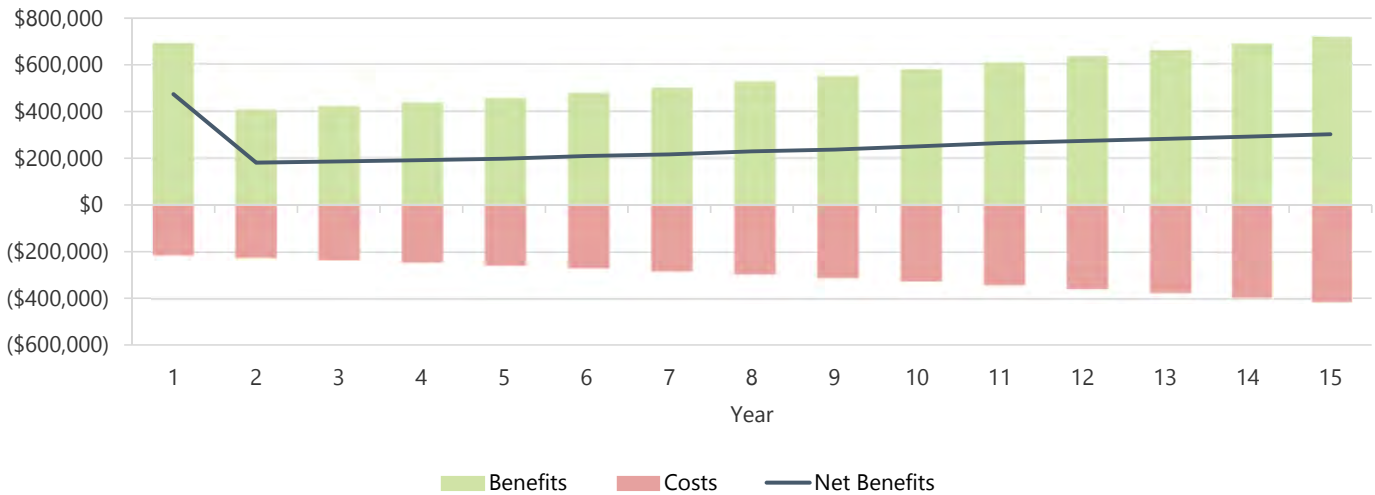
City of West Fargo

The table below displays the estimated additional benefits, costs, and net benefits to be received by the city over the next 15 years of the Project. Appendix C contains the year-by-year calculations.

Table 11. City of West Fargo: Benefits, Costs, and Net Benefits Over the Next 15 Years

	Existing	Expansion	Total
Sales Taxes	\$1,255,320	\$248,780	\$1,504,100
Real Property Taxes, after abatement	\$738,099	\$168,895	\$906,994
New Residential Property Taxes	\$0	\$0	\$0
Utility Revenue	\$4,315,713	\$0	\$4,315,713
Utility Franchise Fees	\$1,456,553	\$0	\$1,456,553
Building Permits and Fees	\$0	\$50,000	\$50,000
Lodging Taxes	\$0	\$0	\$0
Miscellaneous Taxes & User Fees	\$121,627	\$0	\$121,627
<b>Subtotal Benefits</b>	<b>\$7,887,312</b>	<b>\$467,675</b>	<b>\$8,354,986</b>
Cost of Providing Municipal Services	(\$249,186)	\$0	(\$249,186)
Cost of Providing Utility Services	(\$4,315,713)	\$0	(\$4,315,713)
<b>Subtotal Costs</b>	<b>(\$4,564,899)</b>	<b>\$0</b>	<b>(\$4,564,899)</b>
<b>Net Benefits</b>	<b>\$3,322,412</b>	<b>\$467,675</b>	<b>\$3,790,087</b>
<i>Present Value (5% discount rate)</i>	<i>\$2,231,145</i>	<i>\$380,492</i>	<i>\$2,611,637</i>

Figure 3. Annual Fiscal Net Benefits for the City of West Fargo



The city will receive benefits from the activity, spending, and investments associated with (1) the Project and (2) the workers. These benefits, associated costs, and resulting net benefits for the next 15 years are shown below for these two categories.

Table 12: Net Benefits to the City from the Project and Workers

	The Project	Workers	Total
Sales Taxes	\$1,091,967	\$412,133	\$1,504,100
Real Property Taxes, after abatement	\$906,994	\$0	\$906,994
New Residential Property Taxes	\$0	\$0	\$0
Utility Revenue	\$4,315,713	\$0	\$4,315,713
Utility Franchise Fees	\$1,456,553	\$0	\$1,456,553
Building Permits and Fees	\$50,000	\$0	\$50,000
Lodging Taxes	\$0	\$0	\$0
Miscellaneous Taxes & User Fees	\$121,627	\$0	\$121,627
<b>Subtotal Benefits</b>	<b>\$7,942,854</b>	<b>\$412,133</b>	<b>\$8,354,986</b>
Cost of Providing Municipal Services	(\$249,186)	\$0	(\$249,186)
Cost of Providing Utility Services	(\$4,315,713)	\$0	(\$4,315,713)
<b>Subtotal Costs</b>	<b>(\$4,564,899)</b>	<b>\$0</b>	<b>(\$4,564,899)</b>
<b>Net Benefits</b>	<b>\$3,377,955</b>	<b>\$412,133</b>	<b>\$3,790,087</b>
<i>Percent of Total Net Benefits</i>	<i>89.1%</i>	<i>10.9%</i>	

*Public Support - City of West Fargo*

The city is considering public support for the Project as summarized below.

Table 13: Public Support Considered for the Project

Year	Land Taxes Abated	Building Taxes Abated	Total
1	\$0	\$18,855	\$18,855
2	\$0	\$19,232	\$19,232
3	\$0	\$19,616	\$19,616
4	\$0	\$20,009	\$20,009
5	\$0	\$20,409	\$20,409
6	\$0	\$15,613	\$15,613
7	\$0	\$15,925	\$15,925
8	\$0	\$10,829	\$10,829
9	\$0	\$11,046	\$11,046
10	\$0	\$5,633	\$5,633
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
<b>Total</b>	<b>\$0</b>	<b>\$157,166</b>	<b>\$157,166</b>

Cass County

The table below displays the estimated additional benefits, costs, and net benefits to be received by the County over the next 15 years of the Project. Appendix C contains the year-by-year calculations.

Table 14. Cass County: Benefits, Costs, and Net Benefits Over the Next 15 Years

	Existing	Expansion	Amount
Sales Taxes	\$313,830	\$62,195	\$376,025
Real Property Taxes, after abatement	\$451,565	\$103,329	\$554,895
New Residential Property Taxes	\$0	\$0	\$0
Miscellaneous Taxes & User Fees	\$84,545	\$0	\$84,545
<u>Subtotal Benefits</u>	<u>\$849,941</u>	<u>\$165,524</u>	<u>\$1,015,465</u>
Cost of Providing County Services	(\$157,225)	\$0	(\$157,225)
<u>Subtotal Costs</u>	<u>(\$157,225)</u>	<u>\$0</u>	<u>(\$157,225)</u>
Net Benefits	\$692,716	\$165,524	\$858,240
<i>Present Value (5% discount rate)</i>	<i>\$470,299</i>	<i>\$117,929</i>	<i>\$588,228</i>

Public Support - Cass County

The county is considering public support for the Project as summarized below.

Table 15: Public Support Considered for the Project

Year	Land	Building	Total
	Taxes Abated	Taxes Abated	
1	\$0	\$11,535	\$11,535
2	\$0	\$11,766	\$11,766
3	\$0	\$12,001	\$12,001
4	\$0	\$12,241	\$12,241
5	\$0	\$12,486	\$12,486
6	\$0	\$9,552	\$9,552
7	\$0	\$9,743	\$9,743
8	\$0	\$6,625	\$6,625
9	\$0	\$6,758	\$6,758
10	\$0	\$3,446	\$3,446
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
<b>Total</b>	<b>\$0</b>	<b>\$96,153</b>	<b>\$96,153</b>

West Fargo School District #6

The table below displays the estimated additional benefits, costs, and net benefits to be received by the school district over the next 15 years of the Project. Appendix C contains the year-by-year calculations.

Table 16. West Fargo School District #6: Benefits, Costs, and Net Benefits Over the Next 15 Years

	Existing	Expansion	Amount
Real Property Taxes, after abatement	\$1,305,611	\$298,756	\$1,604,367
New Residential Property Taxes	\$0	\$0	\$0
Additional State and Federal Funding	\$0	\$0	\$0
<u>Subtotal Benefits</u>	<u>\$1,305,611</u>	<u>\$298,756</u>	<u>\$1,604,367</u>
Cost of Educating New Students	\$0	\$0	\$0
<u>Subtotal Costs</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
Net Benefits	\$1,305,611	\$298,756	\$1,604,367
<i>Present Value (5% discount rate)</i>	<i>\$887,384</i>	<i>\$169,706</i>	<i>\$1,057,090</i>

Public Support - West Fargo School District #6

The school is considering public support for the Project as summarized below.

Table 17: Public Support Considered for the Project

Year	Land	Building	Total
	Taxes Abated	Taxes Abated	
1	\$0	\$33,352	\$33,352
2	\$0	\$34,019	\$34,019
3	\$0	\$34,699	\$34,699
4	\$0	\$35,393	\$35,393
5	\$0	\$36,101	\$36,101
6	\$0	\$27,617	\$27,617
7	\$0	\$28,170	\$28,170
8	\$0	\$19,155	\$19,155
9	\$0	\$19,538	\$19,538
10	\$0	\$9,965	\$9,965
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
<b>Total</b>	<b>\$0</b>	<b>\$278,008</b>	<b>\$278,008</b>

SW Cass Water Resource District

The table below displays the estimated additional benefits, costs, and net benefits to be received by the district over the next 15 years of the Project. Appendix C contains the year-by-year calculations.

Table 18. SW Cass Water Resource District: Benefits, Costs, and Net Benefits Over the Next 15 Years

	Existing	Expansion	Amount
Real Property Taxes, after abatement	\$282,998	\$64,757	\$347,755
New Residential Property Taxes	\$0	\$0	\$0
Net Benefits	\$282,998	\$64,757	\$347,755
<i>Present Value (5% discount rate)</i>	<i>\$192,345</i>	<i>\$36,785</i>	<i>\$229,130</i>

Public Support - SW Cass Water Resource District

The district is considering public support for the Project as summarized below.

Table 19: Public Support Considered for the Project

Year	Land Taxes Abated	Building Taxes Abated	Total
1	\$0	\$7,229	\$7,229
2	\$0	\$7,374	\$7,374
3	\$0	\$7,521	\$7,521
4	\$0	\$7,672	\$7,672
5	\$0	\$7,825	\$7,825
6	\$0	\$5,986	\$5,986
7	\$0	\$6,106	\$6,106
8	\$0	\$4,152	\$4,152
9	\$0	\$4,235	\$4,235
10	\$0	\$2,160	\$2,160
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
Total	\$0	\$60,260	\$60,260

Weed, Vector, Soil, & Other

The table below displays the estimated additional benefits, costs, and net benefits to be received by the district over the next 15 years of the Project. Appendix C contains the year-by-year calculations.

Table 20. Weed, Vector, Soil, & Other: Benefits, Costs, and Net Benefits Over the Next 15 Years

	Existing	Expansion	Amount
Real Property Taxes, after abatement	\$93,424	\$21,378	\$114,802
New Residential Property Taxes	\$0	\$0	\$0
Net Benefits	\$93,424	\$21,378	\$114,802
<i>Present Value (5% discount rate)</i>	<i>\$63,497</i>	<i>\$12,143</i>	<i>\$75,641</i>

Public Support - Weed, Vector, Soil, & Other

The district is considering public support for the Project as summarized below.

Table 21: Public Support Considered for the Project

Year	Land Taxes Abated	Building Taxes Abated	Total
1	\$0	\$2,387	\$2,387
2	\$0	\$2,434	\$2,434
3	\$0	\$2,483	\$2,483
4	\$0	\$2,533	\$2,533
5	\$0	\$2,583	\$2,583
6	\$0	\$1,976	\$1,976
7	\$0	\$2,016	\$2,016
8	\$0	\$1,371	\$1,371
9	\$0	\$1,398	\$1,398
10	\$0	\$713	\$713
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
Total	\$0	\$19,893	\$19,893

Summary of Property Taxes Abated

A summary of the total incentives under consideration for the Project is shown below.

Table 22. Public Support Under Consideration

Year	City of West Fargo	Cass County	West Fargo		Weed, Vector, Soil, & Other	Total
			School District #6	SW Cass Water Resource District		
1	\$18,855	\$11,535	\$33,352	\$7,229	\$2,387	\$73,357
2	\$19,232	\$11,766	\$34,019	\$7,374	\$2,434	\$74,824
3	\$19,616	\$12,001	\$34,699	\$7,521	\$2,483	\$76,321
4	\$20,009	\$12,241	\$35,393	\$7,672	\$2,533	\$77,847
5	\$20,409	\$12,486	\$36,101	\$7,825	\$2,583	\$79,404
6	\$15,613	\$9,552	\$27,617	\$5,986	\$1,976	\$60,744
7	\$15,925	\$9,743	\$28,170	\$6,106	\$2,016	\$61,959
8	\$10,829	\$6,625	\$19,155	\$4,152	\$1,371	\$42,132
9	\$11,046	\$6,758	\$19,538	\$4,235	\$1,398	\$42,975
10	\$5,633	\$3,446	\$9,965	\$2,160	\$713	\$21,917
11	\$0	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total</b>	<b>\$157,166</b>	<b>\$96,153</b>	<b>\$278,008</b>	<b>\$60,260</b>	<b>\$19,893</b>	<b>\$611,481</b>



## Overview of Methodology

This analysis was conducted by Impact DataSource using information about the company's current operations and prospective estimates about the possible expansion project data. In addition, community data, rates and other information were gathered by Impact DataSource. The analysis evaluated the impact on the City of West Fargo as well as local taxing districts where the company is located.

The economic impact as calculated in this report can be categorized into two main types of impacts. First, the direct economic impacts are the jobs and payroll directly created by the Project. Second, this economic impact analysis calculates the indirect and induced impacts that result from the Project. Indirect jobs and salaries are created in new or existing area firms, such as maintenance companies and service firms, that may supply goods and services for the Project. In addition, induced jobs and salaries are created in new or existing local businesses, such as retail stores, gas stations, banks, restaurants, and service companies that may supply goods and services to new workers and their families.

The economic impact estimates in this report are based on the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis. The RIMS II model is a standard tool used to estimate regional economic impacts. The economic impacts estimated using the RIMS II model are generally recognized as reasonable and plausible assuming the data input into the model is accurate or based on reasonable assumptions. Impact DataSource utilizes county-level multipliers to estimate the impact occurring at the sub-county level.

Two types of regional economic multipliers were used in this analysis: an employment multiplier and an earnings multiplier. An employment multiplier was used to estimate the number of indirect and induced jobs created or supported in the area. An earnings multiplier was used to estimate the amount of salaries to be paid to workers in these new indirect and induced jobs. The employment multiplier shows the estimated number of total jobs created for each direct job. The earnings multiplier shows the estimated amount of total salaries paid to these workers for every dollar paid to a direct worker. The multipliers used in this analysis are listed below:

31122A Soybean and other oilseed processing		City	County
Employment Multiplier	(Type II Direct Effect )	3.8380	6.1181
Earnings Multiplier	(Type II Direct Effect )	2.6419	3.9611

The fiscal impacts calculated in this report are detailed in Appendix C. Most of the revenues estimated in this study result from calculations relying on (1) attributes of the Project, (2) assumptions to derive the value of associated taxable property or sales, and (3) local tax rates. In some cases, revenues are estimated on a per new household, per new worker, or per new school student basis.

The company or Project developer was not asked, nor could reasonably provide data for calculating some other revenues. For example, while the city will likely receive revenues from fines paid on speeding tickets given to new workers, the company does not know the propensity of its workers to speed. Therefore, some revenues are calculated using an average revenue approach. This approach uses relies on two assumptions:

1. The taxing entity has two general revenue sources: revenues from residents and revenues from businesses.
2. The taxing entity will collect (a) about the same amount of miscellaneous taxes and user fees from each new household that results from the Project as it currently collects from existing households on average, and (b) the same amount of miscellaneous taxes and user fees from the new business (on a per worker basis) will be collected as it collects from existing businesses.

In the case of the school district, some additional state and federal revenues are estimated on a per new school student basis consistent with historical funding levels.

Additionally, this analysis sought to estimate the additional expenditures faced by the city and county to provide services to new households and new businesses. A marginal cost approach was used to calculate these additional costs. This approach relies on two assumptions:

1. The taxing entity spends money on services for two general groups: revenues from residents and revenues from businesses.
2. The taxing entity will spend slightly less than its current average cost to provide local government services (police, fire, EMS, etc.) to (a) new residents and (b) businesses on a per worker basis.

In the case of the school district, the marginal cost to educate new students was estimated based on a portion of the school's current expenditures per student and applied to the headcount of new school students resulting from the Project.

Additionally, this analysis seeks to calculate the impact on the school district's finances from the Project by generally, and at a summary level, mimicking the district's school funding formula.

According to the Texas Education Agency, any property added to local tax rolls, and the local taxes that this generates, reduces the amount of state funding equivalent to local taxes collected for maintenance and operations. The school district retains local taxes received for debt services and the corresponding state funding is not reduced.

However, according to the Texas Education Agency, the school district will receive state aid for each new child that moves to the District. The additional revenues for the school district are calculated in this analysis.

### About Impact DataSource

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Impact DataSource is an Austin economic consulting, research, and analysis firm founded in 1993. The firm has conducted over 2,500 economic impact analyses of firms, projects, and activities in most industry groups in Texas and more than 30 other states.

In addition, Impact DataSource has prepared and customized more than 50 economic impact models for its clients to perform their own analyses of economic development projects. These clients include the New Mexico Economic Development Department and the Tennessee Department of Economic and Community Development.

The New Mexico Department of Economic Development uses Impact DataSource's computer model to project the economic impact of new or expanding firms in the state, including costs and benefits for the State of New Mexico, as well as each local taxing district. The model also analyzes the amount of eligible state and local incentives and calculates a rate of return and payback period for these incentives.

Appendix A  
*Data and Rates*

### Local Tax Rates

Sales tax rates		
City of West Fargo		2.000%
Cass County		0.500%
Property tax rates, per \$100 of valuation		
City of West Fargo		73.0800
Cass County		44.7100
West Fargo School District #6		129.2700
SW Cass Water Resource District		28.0200
Weed, Vector, Soil, & Other		9.2500
Lodging tax rates		
City of West Fargo		3.00%

### City Data

#### Utilities

	Owned and Provided by the City	Subject to Sales Tax by the City	Average Annual Bill Per Household	Franchise Fee Rate
Water	✓		\$264	0.000%
Wastewater	✓		\$108	0.000%
Solid Waste			\$160	0.000%
Electricity		✓	\$1,090	5.000%
Natural Gas		✓	\$490	4.000%
Cable		✓	\$1,080	5.000%
Telephone line access charge:		✓	\$310	
Residential (per line charge per month)				\$0.00
Non residential (per line charge per month)				\$0.00

Average annual residential utility bill per household for City-owned utilities	\$372
The City's cost of providing city-owned utility service, as a percent of utility billings	100.0%
Average annual residential franchise fees collected from utility providers	\$128
Estimated additional annual miscellaneous taxes and user fees to be collected	
	<u>Residential, per household</u>
	<u>Businesses, per worker</u>
	\$223
	\$82

Estimated additional annual operating expenditures to be incurred

Residential, per household	\$457
Businesses, per worker	\$168

Rate of expected annual increase in

City-owned Utility bills	2.0%
City Miscellaneous Taxes and User Fees	2.0%
Cost of City Services	2.0%

Percent of new workers who will move to the City to take a job

Project's workers	4.5%
Spin-off workers	4.5%

Percent of workers who move to the area that will buy a new home or require that new residential property be built for them 15.0%

Average taxable value of a new single family residence constructed in the area \$190,400

Percent of taxable shopping by a typical new worker that will be in the City 20.0%

### County Data

Estimated additional annual miscellaneous taxes and user fees to be collected

Residential, per household	\$130
Businesses, per worker	\$57

Estimated additional annual operating expenditures to be incurred

Residential, per household	\$241
Businesses, per worker	\$106

Rate of expected annual increase in

County Miscellaneous Taxes and User Fees	2.0%
Cost of County Services	2.0%

Percent of new workers who will move to the County to take a job

Project's workers	22.5%
Spin-off workers	22.5%

### School District Data

Annual state aid and federal and other funding per child received by the district \$9,131

The school district's estimated annual marginal cost to educate new each new student \$9,060

Rate of expected annual increase in

State and Federal Aid	2.0%
Cost of educating students	2.0%

Other Rates and Assumptions

Assessment Ratio (applied to the True and Full Value) 50.0%

Taxable Ratios (applied to Assessed Value)

Residential Ratio	9.0%
Commercial & Agricultural Ratio	10.0%

Taxable Value as percentage of Market Value

Residential	4.5%
Commercial & Agricultural	5.0%

Amount of building and improvements costs that represent True and Full Value 20.7%

Percent annual increase in the taxable value of real property

Commercial/Industrial	2.0%
Residential	2.0%

Household size of a typical new worker moving to the area 2.60

Number of school children in a typical worker's household 0.50

Percent of the gross salaries that workers will spend on taxable goods and services

New Workers	40.0%
Temporary Construction Workers	24.0%

Discount rate for calculating the present value of costs and benefits 5.0%

Expected average annual inflation rate 3.0%

Project Investments

The Project's capital investment each year

Year	Land	Buildings and Other Real Property Improvements	Furniture, Fixtures, and Equipment	Total
1	\$0	\$24,880,000	\$19,680,000	\$44,560,000
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0
Total	\$0	\$24,880,000	\$19,680,000	\$44,560,000

Percent of building and improvement costs for materials and labor

Materials	54.0%
Labor	46.0%

Percent of construction materials that will be purchased in the City and subject to sales taxes 50.0%

Percent of taxable spending by construction workers in the City and subject to sales taxes 65.0%

Percent of furniture, fixtures, and equipment to be purchased in the City and subject to sales taxes 20.0%

Building permits and fees to be paid to the City during construction, if applicable

Year	Total City Building Permits and Fees
1	\$50,000
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0



Estimated spending for construction

Year	Spending on Construction
1	\$24,880,000
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0

Activities During the Project's Operations

Number of new full-time jobs to be added in the community each year

Year	New employees to be hired each year
1	0
2	0
3	0
4	0
5	0
6	0
7	0
8	0
9	0
10	0
11	0
12	0
13	0
14	0
15	0
16	0
17	0
18	0
19	0
20	0
Total	0

Average annual salaries of new employees each year

Year	Average Annual Salaries
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0

The Project's estimated taxable purchases of materials, supplies, and services in the community and the Project's estimated taxable sales that will be subject to sales taxes in the community

Year	Taxable Purchases	Taxable Sales
1	\$0	\$0
2	\$0	\$0
3	\$0	\$0
4	\$0	\$0
5	\$0	\$0
6	\$0	\$0
7	\$0	\$0
8	\$0	\$0
9	\$0	\$0
10	\$0	\$0
11	\$0	\$0
12	\$0	\$0
13	\$0	\$0
14	\$0	\$0
15	\$0	\$0
16	\$0	\$0
17	\$0	\$0
18	\$0	\$0
19	\$0	\$0
20	\$0	\$0

The Project's annual utilities

Year	Water	Wastewater	Solid Waste	Electricity	Natural Gas	Cable	Telephone
1	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Number of telephone lines at the Project 0

Percent of the Project's utility usage for manufacturing or processing operations 80.0%

The Project's total taxable purchases and taxable utilities

Year	Taxable Purchases of Supplies, Materials, and Services	<u>Utilities Subject to Sales Tax</u>			Taxable Utilities	Total
		Utilities Subject to Sales Tax	Percent Taxable			
1	\$0	\$0	20%	\$0	\$0	
2	\$0	\$0	20%	\$0	\$0	
3	\$0	\$0	20%	\$0	\$0	
4	\$0	\$0	20%	\$0	\$0	
5	\$0	\$0	20%	\$0	\$0	
6	\$0	\$0	20%	\$0	\$0	
7	\$0	\$0	20%	\$0	\$0	
8	\$0	\$0	20%	\$0	\$0	
9	\$0	\$0	20%	\$0	\$0	
10	\$0	\$0	20%	\$0	\$0	
11	\$0	\$0	20%	\$0	\$0	
12	\$0	\$0	20%	\$0	\$0	
13	\$0	\$0	20%	\$0	\$0	
14	\$0	\$0	20%	\$0	\$0	
15	\$0	\$0	20%	\$0	\$0	
16	\$0	\$0	20%	\$0	\$0	
17	\$0	\$0	20%	\$0	\$0	
18	\$0	\$0	20%	\$0	\$0	
19	\$0	\$0	20%	\$0	\$0	
20	\$0	\$0	20%	\$0	\$0	

Expected Out-Of-Town Visitors

Number of out-of-town visitors expected in the first year	0
Percent of annual increase in the number of visitors	0%
Average number of days that each visitor will stay in the community	0.0
Average daily taxable visitor spending in the City, excluding lodging	\$0
Average number of nights that a typical visitor will stay in a hotel or motel in the community	0.0
Average nightly room rate in a local hotel or motel	\$0

# Appendix B

## *Economic Impact Calculations*

Number of jobs added and worker salaries to be paid each year in the City

Year	Direct Jobs	Indirect Jobs	Total Jobs	Direct Salaries	Indirect Salaries	Total Salaries
1	0.0	0.0	0.0	\$0	\$0	\$0
2	0.0	0.0	0.0	\$0	\$0	\$0
3	0.0	0.0	0.0	\$0	\$0	\$0
4	0.0	0.0	0.0	\$0	\$0	\$0
5	0.0	0.0	0.0	\$0	\$0	\$0
6	0.0	0.0	0.0	\$0	\$0	\$0
7	0.0	0.0	0.0	\$0	\$0	\$0
8	0.0	0.0	0.0	\$0	\$0	\$0
9	0.0	0.0	0.0	\$0	\$0	\$0
10	0.0	0.0	0.0	\$0	\$0	\$0
11	0.0	0.0	0.0	\$0	\$0	\$0
12	0.0	0.0	0.0	\$0	\$0	\$0
13	0.0	0.0	0.0	\$0	\$0	\$0
14	0.0	0.0	0.0	\$0	\$0	\$0
15	0.0	0.0	0.0	\$0	\$0	\$0
16	0.0	0.0	0.0	\$0	\$0	\$0
17	0.0	0.0	0.0	\$0	\$0	\$0
18	0.0	0.0	0.0	\$0	\$0	\$0
19	0.0	0.0	0.0	\$0	\$0	\$0
20	0.0	0.0	0.0	\$0	\$0	\$0
Total	0.0	0.0	0.0	\$0	\$0	\$0

Number of direct and indirect workers and their families who will move to the City and their children who will attend local public schools

Year	New Workers Moving to the Area	Total New Residents	Total New Students
1	0.0	0.0	0.0
2	0.0	0.0	0.0
3	0.0	0.0	0.0
4	0.0	0.0	0.0
5	0.0	0.0	0.0
6	0.0	0.0	0.0
7	0.0	0.0	0.0
8	0.0	0.0	0.0
9	0.0	0.0	0.0
10	0.0	0.0	0.0
11	0.0	0.0	0.0
12	0.0	0.0	0.0
13	0.0	0.0	0.0
14	0.0	0.0	0.0
15	0.0	0.0	0.0
16	0.0	0.0	0.0
17	0.0	0.0	0.0
18	0.0	0.0	0.0
19	0.0	0.0	0.0
20	0.0	0.0	0.0
Total	0.0	0.0	0.0

Number of new residential properties that may be built in the City for direct and indirect workers who will move to the City and the taxable value over time

Year	New Residential Properties	True & Full Value of New City Residential Property	Taxable Value of New City Residential Property
1	0.0	\$0	\$0
2	0.0	\$0	\$0
3	0.0	\$0	\$0
4	0.0	\$0	\$0
5	0.0	\$0	\$0
6	0.0	\$0	\$0
7	0.0	\$0	\$0
8	0.0	\$0	\$0
9	0.0	\$0	\$0
10	0.0	\$0	\$0
11	0.0	\$0	\$0
12	0.0	\$0	\$0
13	0.0	\$0	\$0
14	0.0	\$0	\$0
15	0.0	\$0	\$0
16	0.0	\$0	\$0
17	0.0	\$0	\$0
18	0.0	\$0	\$0
19	0.0	\$0	\$0
20	0.0	\$0	\$0
Total	0.0		

Number of jobs added each year and worker salaries to be paid in the County

Year	Direct Jobs	Indirect Jobs	Total Jobs	Direct Salaries	Indirect Salaries	Total Salaries
1	0.0	0.0	0.0	\$0	\$0	\$0
2	0.0	0.0	0.0	\$0	\$0	\$0
3	0.0	0.0	0.0	\$0	\$0	\$0
4	0.0	0.0	0.0	\$0	\$0	\$0
5	0.0	0.0	0.0	\$0	\$0	\$0
6	0.0	0.0	0.0	\$0	\$0	\$0
7	0.0	0.0	0.0	\$0	\$0	\$0
8	0.0	0.0	0.0	\$0	\$0	\$0
9	0.0	0.0	0.0	\$0	\$0	\$0
10	0.0	0.0	0.0	\$0	\$0	\$0
11	0.0	0.0	0.0	\$0	\$0	\$0
12	0.0	0.0	0.0	\$0	\$0	\$0
13	0.0	0.0	0.0	\$0	\$0	\$0
14	0.0	0.0	0.0	\$0	\$0	\$0
15	0.0	0.0	0.0	\$0	\$0	\$0
16	0.0	0.0	0.0	\$0	\$0	\$0
17	0.0	0.0	0.0	\$0	\$0	\$0
18	0.0	0.0	0.0	\$0	\$0	\$0
19	0.0	0.0	0.0	\$0	\$0	\$0
20	0.0	0.0	0.0	\$0	\$0	\$0
Total	0.0	0.0	0.0	\$0	\$0	\$0

Number of direct and indirect workers and their families who will move to the County and their children who will attend local public schools

Year	New Workers Moving to the Area	Total New Residents	Total New Students
1	0.0	0.0	0.0
2	0.0	0.0	0.0
3	0.0	0.0	0.0
4	0.0	0.0	0.0
5	0.0	0.0	0.0
6	0.0	0.0	0.0
7	0.0	0.0	0.0
8	0.0	0.0	0.0
9	0.0	0.0	0.0
10	0.0	0.0	0.0
11	0.0	0.0	0.0
12	0.0	0.0	0.0
13	0.0	0.0	0.0
14	0.0	0.0	0.0
15	0.0	0.0	0.0
16	0.0	0.0	0.0
17	0.0	0.0	0.0
18	0.0	0.0	0.0
19	0.0	0.0	0.0
20	0.0	0.0	0.0
Total	0.0	0.0	0.0



Number of new residential properties that may be built in the County for direct and indirect workers who will move to the County and the taxable value over time

Year	New Residential Properties	True & Full Value of New County Residential Property	Taxable Value of New County Residential Property
1	0.0	\$0	\$0
2	0.0	\$0	\$0
3	0.0	\$0	\$0
4	0.0	\$0	\$0
5	0.0	\$0	\$0
6	0.0	\$0	\$0
7	0.0	\$0	\$0
8	0.0	\$0	\$0
9	0.0	\$0	\$0
10	0.0	\$0	\$0
11	0.0	\$0	\$0
12	0.0	\$0	\$0
13	0.0	\$0	\$0
14	0.0	\$0	\$0
15	0.0	\$0	\$0
16	0.0	\$0	\$0
17	0.0	\$0	\$0
18	0.0	\$0	\$0
19	0.0	\$0	\$0
20	0.0	\$0	\$0
Total	0.0		

Economic output and value added supported in the community

Year	Direct Economic Output	Indirect Economic Output	Total Economic Output	Total Value Added
1	\$5,000,000	\$8,722,500	\$13,722,500	\$3,767,000
2	\$9,000,000	\$15,700,500	\$24,700,500	\$6,780,600
3	\$9,180,000	\$16,014,510	\$25,194,510	\$6,916,212
4	\$9,363,600	\$16,334,800	\$25,698,400	\$7,054,536
5	\$9,550,872	\$16,661,496	\$26,212,368	\$7,195,627
6	\$9,741,889	\$16,994,726	\$26,736,616	\$7,339,540
7	\$9,936,727	\$17,334,621	\$27,271,348	\$7,486,330
8	\$10,135,462	\$17,681,313	\$27,816,775	\$7,636,057
9	\$10,338,171	\$18,034,939	\$28,373,110	\$7,788,778
10	\$10,544,934	\$18,395,638	\$28,940,573	\$7,944,554
11	\$10,755,833	\$18,763,551	\$29,519,384	\$8,103,445
12	\$10,970,950	\$19,138,822	\$30,109,772	\$8,265,514
13	\$11,190,369	\$19,521,598	\$30,711,967	\$8,430,824
14	\$11,414,176	\$19,912,030	\$31,326,206	\$8,599,440
15	\$11,642,460	\$20,310,271	\$31,952,731	\$8,771,429
16	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0
Total	\$148,765,443	\$259,521,316	\$408,286,759	\$112,079,885

Local taxable spending on which sales taxes will be collected

Year	Local Construction Workers' Spending and Furniture, Fixtures, and Equipment	Direct and Indirect Workers' Spending	Visitors' Spending	Taxable Sales from the Project	The Project's Local Purchases and Taxable Utilities	Total
1	\$12,438,989	\$0	\$0	\$0	\$0	\$12,438,989
2	\$0	\$0	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0
Total	12,438,988.8	0.0	0.0	\$0	\$0	\$12,438,989

Local spending on lodging

Year	Spending on Lodging
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

True and Full value of the Project's property on local tax rolls

Year	The Project's Property		Total Taxable Property
	Land on Local Tax Rolls	Buildings and Other Real Property on Local Tax Rolls	
1	\$0	\$5,160,000	\$5,160,000
2	\$0	\$5,263,200	\$5,263,200
3	\$0	\$5,368,464	\$5,368,464
4	\$0	\$5,475,833	\$5,475,833
5	\$0	\$5,585,350	\$5,585,350
6	\$0	\$5,697,057	\$5,697,057
7	\$0	\$5,810,998	\$5,810,998
8	\$0	\$5,927,218	\$5,927,218
9	\$0	\$6,045,762	\$6,045,762
10	\$0	\$6,166,678	\$6,166,678
11	\$0	\$6,290,011	\$6,290,011
12	\$0	\$6,415,811	\$6,415,811
13	\$0	\$6,544,128	\$6,544,128
14	\$0	\$6,675,010	\$6,675,010
15	\$0	\$6,808,510	\$6,808,510
16	\$0	\$0	\$0
17	\$0	\$0	\$0
18	\$0	\$0	\$0
19	\$0	\$0	\$0
20	\$0	\$0	\$0

Taxable value of the Project's property on local tax rolls

Year	The Project's Property		Total Taxable Property
	Land on Local Tax Rolls	Buildings and Other Real Property on Local Tax Rolls	
1	\$0	\$258,000	\$258,000
2	\$0	\$263,160	\$263,160
3	\$0	\$268,423	\$268,423
4	\$0	\$273,792	\$273,792
5	\$0	\$279,267	\$279,267
6	\$0	\$284,853	\$284,853
7	\$0	\$290,550	\$290,550
8	\$0	\$296,361	\$296,361
9	\$0	\$302,288	\$302,288
10	\$0	\$308,334	\$308,334
11	\$0	\$314,501	\$314,501
12	\$0	\$320,791	\$320,791
13	\$0	\$327,206	\$327,206
14	\$0	\$333,751	\$333,751
15	\$0	\$340,426	\$340,426
16	\$0	\$0	\$0
17	\$0	\$0	\$0
18	\$0	\$0	\$0
19	\$0	\$0	\$0
20	\$0	\$0	\$0

Appendix C  
*Fiscal Impact Calculations*

Fiscal Impact: City of West Fargo

Sales tax collections

Year	During Construction and Purchases of Furniture, Fixtures, and Equipment	On Direct and Indirect Workers' Spending	On Visitors' Spending	Taxable Sales from the Project	Local Purchases and Taxable Utilities from the Project	Sales Tax Rebates	Total
1	\$248,780	\$0	\$0	\$0	\$0	\$0	\$248,780
2	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$248,780	\$0	\$0	\$0	\$0	\$0	\$248,780

Fiscal Impact: City of West Fargo

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: City of West Fargo

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$0	\$0	\$18,855	(\$18,855)	\$0
2	\$0	\$0	\$19,232	(\$19,232)	\$0
3	\$0	\$0	\$19,616	(\$19,616)	\$0
4	\$0	\$0	\$20,009	(\$20,009)	\$0
5	\$0	\$0	\$20,409	(\$20,409)	\$0
6	\$0	\$0	\$20,817	(\$15,613)	\$5,204
7	\$0	\$0	\$21,233	(\$15,925)	\$5,308
8	\$0	\$0	\$21,658	(\$10,829)	\$10,829
9	\$0	\$0	\$22,091	(\$11,046)	\$11,046
10	\$0	\$0	\$22,533	(\$5,633)	\$16,900
11	\$0	\$0	\$22,984	\$0	\$22,984
12	\$0	\$0	\$23,443	\$0	\$23,443
13	\$0	\$0	\$23,912	\$0	\$23,912
14	\$0	\$0	\$24,390	\$0	\$24,390
15	\$0	\$0	\$24,878	\$0	\$24,878
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$326,061	(\$157,166)	\$168,895



Fiscal Impact: City of West Fargo

Utility revenue, utility franchise fees collected by the City from new residents and from the Project, and Permits

Year	Utility Revenue <i>New Residents</i>	Utility Revenue <i>Project</i>	Utility Franchise Fees <i>New Residents</i>	Utility Franchise Fees <i>Project</i>	Building Permits and Fees	Total
1	\$0	\$0	\$0	\$0	\$50,000	\$50,000
2	\$0	\$0	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$0	\$0	\$50,000	\$50,000

Fiscal Impact: City of West Fargo

Other revenues including lodging taxes, airport fees, and miscellaneous taxes and user fees collected from new residents and the Project

Year	Lodging Taxes	Miscellaneous Taxes and User Fees <i>New Residents</i>	Miscellaneous Taxes and User Fees <i>Project</i>	Total Other Revenues
1	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$0	\$0

Fiscal Impact: City of West Fargo

Costs of providing municipal services and city-owned utility services to new residents and the Project

Year	Cost of Services <i>New Residents</i>	Cost of Services <i>Project</i>	Costs of Utilities <i>New Residents</i>	Costs of Utilities <i>Project</i>	Total Costs
1	\$0	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$0	\$0	\$0

Fiscal Impact: City of West Fargo

Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$298,780	\$0	\$298,780	\$298,780
2	\$0	\$0	\$0	\$298,780
3	\$0	\$0	\$0	\$298,780
4	\$0	\$0	\$0	\$298,780
5	\$0	\$0	\$0	\$298,780
6	\$5,204	\$0	\$5,204	\$303,984
7	\$5,308	\$0	\$5,308	\$309,292
8	\$10,829	\$0	\$10,829	\$320,121
9	\$11,046	\$0	\$11,046	\$331,167
10	\$16,900	\$0	\$16,900	\$348,067
11	\$22,984	\$0	\$22,984	\$371,051
12	\$23,443	\$0	\$23,443	\$394,494
13	\$23,912	\$0	\$23,912	\$418,406
14	\$24,390	\$0	\$24,390	\$442,797
15	\$24,878	\$0	\$24,878	\$467,675
16	\$0	\$0	\$0	\$467,675
17	\$0	\$0	\$0	\$467,675
18	\$0	\$0	\$0	\$467,675
19	\$0	\$0	\$0	\$467,675
20	\$0	\$0	\$0	\$467,675
Total	\$467,675	\$0	\$467,675	

Fiscal Impact: Cass County

Sales tax collections

Year	During Construction and Purchases of Furniture, Fixtures, and Equipment	On Direct and Indirect Workers' Spending	On Visitors' Spending	Taxable Sales from the Project	Local Purchases and Taxable Utilities from the Project	Total
1	\$62,195	\$0	\$0	\$0	\$0	\$62,195
2	\$0	\$0	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$62,195	\$0	\$0	\$0	\$0	\$62,195

Fiscal Impact: Cass County

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: Cass County

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$0	\$0	\$11,535	(\$11,535)	\$0
2	\$0	\$0	\$11,766	(\$11,766)	\$0
3	\$0	\$0	\$12,001	(\$12,001)	\$0
4	\$0	\$0	\$12,241	(\$12,241)	\$0
5	\$0	\$0	\$12,486	(\$12,486)	\$0
6	\$0	\$0	\$12,736	(\$9,552)	\$3,184
7	\$0	\$0	\$12,990	(\$9,743)	\$3,248
8	\$0	\$0	\$13,250	(\$6,625)	\$6,625
9	\$0	\$0	\$13,515	(\$6,758)	\$6,758
10	\$0	\$0	\$13,786	(\$3,446)	\$10,339
11	\$0	\$0	\$14,061	\$0	\$14,061
12	\$0	\$0	\$14,343	\$0	\$14,343
13	\$0	\$0	\$14,629	\$0	\$14,629
14	\$0	\$0	\$14,922	\$0	\$14,922
15	\$0	\$0	\$15,220	\$0	\$15,220
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$199,483	(\$96,153)	\$103,329

Fiscal Impact: Cass County

Other revenues including miscellaneous taxes and user fees collected from new residents and the Project

Year	Miscellaneous Taxes and User Fees <i>New Residents</i>	Miscellaneous Taxes and User Fees <i>Project</i>	Total
1	\$0	\$0	\$0
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
16	\$0	\$0	\$0
17	\$0	\$0	\$0
18	\$0	\$0	\$0
19	\$0	\$0	\$0
20	\$0	\$0	\$0
Total	\$0	\$0	\$0



Fiscal Impact: Cass County

Costs of providing County services to new residents

Year	Cost of Services <i>New Residents</i>	Cost of Services <i>Project</i>	Total
1	\$0	\$0	\$0
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
11	\$0	\$0	\$0
12	\$0	\$0	\$0
13	\$0	\$0	\$0
14	\$0	\$0	\$0
15	\$0	\$0	\$0
16	\$0	\$0	\$0
17	\$0	\$0	\$0
18	\$0	\$0	\$0
19	\$0	\$0	\$0
20	\$0	\$0	\$0
Total	\$0	\$0	\$0

Fiscal Impact: Cass County

Net Benefits

Year	Benefits	Costs	Net	Cumulative
			Benefits	Net Benefits
1	\$62,195	\$0	\$62,195	\$62,195
2	\$0	\$0	\$0	\$62,195
3	\$0	\$0	\$0	\$62,195
4	\$0	\$0	\$0	\$62,195
5	\$0	\$0	\$0	\$62,195
6	\$3,184	\$0	\$3,184	\$65,379
7	\$3,248	\$0	\$3,248	\$68,627
8	\$6,625	\$0	\$6,625	\$75,252
9	\$6,758	\$0	\$6,758	\$82,009
10	\$10,339	\$0	\$10,339	\$92,349
11	\$14,061	\$0	\$14,061	\$106,410
12	\$14,343	\$0	\$14,343	\$120,752
13	\$14,629	\$0	\$14,629	\$135,382
14	\$14,922	\$0	\$14,922	\$150,304
15	\$15,220	\$0	\$15,220	\$165,524
16	\$0	\$0	\$0	\$165,524
17	\$0	\$0	\$0	\$165,524
18	\$0	\$0	\$0	\$165,524
19	\$0	\$0	\$0	\$165,524
20	\$0	\$0	\$0	\$165,524
Total	\$165,524	\$0	\$165,524	

Fiscal Impact: West Fargo School District #6

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: West Fargo School District #6

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$0	\$0	\$33,352	(\$33,352)	\$0
2	\$0	\$0	\$34,019	(\$34,019)	\$0
3	\$0	\$0	\$34,699	(\$34,699)	\$0
4	\$0	\$0	\$35,393	(\$35,393)	\$0
5	\$0	\$0	\$36,101	(\$36,101)	\$0
6	\$0	\$0	\$36,823	(\$27,617)	\$9,206
7	\$0	\$0	\$37,559	(\$28,170)	\$9,390
8	\$0	\$0	\$38,311	(\$19,155)	\$19,155
9	\$0	\$0	\$39,077	(\$19,538)	\$19,538
10	\$0	\$0	\$39,858	(\$9,965)	\$29,894
11	\$0	\$0	\$40,655	\$0	\$40,655
12	\$0	\$0	\$41,469	\$0	\$41,469
13	\$0	\$0	\$42,298	\$0	\$42,298
14	\$0	\$0	\$43,144	\$0	\$43,144
15	\$0	\$0	\$44,007	\$0	\$44,007
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$576,764	(\$278,008)	\$298,756

Fiscal Impact: West Fargo School District #6

Additional state and federal funding for additional students

Year	Additional State and Federal Funding
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: West Fargo School District #6

Costs of educating children of new workers who move to the district

Year	Cost of Educating New Students
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: West Fargo School District #6

Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$9,206	\$0	\$9,206	\$9,206
7	\$9,390	\$0	\$9,390	\$18,596
8	\$19,155	\$0	\$19,155	\$37,751
9	\$19,538	\$0	\$19,538	\$57,289
10	\$29,894	\$0	\$29,894	\$87,183
11	\$40,655	\$0	\$40,655	\$127,838
12	\$41,469	\$0	\$41,469	\$169,307
13	\$42,298	\$0	\$42,298	\$211,605
14	\$43,144	\$0	\$43,144	\$254,749
15	\$44,007	\$0	\$44,007	\$298,756
16	\$0	\$0	\$0	\$298,756
17	\$0	\$0	\$0	\$298,756
18	\$0	\$0	\$0	\$298,756
19	\$0	\$0	\$0	\$298,756
20	\$0	\$0	\$0	\$298,756
Total	\$298,756	\$0	\$298,756	

Fiscal Impact: SW Cass Water Resource District

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0



Fiscal Impact: SW Cass Water Resource District

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$0	\$0	\$7,229	(\$7,229)	\$0
2	\$0	\$0	\$7,374	(\$7,374)	\$0
3	\$0	\$0	\$7,521	(\$7,521)	\$0
4	\$0	\$0	\$7,672	(\$7,672)	\$0
5	\$0	\$0	\$7,825	(\$7,825)	\$0
6	\$0	\$0	\$7,982	(\$5,986)	\$1,995
7	\$0	\$0	\$8,141	(\$6,106)	\$2,035
8	\$0	\$0	\$8,304	(\$4,152)	\$4,152
9	\$0	\$0	\$8,470	(\$4,235)	\$4,235
10	\$0	\$0	\$8,640	(\$2,160)	\$6,480
11	\$0	\$0	\$8,812	\$0	\$8,812
12	\$0	\$0	\$8,989	\$0	\$8,989
13	\$0	\$0	\$9,168	\$0	\$9,168
14	\$0	\$0	\$9,352	\$0	\$9,352
15	\$0	\$0	\$9,539	\$0	\$9,539
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$125,017	(\$60,260)	\$64,757

Fiscal Impact: SW Cass Water Resource District

Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$1,995	\$0	\$1,995	\$1,995
7	\$2,035	\$0	\$2,035	\$4,031
8	\$4,152	\$0	\$4,152	\$8,183
9	\$4,235	\$0	\$4,235	\$12,418
10	\$6,480	\$0	\$6,480	\$18,897
11	\$8,812	\$0	\$8,812	\$27,710
12	\$8,989	\$0	\$8,989	\$36,698
13	\$9,168	\$0	\$9,168	\$45,867
14	\$9,352	\$0	\$9,352	\$55,218
15	\$9,539	\$0	\$9,539	\$64,757
16	\$0	\$0	\$0	\$64,757
17	\$0	\$0	\$0	\$64,757
18	\$0	\$0	\$0	\$64,757
19	\$0	\$0	\$0	\$64,757
20	\$0	\$0	\$0	\$64,757
Total	\$64,757	\$0	\$64,757	

Fiscal Impact: Weed, Vector, Soil, & Other

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: Weed, Vector, Soil, & Other

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$0	\$0	\$2,387	(\$2,387)	\$0
2	\$0	\$0	\$2,434	(\$2,434)	\$0
3	\$0	\$0	\$2,483	(\$2,483)	\$0
4	\$0	\$0	\$2,533	(\$2,533)	\$0
5	\$0	\$0	\$2,583	(\$2,583)	\$0
6	\$0	\$0	\$2,635	(\$1,976)	\$659
7	\$0	\$0	\$2,688	(\$2,016)	\$672
8	\$0	\$0	\$2,741	(\$1,371)	\$1,371
9	\$0	\$0	\$2,796	(\$1,398)	\$1,398
10	\$0	\$0	\$2,852	(\$713)	\$2,139
11	\$0	\$0	\$2,909	\$0	\$2,909
12	\$0	\$0	\$2,967	\$0	\$2,967
13	\$0	\$0	\$3,027	\$0	\$3,027
14	\$0	\$0	\$3,087	\$0	\$3,087
15	\$0	\$0	\$3,149	\$0	\$3,149
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$41,271	(\$19,893)	\$21,378

## Fiscal Impact: Weed, Vector, Soil, &amp; Other

## Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$659	\$0	\$659	\$659
7	\$672	\$0	\$672	\$1,331
8	\$1,371	\$0	\$1,371	\$2,701
9	\$1,398	\$0	\$1,398	\$4,099
10	\$2,139	\$0	\$2,139	\$6,238
11	\$2,909	\$0	\$2,909	\$9,148
12	\$2,967	\$0	\$2,967	\$12,115
13	\$3,027	\$0	\$3,027	\$15,142
14	\$3,087	\$0	\$3,087	\$18,229
15	\$3,149	\$0	\$3,149	\$21,378
16	\$0	\$0	\$0	\$21,378
17	\$0	\$0	\$0	\$21,378
18	\$0	\$0	\$0	\$21,378
19	\$0	\$0	\$0	\$21,378
20	\$0	\$0	\$0	\$21,378
Total	\$21,378	\$0	\$21,378	

Appendix D  
*Existing Operations Impact*

Number of existing jobs worker salaries to be paid each year in the City

Year	Direct Jobs	Indirect Jobs	Total Jobs	Direct Salaries	Indirect Salaries	Total Salaries
1	95.0	269.6	364.6	\$6,300,000	\$10,343,970	\$16,643,970
2	-1.0	-2.8	-3.8	\$6,300,073	\$10,344,090	\$16,644,163
3	-3.0	-8.5	-11.5	\$6,100,044	\$10,015,662	\$16,115,706
4	-5.0	-14.2	-19.2	\$6,000,372	\$9,852,011	\$15,852,383
5	-2.0	-5.7	-7.7	\$6,000,316	\$9,851,919	\$15,852,235
6	0.0	0.0	0.0	\$6,100,461	\$10,016,347	\$16,116,808
7	0.0	0.0	0.0	\$6,222,470	\$10,216,673	\$16,439,143
8	0.0	0.0	0.0	\$6,346,920	\$10,421,008	\$16,767,928
9	0.0	0.0	0.0	\$6,473,858	\$10,629,427	\$17,103,285
10	0.0	0.0	0.0	\$6,603,335	\$10,842,016	\$17,445,351
11	0.0	0.0	0.0	\$6,735,402	\$11,058,857	\$17,794,259
12	0.0	0.0	0.0	\$6,870,110	\$11,280,034	\$18,150,144
13	0.0	0.0	0.0	\$7,007,512	\$11,505,634	\$18,513,146
14	0.0	0.0	0.0	\$7,147,662	\$11,735,746	\$18,883,408
15	0.0	0.0	0.0	\$7,290,616	\$11,970,462	\$19,261,078
16	0.0	0.0	0.0	\$0	\$0	\$0
17	0.0	0.0	0.0	\$0	\$0	\$0
18	0.0	0.0	0.0	\$0	\$0	\$0
19	0.0	0.0	0.0	\$0	\$0	\$0
20	0.0	0.0	0.0	\$0	\$0	\$0
Total	84.0	238.4	322.4	\$97,499,151	\$160,083,856	\$257,583,007

Number of existing jobs worker salaries to be paid each year in the County

Year	Direct Jobs	Indirect Jobs	Total Jobs	Direct Salaries	Indirect Salaries	Total Salaries
1	95.0	486.2	581.2	\$6,300,000	\$18,654,930	\$24,954,930
2	-1.0	-5.1	-6.1	\$6,300,073	\$18,655,146	\$24,955,219
3	-3.0	-15.4	-18.4	\$6,100,044	\$18,062,839	\$24,162,883
4	-5.0	-25.6	-30.6	\$6,000,372	\$17,767,700	\$23,768,072
5	-2.0	-10.2	-12.2	\$6,000,316	\$17,767,535	\$23,767,851
6	0.0	0.0	0.0	\$6,100,461	\$18,064,075	\$24,164,536
7	0.0	0.0	0.0	\$6,222,470	\$18,425,357	\$24,647,827
8	0.0	0.0	0.0	\$6,346,920	\$18,793,864	\$25,140,783
9	0.0	0.0	0.0	\$6,473,858	\$19,169,741	\$25,643,599
10	0.0	0.0	0.0	\$6,603,335	\$19,553,136	\$26,156,471
11	0.0	0.0	0.0	\$6,735,402	\$19,944,199	\$26,679,601
12	0.0	0.0	0.0	\$6,870,110	\$20,343,083	\$27,213,193
13	0.0	0.0	0.0	\$7,007,512	\$20,749,944	\$27,757,456
14	0.0	0.0	0.0	\$7,147,662	\$21,164,943	\$28,312,606
15	0.0	0.0	0.0	\$7,290,616	\$21,588,242	\$28,878,858
16	0.0	0.0	0.0	\$0	\$0	\$0
17	0.0	0.0	0.0	\$0	\$0	\$0
18	0.0	0.0	0.0	\$0	\$0	\$0
19	0.0	0.0	0.0	\$0	\$0	\$0
20	0.0	0.0	0.0	\$0	\$0	\$0
Total	84.0	429.9	513.9	\$97,499,150	\$288,704,734	\$386,203,884

Existing taxable sales and spending

Year	Local Construction Workers' Spending and Furniture, Fixtures, and Equipment	Direct and Indirect Workers' Spending	Visitors' Spending	Taxable Sales from the Project	The Project's Local Purchases and Taxable Utilities	Total
1	\$0	\$1,331,518	\$15,000	\$0	\$2,338,000	\$3,684,518
2	\$0	\$1,331,533	\$15,450	\$0	\$2,394,900	\$3,741,883
3	\$0	\$1,289,256	\$15,914	\$0	\$2,453,445	\$3,758,615
4	\$0	\$1,268,191	\$16,391	\$0	\$2,513,693	\$3,798,275
5	\$0	\$1,268,179	\$16,883	\$0	\$2,575,705	\$3,860,767
6	\$0	\$1,289,345	\$17,389	\$0	\$2,639,545	\$3,946,279
7	\$0	\$1,315,131	\$17,911	\$0	\$2,705,277	\$4,038,319
8	\$0	\$1,341,434	\$18,448	\$0	\$2,772,971	\$4,132,854
9	\$0	\$1,368,263	\$19,002	\$0	\$2,842,699	\$4,229,963
10	\$0	\$1,395,628	\$19,572	\$0	\$2,914,534	\$4,329,734
11	\$0	\$1,423,541	\$20,159	\$0	\$2,988,555	\$4,432,255
12	\$0	\$1,452,012	\$20,764	\$0	\$3,064,843	\$4,537,618
13	\$0	\$1,481,052	\$21,386	\$0	\$3,143,483	\$4,645,921
14	\$0	\$1,510,673	\$22,028	\$0	\$3,224,563	\$4,757,263
15	\$0	\$1,540,886	\$22,689	\$0	\$3,308,174	\$4,871,749
16	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$20,606,641	\$278,984	\$0	\$41,880,388	\$62,766,013



Existing taxable value supported

Year	The Project's Property		Total Taxable Property
	Land on Local Tax Rolls	Buildings and Other Real Property on Local Tax Rolls	
1	\$61,210	\$522,820	\$584,030
2	\$62,434	\$533,276	\$595,711
3	\$63,683	\$543,942	\$607,625
4	\$64,957	\$554,821	\$619,777
5	\$66,256	\$565,917	\$632,173
6	\$67,581	\$577,236	\$644,816
7	\$68,932	\$588,780	\$657,713
8	\$70,311	\$600,556	\$670,867
9	\$71,717	\$612,567	\$684,284
10	\$73,152	\$624,818	\$697,970
11	\$74,615	\$637,315	\$711,929
12	\$76,107	\$650,061	\$726,168
13	\$77,629	\$663,062	\$740,691
14	\$79,182	\$676,323	\$755,505
15	\$80,765	\$689,850	\$770,615
16	\$0	\$0	\$0
17	\$0	\$0	\$0
18	\$0	\$0	\$0
19	\$0	\$0	\$0
20	\$0	\$0	\$0

Fiscal Impact: City of West Fargo - Existing

Sales tax collections

Year	During Construction and Purchases of Furniture, Fixtures, and Equipment	On Direct and Indirect Workers' Spending	On Visitors' Spending	Taxable Sales from the Project	Local Purchases and Taxable Utilities from the Project	Sales Tax Rebates	Total
1	\$0	\$26,630	\$300	\$0	\$46,760	\$0	\$73,690
2	\$0	\$26,631	\$309	\$0	\$47,898	\$0	\$74,838
3	\$0	\$25,785	\$318	\$0	\$49,069	\$0	\$75,172
4	\$0	\$25,364	\$328	\$0	\$50,274	\$0	\$75,965
5	\$0	\$25,364	\$338	\$0	\$51,514	\$0	\$77,215
6	\$0	\$25,787	\$348	\$0	\$52,791	\$0	\$78,926
7	\$0	\$26,303	\$358	\$0	\$54,106	\$0	\$80,766
8	\$0	\$26,829	\$369	\$0	\$55,459	\$0	\$82,657
9	\$0	\$27,365	\$380	\$0	\$56,854	\$0	\$84,599
10	\$0	\$27,913	\$391	\$0	\$58,291	\$0	\$86,595
11	\$0	\$28,471	\$403	\$0	\$59,771	\$0	\$88,645
12	\$0	\$29,040	\$415	\$0	\$61,297	\$0	\$90,752
13	\$0	\$29,621	\$428	\$0	\$62,870	\$0	\$92,918
14	\$0	\$30,213	\$441	\$0	\$64,491	\$0	\$95,145
15	\$0	\$30,818	\$454	\$0	\$66,163	\$0	\$97,435
16	\$0	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$412,133	\$5,580	\$0	\$837,608	\$0	\$1,255,320

Fiscal Impact: City of West Fargo - Existing

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: City of West Fargo - Existing

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$4,473	\$0	\$38,208	\$0	\$42,681
2	\$4,563	\$0	\$38,972	\$0	\$43,535
3	\$4,654	\$0	\$39,751	\$0	\$44,405
4	\$4,747	\$0	\$40,546	\$0	\$45,293
5	\$4,842	\$0	\$41,357	\$0	\$46,199
6	\$4,939	\$0	\$42,184	\$0	\$47,123
7	\$5,038	\$0	\$43,028	\$0	\$48,066
8	\$5,138	\$0	\$43,889	\$0	\$49,027
9	\$5,241	\$0	\$44,766	\$0	\$50,007
10	\$5,346	\$0	\$45,662	\$0	\$51,008
11	\$5,453	\$0	\$46,575	\$0	\$52,028
12	\$5,562	\$0	\$47,506	\$0	\$53,068
13	\$5,673	\$0	\$48,457	\$0	\$54,130
14	\$5,787	\$0	\$49,426	\$0	\$55,212
15	\$5,902	\$0	\$50,414	\$0	\$56,317
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$77,357	\$0	\$660,741	\$0	\$738,099

Fiscal Impact: City of West Fargo - Existing

Utility revenue, utility franchise fees collected by the City from new residents and from the Project, and Permits

Year	Utility Revenue <i>New Residents</i>	Utility Revenue <i>Project</i>	Utility Franchise Fees <i>New Residents</i>	Utility Franchise Fees <i>Project</i>	Building Permits and Fees	Total
1	\$0	\$200,000	\$0	\$67,500	\$0	\$267,500
2	\$0	\$210,000	\$0	\$70,875	\$0	\$280,875
3	\$0	\$220,500	\$0	\$74,419	\$0	\$294,919
4	\$0	\$231,525	\$0	\$78,140	\$0	\$309,665
5	\$0	\$243,101	\$0	\$82,047	\$0	\$325,148
6	\$0	\$255,256	\$0	\$86,149	\$0	\$341,405
7	\$0	\$268,019	\$0	\$90,456	\$0	\$358,476
8	\$0	\$281,420	\$0	\$94,979	\$0	\$376,399
9	\$0	\$295,491	\$0	\$99,728	\$0	\$395,219
10	\$0	\$310,266	\$0	\$104,715	\$0	\$414,980
11	\$0	\$325,779	\$0	\$109,950	\$0	\$435,729
12	\$0	\$342,068	\$0	\$115,448	\$0	\$457,516
13	\$0	\$359,171	\$0	\$121,220	\$0	\$480,392
14	\$0	\$377,130	\$0	\$127,281	\$0	\$504,411
15	\$0	\$395,986	\$0	\$133,645	\$0	\$529,632
16	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total</b>	\$0	\$4,315,713	\$0	\$1,456,553	\$0	\$5,772,266

Fiscal Impact: City of West Fargo - Existing

Other revenues including hotel occupancy taxes, airport fees, and miscellaneous taxes and user fees collected from new residents and the Project

Year	Hotel Occupancy Taxes	Miscellaneous Taxes and User Fees <i>New Residents</i>	Miscellaneous Taxes and User Fees <i>Project</i>	Total Other Revenues
1	\$0	\$0	\$7,790	\$7,790
2	\$0	\$0	\$7,862	\$7,862
3	\$0	\$0	\$7,763	\$7,763
4	\$0	\$0	\$7,484	\$7,484
5	\$0	\$0	\$7,456	\$7,456
6	\$0	\$0	\$7,605	\$7,605
7	\$0	\$0	\$7,757	\$7,757
8	\$0	\$0	\$7,912	\$7,912
9	\$0	\$0	\$8,070	\$8,070
10	\$0	\$0	\$8,232	\$8,232
11	\$0	\$0	\$8,396	\$8,396
12	\$0	\$0	\$8,564	\$8,564
13	\$0	\$0	\$8,736	\$8,736
14	\$0	\$0	\$8,910	\$8,910
15	\$0	\$0	\$9,089	\$9,089
16	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0
<b>Total</b>	\$0	\$0	\$121,627	\$121,627

## Fiscal Impact: City of West Fargo - Existing

Costs of providing municipal services and city-owned utility services to new residents and the Project

Year	Cost of Services <i>New Residents</i>	Cost of Services <i>Project</i>	Costs of Utilities <i>New Residents</i>	Costs of Utilities <i>Project</i>	Total Costs
1	\$0	(\$15,960)	\$0	(\$200,000)	(\$215,960)
2	\$0	(\$16,108)	\$0	(\$210,000)	(\$226,108)
3	\$0	(\$15,906)	\$0	(\$220,500)	(\$236,406)
4	\$0	(\$15,332)	\$0	(\$231,525)	(\$246,857)
5	\$0	(\$15,275)	\$0	(\$243,101)	(\$258,377)
6	\$0	(\$15,581)	\$0	(\$255,256)	(\$270,837)
7	\$0	(\$15,892)	\$0	(\$268,019)	(\$283,912)
8	\$0	(\$16,210)	\$0	(\$281,420)	(\$297,630)
9	\$0	(\$16,534)	\$0	(\$295,491)	(\$312,026)
10	\$0	(\$16,865)	\$0	(\$310,266)	(\$327,131)
11	\$0	(\$17,202)	\$0	(\$325,779)	(\$342,981)
12	\$0	(\$17,546)	\$0	(\$342,068)	(\$359,614)
13	\$0	(\$17,897)	\$0	(\$359,171)	(\$377,069)
14	\$0	(\$18,255)	\$0	(\$377,130)	(\$395,385)
15	\$0	(\$18,620)	\$0	(\$395,986)	(\$414,607)
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$0	(\$249,186)	\$0	(\$4,315,713)	(\$4,564,899)

## Fiscal Impact: City of West Fargo - Existing

## Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$391,661	(\$215,960)	\$175,701	\$175,701
2	\$407,109	(\$226,108)	\$181,002	\$356,703
3	\$422,260	(\$236,406)	\$185,854	\$542,557
4	\$438,407	(\$246,857)	\$191,550	\$734,107
5	\$456,018	(\$258,377)	\$197,642	\$931,748
6	\$475,059	(\$270,837)	\$204,222	\$1,135,970
7	\$495,065	(\$283,912)	\$211,153	\$1,347,123
8	\$515,996	(\$297,630)	\$218,365	\$1,565,489
9	\$537,896	(\$312,026)	\$225,871	\$1,791,359
10	\$560,814	(\$327,131)	\$233,684	\$2,025,043
11	\$584,799	(\$342,981)	\$241,817	\$2,266,860
12	\$609,901	(\$359,614)	\$250,286	\$2,517,147
13	\$636,175	(\$377,069)	\$259,107	\$2,776,254
14	\$663,679	(\$395,385)	\$268,294	\$3,044,547
15	\$692,472	(\$414,607)	\$277,865	\$3,322,412
16	\$0	\$0	\$0	\$3,322,412
17	\$0	\$0	\$0	\$3,322,412
18	\$0	\$0	\$0	\$3,322,412
19	\$0	\$0	\$0	\$3,322,412
20	\$0	\$0	\$0	\$3,322,412
Total	\$7,887,312	(\$4,564,899)	\$3,322,412	



Fiscal Impact: Cass County - Existing

Sales tax collections

Year	During Construction and Purchases of Furniture, Fixtures, and Equipment	On Direct and Indirect Workers' Spending	On Visitors' Spending	Taxable Sales from the Project	Local Purchases and Taxable Utilities from the Project	Total
1	\$0	\$6,658	\$75	\$0	\$11,690	\$18,423
2	\$0	\$6,658	\$77	\$0	\$11,975	\$18,709
3	\$0	\$6,446	\$80	\$0	\$12,267	\$18,793
4	\$0	\$6,341	\$82	\$0	\$12,568	\$18,991
5	\$0	\$6,341	\$84	\$0	\$12,879	\$19,304
6	\$0	\$6,447	\$87	\$0	\$13,198	\$19,731
7	\$0	\$6,576	\$90	\$0	\$13,526	\$20,192
8	\$0	\$6,707	\$92	\$0	\$13,865	\$20,664
9	\$0	\$6,841	\$95	\$0	\$14,213	\$21,150
10	\$0	\$6,978	\$98	\$0	\$14,573	\$21,649
11	\$0	\$7,118	\$101	\$0	\$14,943	\$22,161
12	\$0	\$7,260	\$104	\$0	\$15,324	\$22,688
13	\$0	\$7,405	\$107	\$0	\$15,717	\$23,230
14	\$0	\$7,553	\$110	\$0	\$16,123	\$23,786
15	\$0	\$7,704	\$113	\$0	\$16,541	\$24,359
16	\$0	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$0	\$103,033	\$1,395	\$0	\$209,402	\$313,830

Fiscal Impact: Cass County - Existing

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: Cass County - Existing

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$2,737	\$0	\$23,375	\$0	\$26,112
2	\$2,791	\$0	\$23,843	\$0	\$26,634
3	\$2,847	\$0	\$24,320	\$0	\$27,167
4	\$2,904	\$0	\$24,806	\$0	\$27,710
5	\$2,962	\$0	\$25,302	\$0	\$28,264
6	\$3,022	\$0	\$25,808	\$0	\$28,830
7	\$3,082	\$0	\$26,324	\$0	\$29,406
8	\$3,144	\$0	\$26,851	\$0	\$29,994
9	\$3,206	\$0	\$27,388	\$0	\$30,594
10	\$3,271	\$0	\$27,936	\$0	\$31,206
11	\$3,336	\$0	\$28,494	\$0	\$31,830
12	\$3,403	\$0	\$29,064	\$0	\$32,467
13	\$3,471	\$0	\$29,646	\$0	\$33,116
14	\$3,540	\$0	\$30,238	\$0	\$33,779
15	\$3,611	\$0	\$30,843	\$0	\$34,454
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$47,327	\$0	\$404,239	\$0	\$451,565

Fiscal Impact: Cass County - Existing

Other revenues including miscellaneous taxes and user fees collected from new residents and the Project

Year	Miscellaneous Taxes and User Fees <i>New Residents</i>	Miscellaneous Taxes and User Fees <i>Project</i>	Total
1	\$0	\$5,415	\$5,415
2	\$0	\$5,465	\$5,465
3	\$0	\$5,397	\$5,397
4	\$0	\$5,202	\$5,202
5	\$0	\$5,183	\$5,183
6	\$0	\$5,286	\$5,286
7	\$0	\$5,392	\$5,392
8	\$0	\$5,500	\$5,500
9	\$0	\$5,610	\$5,610
10	\$0	\$5,722	\$5,722
11	\$0	\$5,837	\$5,837
12	\$0	\$5,953	\$5,953
13	\$0	\$6,072	\$6,072
14	\$0	\$6,194	\$6,194
15	\$0	\$6,318	\$6,318
16	\$0	\$0	\$0
17	\$0	\$0	\$0
18	\$0	\$0	\$0
19	\$0	\$0	\$0
20	\$0	\$0	\$0
<b>Total</b>	\$0	\$84,545	\$84,545

## Fiscal Impact: Cass County - Existing

## Costs of providing County services to new residents

Year	Cost of Services <i>New Residents</i>	Cost of Services <i>Project</i>	Total
1	\$0	(\$10,070)	(\$10,070)
2	\$0	(\$10,163)	(\$10,163)
3	\$0	(\$10,036)	(\$10,036)
4	\$0	(\$9,674)	(\$9,674)
5	\$0	(\$9,638)	(\$9,638)
6	\$0	(\$9,831)	(\$9,831)
7	\$0	(\$10,027)	(\$10,027)
8	\$0	(\$10,228)	(\$10,228)
9	\$0	(\$10,432)	(\$10,432)
10	\$0	(\$10,641)	(\$10,641)
11	\$0	(\$10,854)	(\$10,854)
12	\$0	(\$11,071)	(\$11,071)
13	\$0	(\$11,292)	(\$11,292)
14	\$0	(\$11,518)	(\$11,518)
15	\$0	(\$11,749)	(\$11,749)
16	\$0	\$0	\$0
17	\$0	\$0	\$0
18	\$0	\$0	\$0
19	\$0	\$0	\$0
20	\$0	\$0	\$0
Total	\$0	(\$157,225)	(\$157,225)

Fiscal Impact: Cass County - Existing

Net Benefits

Year	Benefits	Costs	Net	Cumulative
			Benefits	Net Benefits
1	\$49,950	(\$10,070)	\$39,880	\$39,880
2	\$50,809	(\$10,163)	\$40,646	\$80,525
3	\$51,357	(\$10,036)	\$41,321	\$121,846
4	\$51,904	(\$9,674)	\$42,230	\$164,076
5	\$52,751	(\$9,638)	\$43,113	\$207,189
6	\$53,847	(\$9,831)	\$44,017	\$251,205
7	\$54,990	(\$10,027)	\$44,963	\$296,168
8	\$56,159	(\$10,228)	\$45,931	\$342,099
9	\$57,354	(\$10,432)	\$46,922	\$389,020
10	\$58,577	(\$10,641)	\$47,936	\$436,956
11	\$59,828	(\$10,854)	\$48,974	\$485,930
12	\$61,108	(\$11,071)	\$50,037	\$535,968
13	\$62,418	(\$11,292)	\$51,126	\$587,094
14	\$63,759	(\$11,518)	\$52,240	\$639,334
15	\$65,131	(\$11,749)	\$53,382	\$692,716
16	\$0	\$0	\$0	\$692,716
17	\$0	\$0	\$0	\$692,716
18	\$0	\$0	\$0	\$692,716
19	\$0	\$0	\$0	\$692,716
20	\$0	\$0	\$0	\$692,716
Total	\$849,941	(\$157,225)	\$692,716	

Fiscal Impact: West Fargo School District #6 - Existing

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: West Fargo School District #6 - Existing

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	Abated
1	\$7,913	\$0	\$67,585	\$0	\$75,498
2	\$8,071	\$0	\$68,937	\$0	\$77,008
3	\$8,232	\$0	\$70,315	\$0	\$78,548
4	\$8,397	\$0	\$71,722	\$0	\$80,119
5	\$8,565	\$0	\$73,156	\$0	\$81,721
6	\$8,736	\$0	\$74,619	\$0	\$83,355
7	\$8,911	\$0	\$76,112	\$0	\$85,023
8	\$9,089	\$0	\$77,634	\$0	\$86,723
9	\$9,271	\$0	\$79,187	\$0	\$88,457
10	\$9,456	\$0	\$80,770	\$0	\$90,227
11	\$9,645	\$0	\$82,386	\$0	\$92,031
12	\$9,838	\$0	\$84,033	\$0	\$93,872
13	\$10,035	\$0	\$85,714	\$0	\$95,749
14	\$10,236	\$0	\$87,428	\$0	\$97,664
15	\$10,441	\$0	\$89,177	\$0	\$99,617
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$136,836	\$0	\$1,168,775	\$0	\$1,305,611



Fiscal Impact: West Fargo School District #6 - Existing

Additional state and federal funding for additional students

Year	Additional State and Federal Funding
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: West Fargo School District #6 - Existing

Costs of educating children of new workers who move to the district

Year	Cost of Educating New Students
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: West Fargo School District #6 - Existing

Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$75,498	\$0	\$75,498	\$75,498
2	\$77,008	\$0	\$77,008	\$152,505
3	\$78,548	\$0	\$78,548	\$231,053
4	\$80,119	\$0	\$80,119	\$311,171
5	\$81,721	\$0	\$81,721	\$392,892
6	\$83,355	\$0	\$83,355	\$476,248
7	\$85,023	\$0	\$85,023	\$561,270
8	\$86,723	\$0	\$86,723	\$647,993
9	\$88,457	\$0	\$88,457	\$736,451
10	\$90,227	\$0	\$90,227	\$826,677
11	\$92,031	\$0	\$92,031	\$918,708
12	\$93,872	\$0	\$93,872	\$1,012,580
13	\$95,749	\$0	\$95,749	\$1,108,329
14	\$97,664	\$0	\$97,664	\$1,205,993
15	\$99,617	\$0	\$99,617	\$1,305,611
16	\$0	\$0	\$0	\$1,305,611
17	\$0	\$0	\$0	\$1,305,611
18	\$0	\$0	\$0	\$1,305,611
19	\$0	\$0	\$0	\$1,305,611
20	\$0	\$0	\$0	\$1,305,611
Total	\$1,305,611	\$0	\$1,305,611	

Fiscal Impact: SW Cass Water Resource District - Existing

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: SW Cass Water Resource District - Existing

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after Abated
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	
1	\$1,715	\$0	\$14,649	\$0	\$16,365
2	\$1,749	\$0	\$14,942	\$0	\$16,692
3	\$1,784	\$0	\$15,241	\$0	\$17,026
4	\$1,820	\$0	\$15,546	\$0	\$17,366
5	\$1,856	\$0	\$15,857	\$0	\$17,713
6	\$1,894	\$0	\$16,174	\$0	\$18,068
7	\$1,931	\$0	\$16,498	\$0	\$18,429
8	\$1,970	\$0	\$16,828	\$0	\$18,798
9	\$2,010	\$0	\$17,164	\$0	\$19,174
10	\$2,050	\$0	\$17,507	\$0	\$19,557
11	\$2,091	\$0	\$17,858	\$0	\$19,948
12	\$2,133	\$0	\$18,215	\$0	\$20,347
13	\$2,175	\$0	\$18,579	\$0	\$20,754
14	\$2,219	\$0	\$18,951	\$0	\$21,169
15	\$2,263	\$0	\$19,330	\$0	\$21,593
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$29,660	\$0	\$253,338	\$0	\$282,998

Fiscal Impact: SW Cass Water Resource District - Existing

Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$16,365	\$0	\$16,365	\$16,365
2	\$16,692	\$0	\$16,692	\$33,056
3	\$17,026	\$0	\$17,026	\$50,082
4	\$17,366	\$0	\$17,366	\$67,448
5	\$17,713	\$0	\$17,713	\$85,162
6	\$18,068	\$0	\$18,068	\$103,229
7	\$18,429	\$0	\$18,429	\$121,658
8	\$18,798	\$0	\$18,798	\$140,456
9	\$19,174	\$0	\$19,174	\$159,630
10	\$19,557	\$0	\$19,557	\$179,187
11	\$19,948	\$0	\$19,948	\$199,135
12	\$20,347	\$0	\$20,347	\$219,482
13	\$20,754	\$0	\$20,754	\$240,237
14	\$21,169	\$0	\$21,169	\$261,406
15	\$21,593	\$0	\$21,593	\$282,998
16	\$0	\$0	\$0	\$282,998
17	\$0	\$0	\$0	\$282,998
18	\$0	\$0	\$0	\$282,998
19	\$0	\$0	\$0	\$282,998
20	\$0	\$0	\$0	\$282,998
Total	\$282,998	\$0	\$282,998	

Fiscal Impact: Weed, Vector, Soil, & Other - Existing

Property tax collections on new residential property

Year	New Residential Property Tax Collections
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
11	\$0
12	\$0
13	\$0
14	\$0
15	\$0
16	\$0
17	\$0
18	\$0
19	\$0
20	\$0
Total	\$0

Fiscal Impact: Weed, Vector, Soil, & Other - Existing

Property tax collections on the Project's Real Property

Year	<u>Land</u>		<u>Buildings &amp; Other Real Property Improvements</u>		Total Real Property Taxes Collected after
	Taxes Collected	Taxes Abated	Taxes Collected	Taxes Abated	Abated
1	\$566	\$0	\$4,836	\$0	\$5,402
2	\$578	\$0	\$4,933	\$0	\$5,510
3	\$589	\$0	\$5,031	\$0	\$5,621
4	\$601	\$0	\$5,132	\$0	\$5,733
5	\$613	\$0	\$5,235	\$0	\$5,848
6	\$625	\$0	\$5,339	\$0	\$5,965
7	\$638	\$0	\$5,446	\$0	\$6,084
8	\$650	\$0	\$5,555	\$0	\$6,206
9	\$663	\$0	\$5,666	\$0	\$6,330
10	\$677	\$0	\$5,780	\$0	\$6,456
11	\$690	\$0	\$5,895	\$0	\$6,585
12	\$704	\$0	\$6,013	\$0	\$6,717
13	\$718	\$0	\$6,133	\$0	\$6,851
14	\$732	\$0	\$6,256	\$0	\$6,988
15	\$747	\$0	\$6,381	\$0	\$7,128
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
Total	\$9,791	\$0	\$83,632	\$0	\$93,424



Fiscal Impact: Weed, Vector, Soil, & Other - Existing

Net Benefits

Year	Benefits	Costs	Net Benefits	Cumulative Net Benefits
1	\$5,402	\$0	\$5,402	\$5,402
2	\$5,510	\$0	\$5,510	\$10,913
3	\$5,621	\$0	\$5,621	\$16,533
4	\$5,733	\$0	\$5,733	\$22,266
5	\$5,848	\$0	\$5,848	\$28,114
6	\$5,965	\$0	\$5,965	\$34,078
7	\$6,084	\$0	\$6,084	\$40,162
8	\$6,206	\$0	\$6,206	\$46,368
9	\$6,330	\$0	\$6,330	\$52,697
10	\$6,456	\$0	\$6,456	\$59,153
11	\$6,585	\$0	\$6,585	\$65,739
12	\$6,717	\$0	\$6,717	\$72,456
13	\$6,851	\$0	\$6,851	\$79,307
14	\$6,988	\$0	\$6,988	\$86,296
15	\$7,128	\$0	\$7,128	\$93,424
16	\$0	\$0	\$0	\$93,424
17	\$0	\$0	\$0	\$93,424
18	\$0	\$0	\$0	\$93,424
19	\$0	\$0	\$0	\$93,424
20	\$0	\$0	\$0	\$93,424
Total	\$93,424	\$0	\$93,424	