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March 7, 2011

Re: *Request for Information*

To Whom it May Concern:

Wipfli LLP (“Wipfli”) has been retained by our client to pursue offers from preselected area communities for its potential manufacturing expansion needs. Our client intends to establish new operations that will employ approximately 120 to 150 employees and secure a 150,000- to 175,000-square-foot manufacturing and distribution facility. This facility will be aesthetically pleasing, environmentally clean, well-equipped, and employ state-of-the-art technologies.

Our client recently completed a study where multiple states and cities were analyzed. The intent of the study was to target the ideal manufacturing location to support its forecasted growth. From this study, it was determined that your community, along with a select few others, will best support its strategic intentions. Your municipality has been selected to participate in this Request for Information.

Per this request, we are seeking written responses expressing your community’s interest in recruiting a nationally recognized manufacturer. In order to evaluate each community accurately, we have established a questionnaire that will help our client better understand your community and likewise, provide consistent information that can be evaluated against others. Please make every attempt to complete the questions presented in the enclosed attachment.

At this time, our client has made a special request not to be contacted until further qualifications are completely analyzed. After prioritizing our options, it is our intent to make the necessary formal introductions and facilitate additional conversations. In the event this request is not honored, consideration will be given to withdraw this location.

To assist you in the data-gathering exercise, the informational packet is organized as follows:

- 1.0 COMPANY PROFILE
- 2.0 COMPANY'S COMMUNITY CONTRIBUTION
- 3.0 REAL ESTATE REQUIREMENTS
- 4.0 COMMUNITY ASSESSMENT
- 5.0 SUBMITTAL PROCESS

In the event further explanation or clarification is required, technical questions can be directed to Mark Stevens at 920.662.2966 or Brandon Maciej at 952.548.3357.

We appreciate your efforts and look forward to including your community in our evaluation.

Sincerely,

Wipfli LLP

A handwritten signature in black ink, appearing to read 'Mark Stevens', with a long horizontal flourish extending to the right.

Mark Stevens
Partner

Enc.

1.0 COMPANY PROFILE

1.1 History and Values

From its beginnings in 1946, our client's vision and organization has demonstrated growth throughout its history by pioneering quality products that are innovative, technologically advanced, dependable, and high performing. Through foresight and market responsiveness, this company has earned its reputation as an industry leader of products distributed throughout the United States and internationally. Our client has strategically located state-of-the-art manufacturing processes and facilities and has assembled progressive work forces that are building and distributing products in the United States.

Our client is a private company committed to providing a workplace for all employees that is safe and financially secure. Much of its success stems from a set of values that has stood the test of time.

1.2 Selection and Decision Criteria

Throughout our client's history, solid strategic decisions at critical times have created consistent growth. Our client recognizes it is rapidly approaching a critical and strategic decision. As a consequence, it has spent significant energy in understanding specific business and facility needs and how to make the optimal new location decision. As a result, the company has learned the ideal solution will center on accomplishing three strategic objectives as shared below.

- Improve operational effectiveness.
- Satisfy multiple constituencies.
- Secure an optimal real estate transaction.

In order to achieve these strategic objectives, a multitude of variables will be better understood, qualified, and prioritized at each of the selected municipalities. Our client has chosen to share with you the following key elements and activities that will be considered in its final analysis and decision:

- In order to improve its current operational effectiveness, it will:
 - Identify a location most likely to provide a labor and distribution competitive advantage.
 - Evaluate availability and quality of local learning institutions.
 - Determine proximity to supplier and vendor base.
 - Evaluate state and federal work force-related advantages and incentives.
 - Determine the supportive nature of local and state government.

2.4 Annual Energy Consumption

- Electricity (KwH) – 4,500,000
- Natural Gas (CCF) – 3,500,000

2.5 Tier 1 Supplier

- Supplier to a number of world renowned manufacturers

2.6 Active Community Participants

- Willing participant in social and economic organizations.

2.7 Long-Term Strategic Investment

- Willing to acquire additional real estate to support future growth strategy.

2.8 Environmentally Friendly Manufacturing Process

- Predominately fabrication, assembly, and distribution processes.

3.0 REAL ESTATE REQUIREMENTS

3.1 Land

- 10 to 15 acres.
- Available infrastructure with utility capacity to support entire site build-out.
- Property development costs within the norm for region.

3.2 Buildings

- Approximately 150,000 to 175,000 square feet.

3.3 Utilities

- Electrical service
 - 2,5000 amps 3 phase 480v
 - 500 amps 3 phase, 277v
 - 1000 amps 110v
- Gas service equals natural gas at 7 inches water column pressure.
 - Demand could equal 11,000 cubic feet of gas per hour.

- Water service equals 40 to 50 PSI.
 - Typically, 10” diameter incoming line to support EFSR fire sprinkler system. The EFSR heads require enough pressure to produce 52 gallons per minute.
 - Perimeter fire hydrants need to produce 1,000 gallons per minute and inside hydrants need to produce 100 gallons per minute.

3.4 Access

- Ideal employment base will be within 30-minute commute time.
- Employee work commute will be supported by fully developed roadways.
- Close proximity to transportation network supporting inbound/outbound 53-foot trailers.

3.5 Image

- Restrictive covenants and supportive governing body to uphold standards conducive to the recruitment and retention of quality and image conscious companies.

4.0 COMMUNITY ASSESSMENT

- Community name:
- Community contact name:
- Community contact address:
- Community contact telephone number:
- Community contact e-mail:

4.1 Local Governance

1. What is the form and size of your community's system of governance? (Please be specific about the structure.)
2. How does a project such as this proceed through the system of local approvals?
3. What is the estimated duration for the project, as described, to progress through the approval process?
4. Does the community require any construction or operating permits or licenses beyond the normal building permits?
Yes No
 - a) If yes, what are they?
5. Does the community or industrial park have any environmental restrictions that may influence our client's operation? Include ratio of buildable space to green space.
Yes No
 - a) If yes, what are they?
6. What are the following tax rate structures for the community?
 - a) Community sales tax rate
 - b) County sales tax rate
 - c) Other sales tax rate (please specify)
 - d) Average unemployment compensation tax rate
 - e) Real property tax rate per dollar of market value
 - f) Personal property tax rate per dollar of market value

7. What will be the basis for property tax assessment and what is the five-year trend for tax rates?

4.2 Community Infrastructure

1. Are any of the following institutions within a 30-mile radius of the community? List the top two of each.

a) University Yes No

(1) (2)

b) Community college Yes No

(1) (2)

c) Trade or technical school Yes No

(1) (2)

2. Does the community have dedicated resources for the following?

a) Police protection Yes No

b) Fire protection Yes No

c) Ambulance service Yes No

3. Are these services full-time?

a) Police Yes No

b) Fire protection Yes No

c) Ambulance service Yes No

4. Designate the name and location of the major medical facilities with close proximity to the site?

5. List the area's recreational options (sports, theatre, arts, etc.).

6. List the names and number of rooms of overnight accommodations for each facility within a 5- to 10-mile radius of the site.

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7. Identify airports within close proximity to site.
8. Does the state and/or community offer any of the following incentives in attracting manufacturing companies to the area? Please provide the incentives.

- | | | | | |
|--|-----|--------------------------|----|--------------------------|
| a) Property tax relief or abatement. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| b) Reduced utility rates/subsidies. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| c) Employee training funds/programs. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| d) Prospective employee job screening. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| e) Infrastructure improvement programs. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| f) Below market interest rate loan programs. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| g) Employee grants. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| h) Investment/CapEx Incentives. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| i) Land grants. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| j) Other. | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |

(1) If other, please describe.

9. Please list up to five unique advantages that your community offers which have influenced other manufacturing companies to successfully relocate or expand in your community.

- 1.
- 2.
- 3.
- 4.
- 5.

4.3 Community Employers

1. Who are the major employers in the community and in what industries are they involved?

Company Name	Number of Employees	Industry

2. Has the local development association successfully recruited any manufacturers, with 100 or more employees, to relocate or expand their operation facilities in your community within the last five years?

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Yes No

a) If yes, may we contact them? Yes No

Company Name	Number of Employees	Contact	Telephone Number

3. In your community’s successful efforts to attract manufacturing companies, have you offered assistance in pursuing federal programs and your own business development programs (e.g., job training incentives, property tax relief) to aid manufacturing companies?

Yes No

a) If yes, what programs?

4. Has the community lost any manufacturers during the last ten years?

Yes No

a) If yes, what type and why?

4.4 Work Force

1. How would you classify the community?

- a) Rural, predominately agricultural economy. Yes No
- b) Semi-industrialized, service, and/or agricultural economy. Yes No
- c) Heavy/predominately industrialized economy. Yes No
- d) Non-industrialized, predominately service economy. Yes No

2. Identify the number of manufacturers with over 150 employees in your community and list the top ten, including their union or nonunion status.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.

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- 9.
- 10.

3. What were the sizes and the graduation rates of the high school graduating classes for the past five years?

Year	Class Size	Graduation Rate
2006		
2007		
2008		
2009		
2010		

4. What are the projected sizes and graduation rates of the high school graduating classes for the next five years?

Year	Class Size	Graduation Rate
2011		
2012		
2013		
2014		
2015		

5. What percentage of high school graduating class of 2009–2010 attend the following:

- a) College %
- b) Technical school %
- c) Local work force %
- d) Other %

6. What is the current demographics of the community work force:

- a) College graduate %
- b) Technical degree %
- c) High school graduate %
- d) Non-graduate %
- e) Other %

7. What percentage of your community’s total work force is employed in:

- a) Manufacturing %
- b) Retail %
- c) Service %
- d) Health care %
- e) Agricultural %
- f) Other %

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8. What is the median household income of your community?
9. What percentage of your community's total work force is comprised of two-income families?
10. What is the median housing cost for single-family residences?
11. What are the present ranges for labor rates for people in the community with experience in the following job classifications? Please provide the base rate per hour void of all premiums and benefits.
- a) Welders
 - b) Fabricators
 - c) Assemblers
 - d) Machine operators
 - e) Manufacturing Engineers
 - f) Maintenance technicians
 - g) Shipping/receiving support
 - h) Manufacturing support
 - i) Other
12. What is the current rate of unemployment for the total work force that resides in the legal limits of your community?
13. How has the average community unemployment rate changed over the last five years?
14. Does the community qualify for any special federal or community assistance programs designed to reduce the unemployment rate?
- Yes No
- a) If yes, what type and why?
15. Our client is interested in the quality of life the community offers for its employees. What quality of life factors does the community offer?

4.5 Utilities

1. What is the per unit rate charged by the utility providers for industrial customers?

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- a) Electric (KwH)
- b) Natural gas (CCF)
- c) Storm sewer (cu. ft.)
- d) Sanitary sewer (cu. ft.)
- e) Water (gallon)

2. How has this rate changed over the past five years for industrial customers?

- a) Electric (KwH)
- b) Natural gas (CCF)
- c) Storm sewer (cu. ft.)
- d) Sanitary sewer (cu. ft.)
- e) Water (gallon)

3. Provide an average seasonal charge for electric, natural gas, and water/sewer per three-month increment for industrial consumption.

	Electric	Natural Gas	Water/Sewer
Jan – Mar			
Apr – June			
July – Sept			
Oct – Dec			
Average			

4. Are “off peak” electric rates available? Yes No

5. Who are the providers of the utility infrastructure within your community and complete contact information?

- a) Electric
- b) Natural gas
- c) Storm sewer
- d) Sanitary sewer
- e) Water
- f) Telephone
- g) Fiber optics

6. What is the current percentage utilized of total available capacity for the following utility categories?

- a) Electric
- b) Natural gas
- c) Storm sewer
- d) Sanitary sewer
- e) Water
- f) Telephone
- g) Fiber optics

4.6 Site Availability

1. Please identify any available buildings in the community that closely matches our client's real estate requirements (Section 3.0). For each site, please furnish the site address, plots, topographic maps, aerial photography, website (if available) and other available site information. Also identify those real estate requirements that can be met by each individual site. If more than three sites apply please include. (Please include surrounding properties and their uses.)

Site 1

Site 2

Site 3

2. Do the previously listed parcels possess the following criteria?

- a) Within 30 miles of a major airport that provides daily passenger service.

Yes No

- b) Within five miles of a major highway connected by existing designated truck routes.

Yes No

- c) In proximity to a larger hotel which provides modern accommodations and a full complement of guest services.

Yes No

- d) Topography and subsurface conditions which are suitable for expansion and free of contamination.

Yes No

- e) Free of easements which restrict building.

Yes No

(1) If no, please describe.

- f) Currently zoned appropriately for an industrial facility.

Yes No

- g) Free of litigation or other encumbrances.

Yes No

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h) Covenants and restrictions in place and enforced.

Yes No

3. What is the current assessed value of the submitted parcels?

4. What is the fair market value of the submitted parcels?

5. Are federal, state, county, and community incentives available to offset acquisition and/or upgrade costs?

Yes No

a) If yes, please describe in detail.

6. Additional description of the site.

5.0 SUBMITTAL PROCESS

In the event further explanation or clarification is required, technical questions can be directed to Mark Stevens at 920.662.2966 or Brandon Maciej at 952.548.3357.

We have intentionally formatted this questionnaire to support our client's comparative analysis. Please place your responses within this document in the designated areas. Responses or information outside this questionnaire will be left up to our team's interpretation.

Responses will be accepted until March 21, 2011, at 5:00 p.m. Central time. As part of your submittal, please provide:

- **Three paper copies of the RFI;**
- **One copy of any other literature or photographs** that best represent advantages your community has to offer; and
- **One PDF electronic file of the questionnaire** sent via email to the addresses below.

Our client will review each response and contact every community within two to four weeks after the submittal date. Your community will learn if further conversations need to occur and, if so, a plan of action.

Registered mail or overnight courier services are strongly encouraged.

Please submit your responses to:

Mailing address: Mark Stevens
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469 Security Boulevard
Green Bay, WI 54313

E-mail addresses: mstevens@wipfli.com
and
bmaciej@wipfli.com