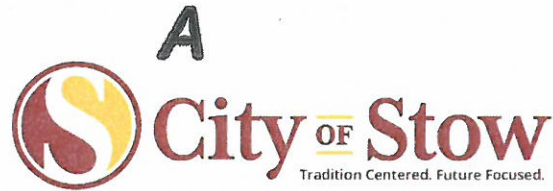


21-041  
EXHIBIT



February 6, 2020

Michael Merle  
President and CEO  
Ray Fogg Building Methods, Inc.  
981 Keynote Circle, Suite 15  
Cleveland, Ohio 44131

**Re: Seasons Business Park West**

Dear Mr. Merle,

On behalf of the City of Stow and the County of Summit (the "Local Partners"), we are pleased to provide Ray Fogg Building Methods, Inc. ("Company") with an overview of potential financial incentives to develop parcel number 5619388 ("Seasons Business Park West") into a business park. The Local Partners welcome the opportunity to offer these incentives to your Company, a world class developer with a rich history in Northeast Ohio. This non-binding letter will outline certain potential incentives that the Local Partners are prepared to offer your Company and should serve as the basis for subsequent discussions and agreements that we will pursue in good faith.

**Project Assumptions**

It is the understanding of the Local Partners that since 2018 the Company has constructed 365,240 square feet of space at Seasons Business Park East, with an additional 213,687 square feet to be delivered in the first quarter of 2020 ("Seasons Business Center 4"). It is also the understanding of the Local Partners that incentives previously offered for the Seasons Road Business Park East assisted with the creation of 197 new jobs to Summit County and the City of Stow with a payroll of \$6,733,755 and further provided a space for an existing Stow Company to relocate within the community that was previously in an ageing facility. The Local Partners also understand that the Company is projecting a creation of an additional 140 jobs and an additional payroll of 5,400,000 once Seasons Business Center 4 is occupied.

The Local Partners understand that the Company plans to construct approximately 1,315,210 square feet of space in the Seasons Business Park West. Based on the performance on the first three buildings in the Seasons Business Park East, and the projections for Seasons Business Center 4, it is the understanding of the Local Partners that the Company believes it is likely to create an additional 860 jobs with an additional payroll of \$33,300,000 at Seasons Business Park West. We also understand that new infrastructure including roadway, water, sanitary sewer and stormwater facilities will need to be

constructed at the estimated cost of \$3,983,349 to provide access to and serve Seasons Business Park West.

#### **City of Stow Assistance**

The City of Stow is willing to provide the Company a Community Reinvestment Area Tax Abatement ("CRA") for the construction of new commercial buildings in Seasons Business Park West. This CRA would be an abatement of 100% of the increase in real property taxes over a yet-to-be-determined period of time that will be based upon the final investment in the project. This abatement will require a contribution to Stow-Munroe Falls Public Schools equal to 50% of their abated portion of the real property taxes. At this time, without knowing the construction budget for each building, we cannot determine an estimated value of this incentive. When the Company has a better understanding on the cost of construction for each new commercial building we can work to provide an estimate of this incentive. Additionally, the City will require claw-back provisions based upon the job creation projections as part of this agreement similarly to what was done for the development of the Seasons Business Park East.

In addition to the CRA, the City of Stow is willing to assist with the cost of construction of the waterline that will service Seasons Business Park West. It is the understanding of the Local Partners that the Company has estimated this cost to be roughly \$277,100. The City is willing to provide a Waterline Reimbursement Grant in an amount not to exceed **\$277,100** to the Company, which would be disbursed on a reimbursement basis after receiving proof of expenditures. Both the CRA and Waterline Reimbursement Grant will need City Council approval in order for the City to move forward with these incentives.

#### **County of Summit Assistance**

In similar fashion as the City, the County of Summit is willing to assist with the construction of the sanitary sewer line that will service Seasons Business Park West. The Local partners understand that the Company has estimated this cost at \$271,200. The County is willing to provide a Sanitary Sewer Reimbursement Grant in an amount not to exceed **\$271,200** to the Company, which would be disbursed on a reimbursement basis after receiving proof of expenditures. This Sanitary Sewer Reimbursement Grant will need County Council approval in order for the County to move forward with the incentive.

In addition to the sewer infrastructure assistance, the County of Summit has certain training dollars available to assist with a company's onboarding of new employees during their training period. These programs work on a reimbursement basis after expenditure of wages by a company. While the County cannot provide this incentive for the construction of the new commercial buildings at Seasons Business Park West, these funds can certainly be utilized by tenants who locate within the buildings that will be constructed. At the point in time that the Company has potential tenants lined up, the County would be able to provide this incentive to traded-sector companies that locate within the development. Additionally, the County can provide several services to any new tenants at no cost to assist with the identification and placement of prospective employees through its *OhioMeansJobs* Center, including targeted recruitment and hosting of job fairs. The County is also willing to consider providing these

workforce incentives and is willing to provide these services for potential tenants of Seasons Business Center 4.

### **TeamNEO and JobsOhio**

The Company should also be aware that the Local Partners recently met with JobsOhio in Columbus about their desire to participate generally in SPEC developments. While we were not able to get a firm commitment from JobsOhio for funding of your project, they have indicated that they are exploring ways to participate in these types of projects. JobsOhio has recognized that the commercial facilities that the Company plans to construct are essential to the future success of growing our economy.

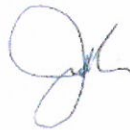
### **Conclusion**

On behalf of our entire economic development team, thank you for the opportunity to present this proposal. We welcome the opportunity to meet with you in the near future to discuss the details and advantages of our proposal. Given the incentives offered above, the Local Partners believe this package presents the best opportunity for your future success, with direct incentives of approximately **\$548,300** and a CRA Tax abatement. Please do not hesitate to contact us directly with any questions or concerns you may have. We look forward to further discussing this proposal with you in the future.

Sincerely,



Executive Ilene Shapiro  
County of Summit



Mayor John Pribonic  
City of Stow

