

A DECLARATORY RESOLUTION designating an "Economic Revitalization Area" under I.C. 6-1.1-12.1 for property commonly known as 888 Harrison Street, Fort Wayne, Indiana 46802 (Ash Financial Campus, LLC/Ash Brokerage Corporation)

WHEREAS, Petitioner has duly filed its petition dated February 11, 2015 to have the following described property designated and declared an "Economic Revitalization Area" under Sections 153.13-153.24 of the Municipal Code of the City of Fort Wayne, Indiana, and I.C. 6-1.1-12.1, to wit:

Attached hereto as "Exhibit A" as if a part herein;
and

WHEREAS, said project will create 51 full-time, permanent jobs for a total new, annual payroll of \$1,272,250.00, with the average new annual job salary being \$24,946 and retain 239 full-time, permanent jobs for a total current annual payroll of \$13,500,552.69, with the average current, annual job salary being \$56,487.67; and

WHEREAS, the total estimated project cost is \$27,250,000; and

WHEREAS, it appears the said petition should be processed to final determination in accordance with the provisions of said Division 6.

NOW, THEREFORE, BE IT RESOLVED BY THE COMMON COUNCIL OF THE CITY OF FORT WAYNE, INDIANA:

SECTION 1. That, subject to the requirements of Section 6, below, the property hereinabove described is hereby designated and declared an "Economic Revitalization Area" under I.C. 6-1.1-12.1. Said designation shall begin upon the effective date of the Confirming Resolution referred to in Section 6 of this Resolution and shall terminate on December 31, 2016, unless otherwise automatically extended in five year increments per I.C. 6-1.1-12.1-9.

SECTION 2. That, upon adoption of the Resolution:

- (a) Said Resolution shall be filed with the Allen County Assessor;
- (b) Said Resolution shall be referred to the Committee on Finance requesting a recommendation from said committee concerning the advisability of designating the above area an "Economic Revitalization Area";
- (c) Common Council shall publish notice in accordance with I.C. 6-1.1-12.1-2.5 and I.C. 5-3-1 of the adoption and substance of this resolution and setting this designation as an "Economic Revitalization Area" for public hearing;

1 **SECTION 3.** That, said designation of the hereinabove described property as an
2 "Economic Revitalization Area" shall apply to both a deduction of the assessed value of real
3 estate and personal property for information technology equipment.

4 **SECTION 4.** That, the estimate of the number of individuals that will be employed
5 or whose employment will be retained and the estimate of the annual salaries of those
6 individuals and the estimate of the value of redevelopment or rehabilitation and the estimate
7 of the value of new information technology equipment, all contained in Petitioner's Statement
8 of Benefits, are reasonable and are benefits that can be reasonably expected to result from
9 the proposed described redevelopment or rehabilitation and from the installation of new
10 information technology equipment.

11 **SECTION 5.** That, the current year approximate tax rates for taxing units within
12 the City would be:

- 13 (a) If the proposed development does not occur, the approximate current year tax
14 rates for this site would be \$3.3065/\$100.
15 (b) If the proposed development does occur and no deduction is granted, the
16 approximate current year tax rate for the site would be \$3.3065/\$100 (the
17 change would be negligible).
18 (c) If the proposed development occurs and a deduction percentage of fifty percent
19 (50%) is assumed, the approximate current year tax rate for the site would be
20 \$3.3065/\$100 (the change would be negligible).
21 (d) If the proposed new information technology equipment is not installed, the
22 approximate current year tax rates for this site would be \$3.3065/\$100.
23 (e) If the proposed new information technology equipment is installed and no
24 deduction is granted, the approximate current year tax rate for the site would be
25 \$3.3065/\$100 (the change would be negligible).
26 (f) If the proposed new information technology equipment is installed and a
27 deduction percentage of eighty percent (80%) is assumed, the approximate
28 current year tax rate for the site would be \$3.3065/\$100 (the change would be
29 negligible).

30 **SECTION 6.** That, this Resolution shall be subject to being confirmed, modified
and confirmed, or rescinded after public hearing and receipt by Common Council of the
above described recommendations and resolution, if applicable.

SECTION 7. That, pursuant to I.C. 6-1.1-12.1, it is hereby determined that the
deduction from the assessed value of the real property shall be for a period of ten years, and
the deduction from the assessed value of the new information technology equipment shall be
for a period of seven years.

SECTION 8. The deduction schedule from the assessed value of the real property pursuant to I.C. 6-1.1-12.1-17 shall look like this:

Year of Deduction	Percentage
1	100%
2	95%
3	80%
4	65%
5	50%
6	40%
7	30%
8	20%
9	10%
10	5%

SECTION 9. The deduction schedule from the assessed value of new information technology equipment pursuant to I.C. 6-1.1-12.1-17 shall look like this:

Year of Deduction	Percentage
1	100%
2	85%
3	71%
4	57%
5	43%
6	29%
7	14%

SECTION 10. That, the benefits described in the Petitioner's Statement of Benefits can be reasonably expected to result from the project and are sufficient to justify the applicable deductions.

SECTION 11. That, the taxpayer is non-delinquent on any and all property tax due to jurisdictions within Allen County, Indiana.

SECTION 12. That, pursuant to I.C. 6-1.1-12.1-12 et al, any property owner that has received a deduction under section 3 or 4.5 of this chapter may be required to repay the deduction amount as determined by the county auditor in accordance with section 12 of said chapter if the property owner ceases operations at the facility for which the deduction was granted and if the Common Council finds that the property owner obtained the deduction by

1 intentionally providing false information concerning the property owner's plans to continue
2 operation at the facility.

3 **SECTION 13.** That, this Resolution shall be in full force and effect from and after
4 its passage and any and all necessary approval by the Mayor.

5 _____
6 Member of Council

7 APPROVED AS TO FORM AND LEGALITY

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10 _____
11 Carol Helton, City Attorney
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CITY OF FT WAYNE

FEB 11 2015

03/2013

COMMUNITY DEVL.



ECONOMIC REVITALIZATION AREA APPLICATION

CITY OF FORT WAYNE, INDIANA

APPLICATION IS FOR: (Check appropriate box(es))

- ☒ Real Estate Improvements
☒ Personal Property Improvements
☐ Vacant Commercial or Industrial Building

Total cost of real estate improvements:	\$26,500,000.00
Total cost of manufacturing equipment improvements:	\$0.00
Total cost of research and development equipment improvements:	\$0.00
Total cost of logistical distribution equipment improvements:	\$0.00
Total cost of information technology equipment improvements:	\$750,000.00
TOTAL OF ABOVE IMPROVEMENTS:	\$27,250,000.00

GENERAL INFORMATION

Real property taxpayer's name: Ash Financial Campus, LLC
 Personal property taxpayer's name: Ash Brokerage Corporation
 Telephone number: (260) 434-9745
 Address listed on tax bill: Not designated yet
 Name of company to be designated, if applicable: Ash Brokerage Corporation ("Ash")
 Year company was established: 1971
 Address of property to be designated: Not designated yet
 Real estate property identification number: 02-12-02-452-013.000-074
 Contact person name: Andrew D. Boxberger
 Contact person telephone number: (260) 423-9411 Contact person Email: aboxberger@carsonboxberger.com
 Contact person address: 301 W. Jefferson Blvd., Ste. 200, Fort Wayne, IN 46802

List company officer and/or principal operating personnel

NAME	TITLE	ADDRESS	PHONE NUMBER
Timothy E. Ash	President	7609 W. Jefferson Blvd., Fort Wayne, IN 46804	(260) 440-8185
James D. Ash	Vice President	7609 W. Jefferson Blvd., Fort Wayne, IN 46804	(260) 440-8185
Gary G. Schaefer	Vice President	7609 W. Jefferson Blvd., Fort Wayne, IN 46804	(260) 440-8185
Jason E. Grover	Vice President	7609 W. Jefferson Blvd., Fort Wayne, IN 46804	(260) 440-8185
Joseph A. Svitek	Chief Financial Officer	7609 W. Jefferson Blvd., Fort Wayne, IN 46804	(260) 434-9745

03/2013

List all persons or firms having ownership interest in the applicant business and the percentage each holds:

NAME	PERCENTAGE
Ash Financial Holdings Group, Inc.	100.00%

- ☐ Yes ☒ No Are any elected officials shareholders or holders of any debt obligation of the applicant or operating business? If yes, who? (name/title) _____
- ☒ Yes ☐ No Is the property for which you are requesting ERA designation totally within the corporate limits of the City of Fort Wayne?
- ☐ Yes ☒ No Do you plan to request state or local assistance to finance public improvements?
- ☒ Yes ☐ No Is the property for which you are requesting ERA designation located in an Economic Development Target Area (EDTA)? (see attached map for current areas)
- ☐ Yes ☒ No Does the company's business include a retail component? If yes, answer the following questions:
- What percentage of floor space will be utilized for retail activities? _____
- What percentage of sales is made to the ultimate customer? _____
- What percentage of sales will be from service calls? _____

What is the percentage of clients/customers served that are located outside of Allen County? >95% _____

What is the company's primary North American Industrial Classification Code (NAICS)? 524210 _____

Describe the nature of the company's business, product, and/or service: Ash is an insurance brokerage general agency providing Life Insurance, Long Term Care and Disability Insurance products and services as well as Annuity products and services. _____

Dollar amount of annual sales for the last three years:

Year	Annual Sales
2013	\$71,200,000
2012	\$67,900,000
2011	\$62,700,000

03/2013

List the company's three largest customers, their locations and amount of annual gross sales:

Customer Name	City/State	Annual Gross Sales
Given the nature of Ash's	business, this information must	be kept confidential.

List the company's three largest material suppliers, their locations and amount of annual purchases:

Supplier Name	City/State	Annual Gross Purchases
Not Applicable		

List the company's top three competitors:

Competitor Name	City/State
Crump Life Insurance Services, Inc. ("Crump")	Roseland, New Jersey
Besides Ash and Crump, the insurance brokerage	general agency market is largely
fragmented and includes multiple smaller competitors.	

Describe the product or service to be produced or offered at the project site:

Life Insurance, Long Term Care and Disability Insurance products and services as well as
Annuity products and services.

In order to be considered an Economic Revitalization Area (ERA), the area must be within the corporate limits of the City of Fort Wayne and must have become undesirable for, or impossible of, normal development and occupancy because of a lack of development, cessation of growth, deterioration of improvements or character of occupancy, age, obsolescence, substandard buildings, or other factors which have impaired values or prevent a normal development of property or use of property. It also includes any area where a facility or group of facilities that are technologically, economically, or energy obsolete is located and where the obsolescence may lead to a decline in employment and tax revenues.

How does the property for which you are requesting designation meet the above definition of an ERA?

The location is within the corporate limits of the City of Fort Wayne. The location is undesirable for normal development and occupancy because it is undeveloped land. The investments being made are necessary to facilitate the service to be offered at the site.

REAL PROPERTY INFORMATION

Complete this section of the application if you are requesting a deduction from assessed value for real property improvements.

Describe any structure(s) that is/are currently on the property: There are no completed structures on the lot.

Describe the condition of the structure(s) listed above: There are no completed structures on the lot.

Describe the improvements to be made to the property to be designated for tax phase-in purposes: _____
Construction of an approximately 116,000 square foot mixed use Class A retail and office building.

Projected construction start (month/year): Estimated April/2015

Projected construction completion (month/year): Estimated April/2016

☐ Yes ☒ No Will construction result in Leadership in Energy and Environmental Design (LEED) certification by the U.S. Green Building Council?

☐ Yes ☒ No Will construction use techniques to minimize impact on combined sewer overflows? (i.e. rain gardens, bio swales, etc.)

PERSONAL PROPERTY INFORMATION

Complete this section of the application if you are requesting a deduction from assessed value of new manufacturing, research and development, logistical distribution or information technology equipment.

List below the equipment for which you are seeking an economic revitalization area designation.

Manufacturing equipment must be used in the direct production, manufacture, fabrication, assembly, extraction, mining, processing, refining, or finishing of other tangible personal property at the site to be designated. Research and development equipment consists of laboratory equipment, research and development equipment, computers and computer software, telecommunications equipment or testing equipment used in research and development activities devoted directly and exclusively to experimental or laboratory research and development for new products, new uses of existing products, or improving or testing existing products at the site to be designated. Logistical distribution equipment consists of racking equipment, scanning or coding equipment, separators, conveyors, fork lifts or lifting equipment, transitional moving equipment, packaging equipment, sorting and picking equipment, software for technology used in logistical distribution, is used for the storage or distribution of goods, services, or information. Information technology equipment consists of equipment, including software used in the fields of information processing, office automation, telecommunication facilities and networks, informatics, network administration, software development and fiber optics: (use additional sheets, if necessary)

Information technology equipment and software used for information processing and office automation; telecommunication facilities and networks, informatics, and network administration.

☐ Yes ☒ No Has the above equipment for which you are seeking a designation, ever before been used for any purpose in Indiana? If yes, was the equipment acquired at an arms length transaction from an entity not affiliated with the applicant? ☐ Yes ☐ No

☒ Yes ☐ No Will the equipment be leased?

Date first piece of equipment will be purchased (month/year): April 2016

Date last piece of equipment will be installed (month/year): February 2017

Please provide the depreciation schedule term for equipment under consideration for personal property tax phase-in: Information technology equipment, some new and some leased, will be installed on the premises.

It is unknown at this time which property will be purchased and which property will be leased, therefore depreciation schedules have not been generated.

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ELIGIBLE VACANT BUILDING INFORMATION

Complete this section of the application if you are requesting a deduction from the current assessed value of a vacant building

☐ Yes ☐ No Has the building for which you are seeking designation for tax phase-in been unoccupied for at least one year? Please provide evidence of occupation. (i.e. certificate of occupancy, paid utility receipts, executed lease agreements)

Describe any structure(s) that is/are currently on the property: _____

Describe the condition of the structure(s) listed above: _____

Projected occupancy date (month/year): _____

Describe the efforts of the owner or previous owner in regards to selling, leasing or renting the eligible vacant building during the period the eligible vacant building was unoccupied including how much the building was offered for sale, lease, or rent by the owner or a previous owner during the period the eligible vacant building was unoccupied.

PUBLIC BENEFIT INFORMATION

EMPLOYMENT INFORMATION FOR FACILITY TO BE DESIGNATED

**ESTIMATE OF EMPLOYEES AND PAYROLL FOR FORT WAYNE
FACILITY REQUESTING ECONOMIC REVITALIZATION AREA DESIGNATION**

Please be specific on job descriptions. When listing the occupation codes, please avoid using the "Major Occupational Groupings" (i.e. 11-000, 13-000, 15-000, etc.) which are more general in nature. Instead, use specific occupation codes (i.e. 11-1021, 13-1081, 15-2041 etc) for each created and retained job. To fill out information on occupation and occupation code, use data available through Occupation Employment Statistics for Fort Wayne http://www.bls.gov/oes/current/oes_23060.htm

Current Full-Time Employment

Occupation	Occupation Code	Number of Jobs	Total Payroll
See attached.			

Retained Full-Time Employment

Occupation	Occupation Code	Number of Jobs	Total Payroll
See attached.			

Additional Full-Time Employment

Occupation	Occupation Code	Number of Jobs	Total Payroll
See attached.			

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PUBLIC BENEFIT INFORMATION

Current Part-Time or Temporary Jobs

Occupation	Occupation Code	Number of Jobs	Total Payroll
See attached.			

Retained Part-Time or Temporary Jobs

Occupation	Occupation Code	Number of Jobs	Total Payroll
See attached.			

Additional Part-Time or Temporary Jobs

Occupation	Occupation Code	Number of Jobs	Total Payroll
See attached.			

Check the boxes below if the existing jobs and the jobs to be created will provide the listed benefits:

- | | | |
|---|--|--|
| ☐ Pension Plan | ☒ Major Medical Plan | ☒ Disability Insurance |
| ☒ Tuition Reimbursement | ☒ Life Insurance | ☒ Dental Insurance |

List any benefits not mentioned above: 401(k) Plan for eligible employees with employer match

When will you reach the levels of employment shown above? (month/year): _____

	<u>Headcount</u>	<u>Total Payroll</u>	<u>Occupation Code</u>
12/31/2012	217	\$11,594,489.20	
12/31/2013	236	\$12,141,654.00	
12/31/2014 (current/retained)	239	\$13,500,552.69	

2015

Financial Analyst	1		13-1111
Ash Tech	2		43-4050
SOI/Industry Analyst	1		13-1161
Sr. Underwriter	1		13-2053
Contract Manager	1		11-3061
IT (infrastructure, app development/web)	2		15-1151
Marketing/Sales Support	1		11-2021
Annuity/PNA/Institutional/Ind. Sales	2		41-3020
	<u>250</u>	\$13,801,552.69	

2016

Ash Tech	8		43-4050
SOI/Industry Analyst	2		13-1161
Marketing/Sales Support	2		11-2021
Annuity/PNA/Institutional/Ind. Sales	2		41-3020
Property Manager	1		11-3011
IT (infrastructure, app development/web)	1		15-1151
	<u>266</u>	\$14,184,802.69	

2017

Ash Tech	5		43-4050
Financial Analyst/Accountant	1		13-1111
SOI/Industry Analyst	2		13-1161
Marketing/Sales Support	2		11-2021
Annuity/PNA/Institutional/Ind. Sales	2		41-3020
IT (infrastructure, app development/web)	1		15-1151
	<u>279</u>	\$14,512,302.69	

2018

Ash Tech	5		43-4050
SOI/Industry Analyst	2		13-1161
Annuity/PNA/Institutional/Ind. Sales	2		41-3020
Marketing/Sales Support	2		11-2021
	<u>290</u>	\$14,772,802.69	

REQUIRED ATTACHMENTS

The following must be attached to the application.

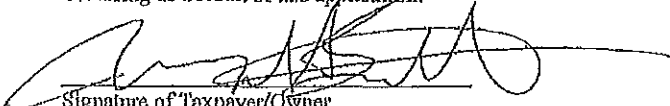
1. Statement of Benefits Form(s) (first page/front side completed)
2. Full legal description of property and a plat map identifying the property boundaries. (Property tax bill legal descriptions are not sufficient.) Should be marked as Exhibit A.
3. Check for non-refundable application fee made payable to the City of Fort Wayne.

ERA filing fee (either real or personal property improvements)	.1% of total project cost not to exceed \$500
ERA filing fee (both real and personal property improvements)	.1% of total project cost not to exceed \$750
ERA filing fee (vacant commercial or industrial building)	\$500
ERA filing fee in an BDTA	\$100
Amendment to extend designation period	\$300
Waiver of non compliance with ERA filing	\$500 + ERA filing fee
4. Owner's Certificate (if applicant is not the owner of property to be designated)
Should be marked as Exhibit B if applicable.

CERTIFICATION

I, as the legal taxpayer and/or owner, hereby certify that all information and representations made on this application and its attached exhibits are true and complete and that neither an Improvement Location Permit nor a Structural Permit has been filed for construction of improvements, nor has any manufacturing, research and development, logistical distribution or information technology equipment which is a part of this application been purchased and installed as of the date of filing of this application. I also certify that the taxpayer is not delinquent on any and all property tax due to taxing jurisdictions within Allen County, Indiana. I understand that any incorrect information on this application may result in a rescission of any tax phase-ins which I may receive.

I understand that I must file a correctly completed Compliance with Statement of Benefits Form (CF-1/Real Property for real property improvements and CF-1/PP for personal property improvements) and the Public Benefit Annual Update with the City of Fort Wayne Community Development Division in each year in which I receive a deduction. Further the CF-1/PP form must be filed with the county assessor and the CF-1/Real Property must be filed with the county auditor. Failure to file the CF-1 form with these agencies may result in a rescission of any tax phase-in occurring as a result of this application.


Signature of Taxpayer/Owner

Joseph A. Svitek, Chief Financial Officer

Printed Name and Title of Applicant

Date

2/5/15


**STATEMENT OF BENEFITS
REAL ESTATE IMPROVEMENTS**

State Form 51767 (R6 / 10-14)

Prescribed by the Department of Local Government Finance

FEB 11 2015

apw

2015 PAY 2016

FORM SB-1 / Real Property

PRIVACY NOTICE

Any information concerning the cost of the property and specific salaries paid to individual employees by the property owner is confidential per IC 6-1.1-12.1-5.1.

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

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

INSTRUCTIONS:

1. This statement must be submitted to the body designating the Economic Revitalization Area prior to the public hearing if the designating body requires information from the applicant in making its decision about whether to designate an Economic Revitalization Area. Otherwise, this statement must be submitted to the designating body **BEFORE** the redevelopment or rehabilitation of real property for which the person wishes to claim a deduction.
2. The statement of benefits form must be submitted to the designating body and the area designated an economic revitalization area before the initiation of the redevelopment or rehabilitation for which the person desires to claim a deduction.
3. To obtain a deduction, a Form 322/RE must be filed with the County Auditor before May 10 in the year in which the addition to assessed valuation is made or not later than thirty (30) days after the assessment notice is mailed to the property owner if it was mailed after April 10. A property owner who failed to file a deduction application within the prescribed deadline may file an application between March 1 and May 10 of a subsequent year.
4. A property owner who files for the deduction must provide the County Auditor and designating body with a Form CF-1/Real Property. The Form CF-1/Real Property should be attached to the Form 322/RE when the deduction is first claimed and then updated annually for each year the deduction is applicable. IC 6-1.1-12.1-5.1(b)
5. For a Form SB-1/Real Property that is approved after June 30, 2013, the designating body is required to establish an abatement schedule for each deduction allowed. For a Form SB-1/Real Property that is approved prior to July 1, 2013, the abatement schedule approved by the designating body remains in effect. IC 6-1.1-12.1-17

SECTION 1 TAXPAYER INFORMATION					
Name of taxpayer Ash Financial Campus, LLC					
Address of taxpayer (number and street, city, state, and ZIP code) 7609 W. Jefferson Blvd., Fort Wayne, IN 46804					
Name of contact person Joseph A. Svitek		Telephone number (260) 434-9745		E-mail address joe.svitek@ashbrokerage.com	
SECTION 2 LOCATION AND DESCRIPTION OF PROPOSED PROJECT					
Name of designating body Fort Wayne Common Council				Resolution number	
Location of property 800 Blk S Harrison St		County Allen		DLGF taxing district number 074	
Description of real property improvements, redevelopment, or rehabilitation (use additional sheets if necessary) Approximately 116,000 square foot mixed use Class A retail and office building.				Estimated start date (month, day, year) April 15, 2015	
				Estimated completion date (month, day, year) April 15, 2016	
SECTION 3 ESTIMATE OF EMPLOYEES AND SALARIES AS RESULT OF PROPOSED PROJECT					
Current number 239.00	Salaries \$13,500,552.69	Number retained 239.00	Salaries \$13,500,552.69	Number additional 51.00	Salaries \$1,272,250.00
SECTION 4 ESTIMATED TOTAL COST AND VALUE OF PROPOSED PROJECT					
		REAL ESTATE IMPROVEMENTS			
		COST		ASSESSED VALUE	
Current values		108,200.00		108,200.00	
Plus estimated values of proposed project		26,500,000.00		26,500,000.00	
Less values of any property being replaced		0.00		0.00	
Net estimated values upon completion of project		26,608,200.00		26,608,200.00	
SECTION 5 WASTE CONVERTED AND OTHER BENEFITS PROMISED BY THE TAXPAYER					
Estimated solid waste converted (pounds) 0.00			Estimated hazardous waste converted (pounds) 0.00		
Other benefits					
SECTION 6 TAXPAYER CERTIFICATION					
I hereby certify that the representations in this statement are true.					
Signature of authorized representative 				Date signed (month, day, year) February 11, 2015	
Printed name of authorized representative Andrew D. Boxberger				Title Attorney	



STATEMENT OF BENEFITS PERSONAL PROPERTY

State Form 51764 (R3 / 12-13)

Prescribed by the Department of Local Government Finance

CITY OF FT WAYNE

FEB 11 2015

COMMUNITY DEV

FORM SB-1 / PP

PRIVACY NOTICE

Any information concerning the cost of the property and specific salaries paid to individual employees by the property owner is confidential per IC 6-1.1-12.1-5.1.

INSTRUCTIONS

1. This statement must be submitted to the body designating the Economic Revitalization Area prior to the public hearing if the designating body requires information from the applicant in making its decision about whether to designate an Economic Revitalization Area. Otherwise this statement must be submitted to the designating body **BEFORE** a person installs the new, manufacturing equipment and/or research and development equipment, and/or logistical distribution equipment and/or information technology equipment for which the person wishes to claim a deduction.
2. The statement of benefits form must be submitted to the designating body and the area designated an economic revitalization area before the installation of qualifying abatable equipment for which the person desires to claim a deduction.
3. To obtain a deduction, a person must file a certified deduction schedule with the person's personal property return on a certified deduction schedule (Form 103-ERA) with the township assessor of the township where the property is situated or with the county assessor if there is no township assessor for the township. The 103-ERA must be filed between March 1 and May 15 of the assessment year in which new manufacturing equipment and/or research and development equipment and/or logistical distribution equipment and/or information technology equipment is installed and fully functional, unless a filing extension has been obtained. A person who obtains a filing extension must file the form between March 1 and the extended due date of that year.
4. Property owners whose Statement of Benefits was approved, must submit Form CF-1/PP annually to show compliance with the Statement of Benefits. (IC 6-1.1-12.1-5.6)
5. For a Form SB-1/PP that is approved after June 30, 2013, the designating body is required to establish an abatement schedule for each deduction allowed. For a Form SB-1/PP that is approved prior to July 1, 2013, the abatement schedule approved by the designating body remains in effect. (IC 6-1.1-12.1-17)

SECTION 1		TAXPAYER INFORMATION						
Name of taxpayer Ash Brokerage Corporation		Name of contact person Joseph A. Svitek						
Address of taxpayer (number and street, city, state, and ZIP code) 7609 W. Jefferson Blvd., Fort Wayne, IN 46804		Telephone number (260) 434-9745						
SECTION 2		LOCATION AND DESCRIPTION OF PROPOSED PROJECT						
Name of designating body Fort Wayne Common Council		Resolution number (s)						
Location of property 800 Blk S Harrison St		County Allen	DLGF taxing district number 074					
Description of manufacturing equipment and/or research and development equipment and/or logistical distribution equipment and/or information technology equipment. (Use additional sheets if necessary.) Information technology equipment and software used for information processing and office automation; telecommunication facilities and networks, informatics, and network administration.		ESTIMATED						
		START DATE	COMPLETION DATE					
		Manufacturing Equipment						
		R & D Equipment						
		Logist Dist Equipment						
IT Equipment	04/15/2016	12/31/2016						
SECTION 3		ESTIMATE OF EMPLOYEES AND SALARIES AS RESULT OF PROPOSED PROJECT						
Current number 239	Salaries \$13,500,552.69	Number retained 239	Salaries \$13,500,552.69	Number additional 51	Salaries \$1,272,250.00			
SECTION 4		ESTIMATED TOTAL COST AND VALUE OF PROPOSED PROJECT						
NOTE: Pursuant to IC 6-1.1-12.1-5.1 (d) (2) the COST of the property is confidential.	MANUFACTURING EQUIPMENT		R & D EQUIPMENT		LOGIST DIST EQUIPMENT		IT EQUIPMENT	
	COST	ASSESSED VALUE	COST	ASSESSED VALUE	COST	ASSESSED VALUE	COST	ASSESSED VALUE
Current values							0	0
Plus estimated values of proposed project							750,000	750,000
Less values of any property being replaced							0	0
Net estimated values upon completion of project							750,000	750,000
SECTION 5		WASTE CONVERTED AND OTHER BENEFITS PROMISED BY THE TAXPAYER						
Estimated solid waste converted (pounds) 0		Estimated hazardous waste converted (pounds) 0						
Other benefits:								
SECTION 6		TAXPAYER CERTIFICATION						
I hereby certify that the representations in this statement are true.								
Signature of authorized representative 		Date signed (month, day, year) February 11, 2015						
Printed name of authorized representative Andrew D. Boxberger		Title Attorney						

EXHIBIT A

LEGAL DESCRIPTION OF ASH SITE

Lots 492 through 494 and Lots 509 through 511 in The West Part of Hanna's Addition to Fort Wayne, together with the vacated alley lying adjacent to said Lots, according to the plat thereof as originally recorded in Deed Record C, page 525 and reprinted in Plat Record 0, page 116 in the Office of the Recorder of Allen County, Indiana, more particularly described as follows:

BEGINNING at the Southeasterly corner of Lot 492 in said West Part of Hanna's Addition to Fort Wayne; thence Southwesterly on the Southerly line thereof and continuing on the Southerly line of said Lot 493 and Lot 494, a distance of 180.00 feet to the Southwesterly corner of said Lot 494; thence Northwesterly on the Westerly line of said Lot 494 and continuing on the Westerly line of said Lot 509, by deflection angle to the right of 89 degrees 59 minutes 01 second from the previously described course, a distance of 314.00 feet to the Northwesterly corner of said Lot 509; thence Northeasterly on the Northerly line of said Lot 509 and continuing on the Northerly line of said Lot 510 and Lot 511, by a deflection angle to the right of 90 degrees 00 minutes 59 seconds from the previously described course, a distance of 180.00 feet to the Northeasterly corner of said Lot 511; thence Southeasterly on the Easterly line of said Lot 511 and continuing on the Easterly line of said Lot 492, by a deflection angle to the right of 89 degrees 59 minutes 01 second from the previously described course, a distance of 314.00 feet to the point of beginning, containing 56,520.00 square feet, or 1.298 acres, more or less.





Allen County

Although strict accuracy standards have been employed in the compilation of this map, Allen County does not warrant or guarantee the accuracy of the information contained herein and disclaims any and all liability resulting from any error or omission in this map.

© 2004 Board of Commissioners of the County of Allen
North American Datum 1983
State Plane Coordinate System, Indiana East



Date: 2/5/2015 1" = 83'

Admn. Appr. _____

DIGEST SHEET

TITLE OF ORDINANCE: **Declaratory Resolution**

DEPARTMENT REQUESTING ORDINANCE: **Community Development Division**

SYNOPSIS OF ORDINANCE: **Ash Financial Campus, LLC/Ash Brokerage Corporation is requesting the designation of an Economic Revitalization Area for both real and personal property improvements in the amount of \$27,250,000. In order to expand, Ash Financial Campus, LLC/Ash Brokerage Corporation will construct an approximately 116,000 square foot mixed use Class A retail and office building downtown.**

EFFECT OF PASSAGE: **Constructing the new retail and office building will allow Ash Financial Campus, LLC/Ash Brokerage to develop a key block of downtown Fort Wayne which is currently a parking lot. Fifty-one full-time jobs will be created.**

EFFECT OF NON-PASSAGE: **Potential loss of development and fifty-one full-time jobs.**

MONEY INVOLVED (DIRECT COSTS, EXPENDITURES, SAVINGS): **No expenditures of public funds required.**

ASSIGNED TO COMMITTEE (PRESIDENT): **Thomas Didier and Russ Jehl**

MEMORANDUM



TO: City Council

FROM: Adam Welch, Economic Development Specialist

DATE: February 17, 2015

RE: Request for designation by Ash Financial Campus, LLC/Ash Brokerage Corporation as an ERA for real and personal property improvements

BACKGROUND

PROJECT ADDRESS:	888 Harrison Street	PROJECT LOCATED WITHIN:	Economic Development Target Area, Economic Development District 5
PROJECT COST:	\$ 27,250,000	COUNCILMANIC DISTRICT:	5

COMPANY PRODUCT OR SERVICE:	Ash Brokerage Corporation is an insurance brokerage general agency providing life insurance, long term care and disability insurance products and services, and annuity products and services.
PROJECT DESCRIPTION:	Ash Brokerage Corporation will construct an approximately 116,000 square foot mixed use Class A retail and office building.

CREATED

RETAINED

JOBS CREATED (FULL-TIME):	51	JOBS RETAINED (FULL-TIME):	239
JOBS CREATED (PART-TIME):	0	JOBS RETAINED (PART-TIME):	0
TOTAL NEW PAYROLL:	\$1,272,250	TOTAL RETAINED PAYROLL:	\$13,500,553
AVERAGE SALARY (FULL-TIME NEW):	\$24,946	AVERAGE SALARY (FULL-TIME RETAINED):	\$56,488

COMMUNITY BENEFIT REVIEW

Yes ☒ No ☐ N/A ☐

Project will encourage vacant or under-utilized land appropriate for commercial or industrial use?

Yes ☒ No ☐ N/A ☐

Real estate to be designated is consistent with land use policies of the City of Fort Wayne?

Explain: Property to be designated is zoned DC; Downtown Core. Use of property is consistent with the land use policies of the City of Fort Wayne.

Yes ☐ No ☒ N/A ☐

Project encourages the improvement or replacement of a deteriorated or obsolete structure?

Yes ☒ No ☐ N/A ☐

Project encourages the improvement or replacement of obsolete manufacturing and/or research and development and/or information technology and/or logistical distribution equipment?

Yes ☐ No ☒ N/A ☐

Project will result in significant conversion of solid waste or hazardous waste into energy or other useful products?

Yes ☐ No ☒ N/A ☐

Project encourages preservation of an historically or architecturally significant structure?

Yes ☐ No ☒ N/A ☐

Construction will result in Leadership in Energy and Environmental Design (LEED) certification by the U.S. Green Building Council?

Yes ☐ No ☒ N/A ☐

Construction will use techniques to minimize impact on combined sewer overflows? (i.e. rain gardens, bio swales, etc.)

Yes ☒ No ☐ N/A ☐

ERA designation induces employment opportunities for Fort Wayne area residents?

Yes ☒ No ☐ N/A ☐

Taxpayer is NOT delinquent on any or all property tax due to any taxing jurisdiction within Allen County.

POLICY

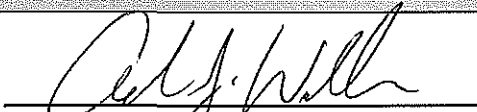
Per the policy of the City of Fort Wayne, the following guidelines apply to this project:

1. The period of deduction for real property is ten years.
2. The period of deduction for personal property is seven years.

The project is located in an Economic Development Target Area, thus, under Fort Wayne Common Council's tax phase-in policies and procedures, Ash Financial Campus, LLC/Ash Brokerage Corporation is eligible for a ten year deduction on real property improvements. The project is also eligible for a seven year deduction on personal property improvements. Attached is a spreadsheet that shows how the application scored under the review system. Also attached is an estimate of the taxes saved and paid over the length of the ten year deduction schedule.

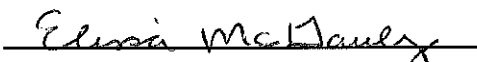
COMMENTS

Signed:



 Economic Development Specialist

Reviewed:



 Economic Development Specialist

COMMUNITY DEVELOPMENT DIVISION

Personal Property Abatements

Tax Abatement Review System

	Points Possible	Points Awarded
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INVESTMENT (30 points possible)

Total new investment in equipment

Over \$5,000,000	10	
\$1,000,000 to \$4,999,999	8	
\$500,000 to \$999,999	6	6
\$0 to \$499,999	4	

Investment per employee (both jobs created and retained)

\$35,000 or more	10	
\$18,500 to \$34,999	8	
\$6,250 to \$18,499	6	
\$1,250 to \$6,249	4	4
less than \$1,250	2	

Estimated local income taxes generated from jobs retained

\$80,000 or more	5	5
\$30,000 to \$79,999	4	
\$10,000 to \$29,999	3	
\$5,000 to \$9,999	2	
less than \$5,000	1	

Estimated local income taxes generated from jobs created (Double points for start-up)

\$30,000 or more	5	
\$10,000 to \$29,999	4	4
\$5,000 to \$9,999	3	
\$3,000 to \$4,999	2	
less than \$3,000	1	

ECONOMIC BASE (20 points possible)

Location Quotient in designated Occupation Code (use majority Occupation Code of all created and retained jobs) Greater than 1.0

5

Estimated Percent of Business done outside

Allen County

Greater than 75%	15	15
50% to 74%	10	
25% to 49%	5	

JOBS (20 points possible)

Total number of permanent jobs retained

Over 250	10	
100 to 249	8	8
50 to 99	6	
25 to 49	4	
10 to 24	2	
1 to 9	1	

Total number of permanent jobs created (Double for start-up)

Over 100	10	
50-99	8	8
25-49	6	
10-24	4	
1 to 9	2	

WAGES (20 points possible)

Median salary of the jobs created and/or retained

Over \$45,000	20	
\$40,000 to \$44,999	16	
\$35,000 to \$39,999	12	
\$30,000 to \$34,999	8	
\$25,000 to \$29,999	4	
under \$25,000	0	

BENEFITS (10 points possible)

Major Medical Plan	7	7
Pension, Tuition Reimbursement, Life Insurance, Dental Insurance, Disability Insurance,	3	3

SUSTAINABILITY

Construction uses green building techniques (ie LEED Certification)	5
Construction uses techniques to minimize impact on Combined Sewer Overflows (CSOs)	5

Total	60
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Length of Abatement

20 to 39 points - 3 year abatement
 40 to 59 points - 6 year abatement
 60 to 69 points - 7 year abatement
 70 to 100 points - 10 year abatement

* If Average annual salary of the full-time jobs created by listed occupation is 10% or greater than the average salary for Allen County using current occupational employment statistics, then the applicant is eligible for an alternate deduction schedule.

Personal Property Deduction Schedules	Alternative Deduction Personal Property Schedules
10 year	10 Year
Year 1: 100%	Year 1: 100%
Year 2: 90%	Year 2: 100%
Year 3: 80%	Year 3: 100%
Year 4: 70%	Year 4: 100%
Year 5: 60%	Year 5: 100%
Year 6: 50%	Year 6: 90%
Year 7: 40%	Year 7: 80%
Year 8: 30%	Year 8: 65%
Year 9: 20%	Year 9: 50%
Year 10: 10%	Year 10: 40%
Year 11: 0%	
7 year	7 Year
Year 1: 100%	Year 1: 100%
Year 2: 85%	Year 2: 100%
Year 3: 71%	Year 3: 100%
Year 4: 57%	Year 4: 100%
Year 5: 43%	Year 5: 100%
Year 6: 29%	Year 6: 71%
Year 7: 14%	Year 7: 43%
Year 8: 0%	
5 year	
Year 1: 100%	
Year 2: 80%	
Year 3: 60%	
Year 4: 40%	
Year 5: 20%	
Year 6: 0%	
3 year	
Year 1: 100%	
Year 2: 66%	
Year 3: 33%	
Year 4: 0%	

Real Property Abatements

Tax Abatement Review System

Points Possible	Points Awarded
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INVESTMENT (30 points possible)

Total new investment in real property (new structures and/or rehabilitation)

Over \$1,000,000	10	10
\$500,000 to \$999,999	8	
\$100,000 to \$499,999	6	
Under \$100,000	4	

Investment per employee (both jobs created and retained)

\$35,000 or more	10	10
\$18,500 to \$34,999	8	
\$6,250 to \$18,499	6	
\$1,250 to \$6,249	4	
less than \$1,250	2	

Estimated local income taxes generated from jobs retained

\$80,000 or more	5	5
\$30,000 to \$79,999	4	
\$10,000 to \$29,999	3	
\$5,000 to \$9,999	2	
less than \$5,000	1	

Estimated local income taxes generated from jobs created
(Double points for start-up)

\$30,000 or more	5	
\$10,000 to \$29,999	4	4
\$5,000 to \$9,999	3	
\$3,000 to \$4,999	2	
less than \$3,000	1	

ECONOMIC BASE (20 points possible)

Location Quotient in designated Occupation Code
(use majority Occupation Code of all created and retained jobs)
Greater than 1.0

5

Estimated Percent of Business done outside
Allen County

Greater than 75%	15	15
50% to 74%	10	
25% to 49%	5	

JOBS (20 points possible)

Total number of permanent jobs retained

Over 250	10	
100 to 249	8	8
50 to 99	6	
25 to 49	4	
10 to 24	2	
1 to 9	1	

Total number of permanent jobs created (Double for start-up)

Over 100	10	
50-99	8	8
25-49	6	
10-24	4	
1 to 9	2	

WAGES (20 points possible)

Median salary of the jobs created and/or retained

Over \$45,000	20	
\$40,000 to \$44,999	16	
\$35,000 to \$39,999	12	
\$30,000 to 34,999	8	
\$25,000 to \$29,999	4	
under \$25,000	0	

BENEFITS (10 points possible)

Major Medical Plan	7	7
Pension, Tuition Reimbursement, Life Insurance, Dental Insurance,		
Disability Insurance,	3	3

SUSTAINABILITY

Construction uses green building techniques (ie LEED Certification)	5
Construction uses techniques to minimize impact on Combined Sewer Overflows (CSOs)	5

Total	70
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Length of Abatement

20 to 39 points - 3 year abatement
40 to 59 points - 5 year abatement
60 to 69 points - 7 year abatement
70 to 100 points - 10 year abatement

* If Average annual salary of the full-time jobs created by listed occupation is 10% or greater than the average salary for Allen County using current occupational employment statistics, then the applicant is eligible for an alternate deduction schedule.

Real Property Deduction Schedules	Alternative Deduction Real Property Schedules
10 year	10 Year
Year 1: 100%	Year 1: 100%
Year 2: 95%	Year 2: 100%
Year 3: 80%	Year 3: 100%
Year 4: 65%	Year 4: 100%
Year 5: 50%	Year 5: 100%
Year 6: 40%	Year 6: 90%
Year 7: 30%	Year 7: 80%
Year 8: 20%	Year 8: 65%
Year 9: 10%	Year 9: 50%
Year 10: 5%	Year 10: 40%
Year 11: 0%	
7 year	7 Year
Year 1: 100%	Year 1: 100%
Year 2: 85%	Year 2: 100%
Year 3: 71%	Year 3: 100%
Year 4: 57%	Year 4: 100%
Year 5: 43%	Year 5: 100%
Year 6: 29%	Year 6: 71%
Year 7: 14%	Year 7: 43%
Year 8: 0%	
5 year	
Year 1: 100%	
Year 2: 80%	
Year 3: 60%	
Year 4: 40%	
Year 5: 20%	
Year 6: 0%	
3 year	
Year 1: 100%	
Year 2: 66%	
Year 3: 33%	
Year 4: 0%	

**POOL #2 FORT WAYNE COMMUNITY DEVELOPMENT DIVISION
TAX ABATEMENT - ESTIMATE OF SAVINGS**

PERSONAL PROPERTY TAX ABATEMENT - 7 yr Schedule

Year	True Cash Value	"Pool 2"	True Tax Value	Assessed Value	Tax Abatement %	Tax Paid %	Deduction	Taxable A V	Tax Rate	Tax Paid	Tax Saved
1	\$750,000	40%	\$300,000	\$300,000	100%	0%	\$300,000	\$0	0.033065	\$0	\$9,920
2	\$750,000	56%	\$420,000	\$420,000	85%	15%	\$357,000	\$63,000	0.033065	\$2,083	\$11,804
3	\$750,000	42%	\$315,000	\$315,000	71%	29%	\$223,650	\$91,350	0.033065	\$3,020	\$7,395
4	\$750,000	32%	\$240,000	\$240,000	57%	43%	\$136,800	\$103,200	0.033065	\$3,412	\$4,523
5	\$750,000	30%	\$225,000	\$225,000	43%	57%	\$96,750	\$128,250	0.033065	\$4,241	\$3,199
6	\$750,000	30%	\$225,000	\$225,000	29%	71%	\$65,250	\$159,750	0.033065	\$5,282	\$2,157
7	\$750,000	30%	\$225,000	\$225,000	14%	86%	\$31,500	\$193,500	0.033065	\$6,398	\$1,042
8	\$750,000	30%	\$225,000	\$225,000	0%	100%	\$0	\$225,000	0.033065	\$7,440	\$0
9	\$750,000	30%	\$225,000	\$225,000	0%	100%	\$0	\$225,000	0.033065	\$7,440	\$0
10	\$750,000	30%	\$225,000	\$225,000	0%	100%	\$0	\$225,000	0.033065	\$7,440	\$0
11	\$750,000	30%	\$225,000	\$225,000	0%	100%	\$0	\$225,000	0.033065	\$7,440	\$0
TOTAL TAX SAVED (10 yrs on 7 yr deduction)											<u>\$40,040</u>
TOTAL TAX PAID (10 yrs on 7 yr deduction)											<u>\$46,756</u>

NOTE: Above calculations assume a constant tax rate over the abatement period. Time value of money is not considered.

REAL PROPERTY TAX ABATEMENT - 10 yr Schedule

Year	Cash Value	True Tax Value	Assessed Value	Tax Abatement %	Tax Paid %	Deduction	Taxable AV	Tax Rate	Tax Paid	Tax Saved
1	\$26,500,000	\$26,500,000	\$26,500,000	100%	0%	\$26,500,000	\$0	0.033065	\$0	\$876,223
2	\$26,500,000	\$26,500,000	\$26,500,000	95%	5%	\$25,175,000	\$1,325,000	0.033065	\$43,811	\$832,411
3	\$26,500,000	\$26,500,000	\$26,500,000	80%	20%	\$21,200,000	\$5,300,000	0.033065	\$175,245	\$700,978
4	\$26,500,000	\$26,500,000	\$26,500,000	65%	35%	\$17,225,000	\$9,275,000	0.033065	\$306,678	\$569,545
5	\$26,500,000	\$26,500,000	\$26,500,000	50%	50%	\$13,250,000	\$13,250,000	0.033065	\$438,111	\$438,111
6	\$26,500,000	\$26,500,000	\$26,500,000	40%	60%	\$10,600,000	\$15,900,000	0.033065	\$525,734	\$350,489
7	\$26,500,000	\$26,500,000	\$26,500,000	30%	70%	\$7,950,000	\$18,550,000	0.033065	\$613,356	\$262,867
8	\$26,500,000	\$26,500,000	\$26,500,000	20%	80%	\$5,300,000	\$21,200,000	0.033065	\$700,978	\$175,245
9	\$26,500,000	\$26,500,000	\$26,500,000	10%	90%	\$2,650,000	\$23,850,000	0.033065	\$788,600	\$87,622
10	\$26,500,000	\$26,500,000	\$26,500,000	5%	95%	\$1,325,000	\$25,175,000	0.033065	\$832,411	\$43,811
11	\$26,500,000	\$26,500,000	\$26,500,000	0%	100%	\$0	\$26,500,000	0.033065	\$876,223	\$0
TOTAL TAX SAVED REAL PROPERTY (10 yrs on 10 yr deduction)										\$4,337,301
TOTAL TAX PAID REAL PROPERTY (10 yrs on 10 yr deduction)										\$4,424,924
TOTAL TAX SAVED MACHINERY & BUILDING (10 yrs on 7 & 10 yr deductions)										\$4,377,341
TOTAL TAX PAID MACHINERY & BUILDING (10 yrs on 7 & 10 yr deductions)										\$4,471,679

NOTE: Above calculations assume a constant tax rate over the abatement period. Time value of money is not considered.