

CITY of NOVI CITY COUNCIL

Agenda Item 3 November 27, 2017

SUBJECT: Approval of Resolution authorizing application from Hanon Systems USA, LLC for an Industrial Facilities Tax Exemption Certificate for new improvements to approximately 216,830 square foot facility located at 39600 Lewis Drive and related Agreement concerning Industrial Facilities Tax Abatement.

SUBMITTING DEPARTMENT: City Assessor

CITY MANAGER APPROVAL:

BACKGROUND INFORMATION:

Introduction and History

An application has been filed by Hanon Systems USA, LLC (applicant) for an Industrial Facilities Tax Exception Certificate (IFEC) for real property and personal property to be located on parcel 50-22-12-200-026 at 39600 Lewis Drive. The property's legal description is as follows:

T1N, R8E, SEC 12 PART OF E 1/2 OF SEC BEG AT PT DIST S 02-34-13 E 1659.39 FT FROM NE SEC COR, TH S 02-34-13 E 977.77 FT, TH S 86-38-06 W 1373.43 FT, TH N 02-38-04 W 961.64 FT, TH N 85-30-18 E 1138.06 FT, TH S 49-29-42 E 15.56 FT, TH N 85-30-18 E 225.69 FT TO BEG 30.70 A11-6-00 FR 020 & 021

The parcel of land is situated within the Granite REIT America Inc Industrial Development District, established on November 27, 2017. The request was submitted by the applicant on October 10, 2017.

The real property improvement investment is \$18,116,555 and the personal property investment is \$6,217,026, for a total investment of \$24,333,581.1 The real property consists of a real property improvements within an existing property and will encompass approximately 216,830 square foot of space.

This project consists of improvements to an existing building which will serve as the applicant's regional headquarters. It has signed a 20-year lease and will be making real property improvements including upgrading laboratory space, testing areas, bringing in equipment for developing and testing equipment for automotive climate control and powertrain cooling products.

The project proposed in this application would be eligible for consideration of an IFEC under the provision of the City's Property Tax Incentive Policy (Policy) and Public Act 198 and as identified as a New Facility. The above applied for real property and personal property improvements meet the City's Policy for both real property and personal property.

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¹ See attached listing.

Because this is a new location for the applicant, this project will result in <u>0 jobs being retained</u> at this facility. This new facility will result in an expected <u>393 new jobs created</u> at this facility.² Granting this request will result in an increase in the tax base of the city and should bring economic benefits to the city and to other service oriented businesses.

Term of Abatement

The applicant is requesting a 12-year abatement, and has signed the City's incentive agreement which requires the additional four (4) years of business residence after the certificate expires.

<u>Tax Delinguencies and Savings</u>

To the best of staff's knowledge, there are no delinquent taxes owed by the applicant within the City of Novi.

If this abatement is granted for the 12-year maximum the potential real and personal property tax savings for the applicant will be approximately \$2,600,000, over the term of the certificate. Additional real and personal property tax revenue for the city will be approximately \$640,000, over the term of the certificate. Due to the passage of personal property tax laws in 2014, there is a strong probability that the personal property will be exempt immediately for ad valorem taxes. This being assumed, the additional real property tax revenue for the city will be approximately \$540,000 over the term of the certificate.

At the end of the certificate's life the property subject to the abatement will be added to the City's ad valorem assessment roll and taxed at its full respective millage rates, unless the abatement is extended by City Council. However, because the limit for an IFEC is 12 years, an extension of this abatement of real property would require a change in the statute.

Other Abatements in the City

The applicant does not have any other abatements within the City of Novi.

Pending Appeals

To the best of staff's knowledge, there is no outstanding and/or pending appeal(s) involving the property that is the subject of this application within the city of Novi. Furthermore, there is no outstanding and/or pending appeal(s) involving the applicant filing for this tax incentive within the city.

Based on reviewing the application and the City's property tax incentive policy, the applicant qualifies for a 12-year abatement; with the term of the abatement beginning on 12/31/2018 and ending on 12/30/2030. The City's business residency requirement states with this duration of an abatement certificate the applicant must remain at the facility for an additional four (4) years after the certificate expires.

RECOMMENDED ACTION: Approval of Resolution authorizing application by Hanon Systems USA, LLC for a 12-year Industrial Facilities Tax Exemption and Agreement concerning Industrial Facilities Tax Abatement subject to approval by the State Tax Commission pursuant to Public Act 198.

² See included Supplemental Questions responding to the City's Policy.

CITY OF NOVI RESOLUTION APPROVING AN INDUSTRIAL FACILITIES EXEMPTION CERTIFICATE FOR HANON SYSTEMS USA LLC

At a regular meeting of the City Council of the City of Novi, Oakland County, Michigan, held in the Council Chambers at 45175 Ten Mile Road, Novi MI 48375 on the **27**th **day of November, 2017**.

The following resolution was offered by Council Member	and supported by Council Member
WHEREAS, pursuant to P.A. 198, 1974, M.C.L.	
hearing held on the 27th day of November, 2017, the City of	of Novi, established an Industrial Development

District, commonly referred to as the Granite REIT America Inc Industrial Development District; and

WHEREAS, **Hanon Systems USA LLC** has filed an application for an Industrial Facility Exemption Certificate with the Clerk of the City of Novi with respect to proposed new **real property** and **personal property** within the **Granite REIT America Inc Industrial Development District**; and

WHEREAS, before acting on said application, the City Council of Novi held a hearing on the **27**th **day of November, 2017** at a regularly scheduled meeting, at which time the applicant, the assessor, and a representative of the affected taxing units were given written notice and were afforded an opportunity to be heard on said application; and

WHEREAS, construction of the facility real property and installation of new personal property has not begun earlier than six (6) months before **9**th **day of September**, **2017**, the date of the acceptance of the application for the Industrial Facility Exemption Certificate; and

WHEREAS, completion of **the real property and personal property** is calculated to and will at the time of issuance of the certificate have the reasonable likelihood to retain, create or prevent the loss of employment in Novi; and

WHEREAS, the aggregate SEV of real and personal property exempt from ad valorem taxes within the City of Novi after granting this certificate **will not exceed 5%** of an amount equal to the sum of the SEV of the unit, plus the SEV of personal and real property thus exempted.

NOW, THEREFORE, BE IT RESOLVED BY the City Council of Novi that:

- 1. The City Council of Novi finds and determines that the granting of this Industrial Facilities Exemption Certificate, together with the aggregate amount of the certificates previously granted and currently in force, under PA 198 of 1974, and PA 225 of 1978, **shall not** have the effect of substantially impeding the operation of the City of Novi, or of impairing the financial soundness of a taxing unit which levies ad valorem property taxes in the City of Novi.
- 2. The application from **Hanon Systems USA LLC** for an Industrial Facilities Exemption Certificate with respect to a **New Facility** on the following described parcel of real property situated within the **Granite REIT America Inc Industrial Development District**; to wit;

The real property parcel the facility is located on is identified as tax parcel 50-22-12-200-026, having an address **39600 Lewis Drive**, City of Novi, MI 48377, including:

T1N, R8E, SEC 12 PART OF E 1/2 OF SEC BEG AT PT DIST S 02-34-13 E 1659.39 FT FROM NE SEC COR, TH S 02-34-13 E 977.77 FT, TH S 86-38-06 W 1373.43 FT, TH N 02-38-04 W 961.64 FT, TH N 85-30-18 E 1138.06 FT, TH S 49-29-42 E 15.56 FT, TH N 85-30-18 E 225.69 FT TO BEG 30.70 A11-6-00 FR 020 & 021

is hereby approved for real property and personal property improvements.

- 3. The Industrial Facilities Exemption Certificate when issued shall be and remain in force and effect for a period of **twelve (12) years**, and the starting date for the certificate is **December 31, 2018** and the ending date is **December 30, 2030**.
- 4. The total project investment approved is \$24,333,581.
- 5. Hanon Systems USA LLC agrees to operate the facility for which the Industrial Facilities Exemption Certificate is granted for the term of the certificate, plus an additional four years after the date of the certificate's expiration.

AYES: NAYS: ABSENT:	
ABSTENTIONS:	RESOLUTION ADOPTED
TATE OF MICHOAN)	

STATE OF MICHIGAN)
)SS
COUNTY OF OAKLAND)

I, the undersigned, the duly appointed City Clerk for the City of Novi, Oakland County, Michigan do hereby certify that the foregoing is a true and complete copy of a resolution adopted at a regular meeting of the Novi City Council held on the **27**th **day of November, 2017.**

IN WITNESS WHEREOF, I have hereunto affixed my official signature on this 27th day of November, 2017.

Cortney Hanson, City Clerk

Application for Industrial Facilities Tax Exemption Certificate

Issued under authority of Public Act 198 of 1974, as amended. Filing is mandatory.

INSTRUCTIONS: File the original and two copies of this form and the required attachments (three complete sets) with the clerk of the local government unit. The State Tax Commission (STC) requires two complete sets (one original and one copy). One copy is retained by the clerk. If you have any questions regarding the completion of this form, call (517) 373-3302.

To be completed by Cler	rk of Local Government Unit	
Signature of Clerk	Date Received by Local Unit	
STC	Use Only	
Application Number	▶ Date Received by STC	
APPLICANT INFORMATION All boxes must be completed.		
▶ 1a. Company Name (Applicant must be the occupant/operator of the facility) Hanon Systems USA, LLC	▶ 1b. Standard Industrial Classification (SIC) C 3714	ode - Sec. 2(10) (4 or 6 Digit Code)
▶ 1c, Facility Address (City, State, ZIP Code) (real and/or personal property location) 39600 Lewis Drive	 1 1d. City/Township/Village (indicate which) Novi 	▶ 1e. County Oakland
2. Type of Approval Requested New (Sec. 2(5)) Speculative Building (Sec. 3(8)) Research and Development (Sec. 2(10)) Increase/Amendment		▶ 3b. School Code 63290 2 Years)
5. Per section 5, the application shall contain or be accompanied by a general descripnature and extent of the restoration, replacement, or construction to be undertaken, a more room is needed. This project will involve upgrades to the building at 39600 l regional headquarters with offices and laboratory space. Tand the laboratory space will be upgraded to accompodate automotive climate control and powertrain cooling products	Lewis Drive, utilizing 216,830 squar The current office area will be recon- equipment used for the developmer	e feet for use as a figured and upgraded,
6a. Cost of land and building improvements (excluding cost of land) * Attach list of improvements and associated costs. * Also attach a copy of building permit if project has already begun. 6b. Cost of machinery, equipment, furniture and fixtures * Attach itemized listing with month, day and year of beginning of ins 6c. Total Project Costs	Stallation, plus total Response	18,116,555 eal Property Costs 6,217,026 ersonal Property Costs 24,333,581
* Round Costs to Nearest Dollar 7. Indicate the time schedule for start and finish of construction and equipment installa		neriod of the effective date of the
certificate unless otherwise approved by the STC. Begin Date (M/D/Y) Real Property Improvements August 21, 2017 J.	End Date (M/D/Y) anuary 15, 2018 Anuary 15, 2018 Owned	Leased Leased
▶ 8, Are State Education Taxes reduced or abated by the Michigan Economic Develor Commitment to receive this exemption. Yes No	opment Corporation (MEDC)? If yes, applicant mus	t attach a signed MEDC Letter of
 9. No. of existing jobs at this facility that will be retained as a result of this project. 0 11. Rehabilitation applications only: Complete a, b and c of this section. You must atta obsolescence statement for property. The Taxable Value (TV) data below must be as 	▶ 10. No. of new jobs at this facility expected to 393 so the assessor's statement of SEV for the entire prof December 31 of the year prior to the rehabilitation	plant rehabilitation district and
a. TV of Real Property (excluding land) b. TV of Personal Property (excluding inventory) c. Total TV		***
▶ 12a. Check the type of District the facility is located in: X Industrial Development District Plant Rehale	bilitation District	
▶ 12b. Date district was established by local government unit (contact local unit)	▶ 12c. Is this application for a speculative build Yes No	ing (Sec. 3(8))?

APPLICANT CERTIFICATION - complete all boxes.

The undersigned, authorized officer of the company making this application certifies that, to the best of his/her knowledge, no information contained herein or in the attachments hereto is false in any way and that all are truly descriptive of the industrial property for which this application is being submitted.

It is further certified that the undersigned is familiar with the provisions of P.A. 198 of 1974, as amended, being Sections 207.551 to 207.572, inclusive, of the Michigan Compiled Laws; and to the best of his/her knowledge and belief, (s)he has complied or will be able to comply with all of the requirements thereof which are prerequisite to the approval of the application by the local unit of government and the issuance of an Industrial Facilities Exemption Certificate by the State Tax Commission.

13a. Preparer Name	13b. Telephone Number	13c. Fax Number	13d. E-mail Address
Martin Score	(734) 728-8124	(734) 728-6128	mscore@hanonsystems.co/
14a. Name of Contact Person Martin Score	14b. Telephone Number (734) 728-8124	14c. Fax Number (734) 728-6128	14d. E-mail Address mscore@hanonsystems.com
▶ 15a. Name of Company Officer (N Davide Piccirilli	o Authorized Agents)		
15b. Signature of Company Officer (N	Authorized Agents)	15c. Fax Number	15d. Date
Davide I'm	andh	(734) 728-6128	September 6, 2017
▶ 15e. Mailing Address (Street, City,	State, ZIP Code)	15f. Telephone Number	15g. E-mail Address
	e, Van Buren Twp, MI 48111	(734) 728-8889	dpicciri@hanonsystems.com

LOCAL GOVERNMENT ACTION & CERTIFICATION - complete all boxes.

This section must be completed by the clerk of the local governing unit before submitting application to the State Tax Commission. Check items on file at the Local Unit and those included with the submittal.

▶ 16. Action taken by local government unit	16b. The State Tax administratively com	Commission Requires the following documents be filed for an iplete application:	
Abatement Approved for Yrs Real (1-12),	Yrs Pers (1-12) Check or Indic	ate N/A if Not Applicable	
After Completion Yes No	1. Original	Application plus attachments, and one complete copy	
Desired (Include Description Description)		on establishing district	
Denied (Include Resolution Denying)		on approving/denying application.	
16a. Documents Required to be on file with the Local Unit Check or Indicate N/A if Not Applicable 1. Notice to the public prior to hearing establishing 2. Notice to taxing authorities of opportunity for a h 3. List of taxing authorities notified for district and a 4. Lease Agreement showing applicants tax liabilit	5. Affidavit a district. learing. 7. Equipme application action. 8. Form 32	9. Speculative building resolution and affidavits (if applicable)	
17. Name of Local Government Body	▶ 18. Date of Reso	lution Approving/Denying this Application	
Attached hereto is an original application and all docu unit for inspection at any time, and that any leases sho 19a. Signature of Clerk 19b. N		at all documents listed in 16a are on file at the local	
19d. Clerk's Mailing Address (Street, City, State, ZIP Code)			
19e. Telephone Number	19f. Fax Number		

State Tax Commission Rule Number 57: Complete applications approved by the local unit and received by the State Tax Commission by October 31 each year will be acted upon by December 31. Applications received after October 31 may be acted upon in the following year.

Local Unit: Mail one original and one copy of the completed application and all required attachments to:

Michigan Department of Treasury State Tax Commission PO Box 30471 Lansing, MI 48909

(For guaranteed receipt by the STC, it is recommended that applications are sent by certified mail.)

		STC USE ONLY		
LUCI Code	▶ Begin Date Real	▶ Begin Date Personal	▶ End Date Real	▶ End Date Personal

CITY OF NOVI

TAX INCENTIVE AGREEMENT CONCERNING

INDUSTRIAL FACILITIES TAX ABATEMENT

The City of Novi ("City"), located at 45175 W. Ten Mile Road, Novi, Michigan 48375, and the below mentioned Company (collectively, "the Parties"), agree as follows:

Recitals

Hanon Sys	tems USA, LLC		_, hereinafter referred to as the
"Company," located	at One Village Co	enter D	rive,
Van Buren	Township, MI 4	10111	
Certificate (IFEC), p	ursuant to Michigan Public A	Act 198, of	ng of an Industrial Facility Exemption 1974, as amended. The property the nmonly referred to by its assessment
parcel number(s)	22-12-200-02	6	
and is located withir	an approved Industrial Dev	velopment [District ("Eligible District").

The City and the Company desire to enter into this Tax Incentive Agreement ("Agreement") as required by MCL 207.572, and for the purpose of setting forth the terms and conditions under which an IFEC may be approved by the City Council and may be approved and issued by the State Tax Commission for the facility proposed to be exempt from *ad valorem* real and personal property taxation.

The Company submitted an application for issuance ("Application") of an IFEC for the facility, as provided for in PA 198, of 1974, as amended. The Application is incorporated as part of this Agreement by reference.

Therefore, in consideration of the forgoing, the Parties now enter into this Agreement.

Terms and Conditions

In recognition of the granting of the IFEC by City Council and the benefit of the tax savings for the Company, and the economic growth of the City, I hereby agree on behalf of the Company to the following:

- The Company will furnish notification of the completion of the facility to the City Assessor and the State Tax Commission, within 30 days of the date of completion. If there is no construction progress for a facility under construction for more than 180 days, the Company will notify the City Assessor of its reasons for delay.
- 2. Within 90 days of the date of completion of the facility, the Company will report:
 - a. The final cost of the facility to the City Assessor and the State Tax Commission including, if applicable, and:
 - a detailed listing of the new personal property acquired for the facility, including item description, type, identification, year of acquisition and all costs for its purchase and installation; and
 - ii. a detailed listing of the constructed real property, including all direct and indirect costs associated with its completion; and
 - iii. the number of jobs created by completion of the facility, not including jobs transferred from other locations.

If the actual project costs are more than 10% less than the estimated costs given in the application, or if the number of jobs created are less than the number estimated in the application, the Company will provide the city assessor with a written explanation.

- 3. No later than the 10th day of March of each year, beginning the year following the first tax year effective by the IFEC and throughout the term of this Agreement, the Company shall submit a report ("Annual Report") to the City Assessor and City Clerk stating the average number of jobs in the Eligible District for the preceding year, computed as the average number of actual jobs existing on a quarterly basis for the calendar year preceding the Annual Report. During the term of this Agreement, the City may upon reasonable advance notice, during reasonable times and subject to reasonable restrictions (including but not limited to confidentiality restrictions), review and audit the information presented by the Company to determine compliance with this Agreement.
- 4. As a condition of receiving an IFEC, or an extension and/or transfer of an existing certificate, pursuant to the city's tax abatement policy, the company agrees to operate the facility for which the IFEC is granted for the term of the IFEC according to the following schedule:
 - a. Tax abatement term of up to eight (8) years (including extensions) = length of abatement certificate AND an additional two (2) tax years.
 - b. Tax abatement term of over eight (8) years (including extensions) = length of the abatement certificate AND an additional four (4) tax years.

- 5. As a condition of receiving the IFEC, or an extension of an existing certificate, pursuant to this policy, the Company agrees to operate the facility for which the IFEC is granted for the term of the IFEC, which is in accordance with the Resolution approving the IFEC approved by the City Council, plus business residence time period required, in tax years, after the date of expiration of the IFEC.
- 6. The Company further understands that if it vacates or fails to operate the facility for which the IFEC is granted for the period of time as outlined above, that the company is liable for repayment of all property tax savings benefiting the Company due to the existence of the IFEC, beginning with the initial effective year of the IFEC. In addition, the Company will be liable for repayment of all future tax savings if there are any remaining years in the term of the IFEC, under the provisions of Section 21(2) of Public Act 198, 1974 as amended. These provisions may be waived by the City Council at the request of the Company for justifiable cause.
- 7. The Company further agrees to pay its abated real and personal property taxes timely and without penalty. In addition, the Company agrees to inform the City Assessor and the City Treasurer of any plans to relocate the company from any location within the City, 30 days prior to the relocation. If any of the foregoing amounts are not paid within sixty (60) days from when the taxes are due to the City, the City may institute a civil action against the Company, and the City shall be entitled to recover the taxes due and any penalties and interests accrued. In addition, the Company shall be all court costs and attorneys' fees incurred by the City in connection with such civil action if the City prevails in collecting at least fifty (50%) percent of the funds sought to be recovered in the action.
- 8. The Company agrees to notify the City Assessor and City Treasurer of any change in the ownership of the Company's real and personal property assets or a majority share of the Company's stocks. For the purposes of this agreement, a new owner or lessee shall be defined as follows:
 - a. For those IFECs that pertain to real property improvements, the term "new owner or lessee" shall be defined as follows:
 - i. A new entity that acquires, owns and occupies or leases and occupies the facility after the existing certificate holder has physically moved from or vacated the facility.

OR

ii. An entity that acquires an ownership interest of more than 50% in the existing certificate holder entity that owns and occupies or leases and occupies that facility.

- b. For those IFECs pertaining to personal property, the term "new owner or lessee" shall be defined as follows:
 - A new entity that acquires from the existing certificate holder entity the ownership of the facility or leasehold interest in the facility and which keep the facility at its current location.

OR

- ii. An entity that acquires an ownership interest of more than 50% in the existing certificate holder entity that owns or leases the facility.
- 9. Whenever there is a new owner or lessee, as defined above, of any real or personal property for which an IFEC has been granted, the new owner or lessee shall make application for a transfer of the certificate to the new owner or lessee immediately, but no longer than six (6) months after a change in ownership occurs. The City Council may grant requests to transfer existing certificates, after review, provided requests are consistent with the City's adopted Tax Incentive Policy, or any amendments made to the policy, that is in effect at the time a request for a transfer is made. An updated tax incentive agreement shall accompany any request for a transfer of a certificate to a new owner or lessee.
- 10. The Company further agrees to abide by all other City ordinances, including its building and zoning codes, during the construction and operation of the facility.
- 11. The Agreement will be interpreted, construed, and enforced in all respects in accordance with the laws of the State of Michigan.
- 12. The Parties acknowledge that each of them has consulted with attorneys and counselors regarding this Agreement and that the City and the Company have equally participated in the drafting of this Agreement. The Company acknowledges that the terms, conditions, requirements, and obligations of the IFEC and this Agreement are lawful and are reasonable in consideration for the benefits the Company has determined that it will achieve by issuance of the IFEC, and the Company agrees that it shall not be permitted to claim that the City is not authorized by law and/or equity to enforce any provision of this Agreement.

By the signatures of representatives of both the Company and the City below, it is understood that both the Company's investment in the project and the City's investment through the granting of the IFEC is to encourage the economic growth of all.

WITNESS:	COMPANY REPRESENTATIVE:
Mart. Sur	BY: Daniet
SIGNATURE	^
Martin Score	ITS: President
PRINT NAME	
	DATED: 9/6/17

ACKNOWLEDGED BY THE CITY OF NOVI:

WITNESS:	
SIGNATURE	BY:ROBERT J. GATT
PRINT NAME	ITS: MAYOR
	DATED:
WITNESS:	
SIGNATURE	BY:CORTNEY HANSON
PRINT NAME	ITS: CITY CLERK
	DATED:

INDUSTRIAL FACILITES EXEMPTION APPLICATION AFFIDAVIT OF FEES

In accordance with State Tax Commission Bulletin No. 3, dated January 1998, the City of Novi and the Applicant for Industry Facilities Exemption Certificate, by and through their respective representatives, do hereby swear and affirm that no payment of any kind, whether they be referred to as "fees", "payments in lieu of taxes", "donations," or by any other like terms, in excess of the application fee allowed by Public Act 323 of 1996, as amended, has been made or promised in exchange for favorable consideration of an exemption certificate application.

City of Novi		
Signed:		
Printed Name: Cortney Hanson		
Title: City Clerk		
Dated:		
Hanon Systems USA, LLC Company/Applicant Name		
Company/Applicant Name	R:	
Signed: Danisto Ficarello		
Printed Name: Davide Picivilli		
Title: President, Hanon Systems	USA,	LLC
Dated: September 6, 2017		

Hanon Systems USA, LLC

Real Property Costs

Begin Date	End Date	Description	Cost
8/22/2017	9/14/2017	Geotechnical and Construction Testing	\$5,300.00
8/22/2017	1/14/2018	General Conditions	\$233,500.00
8/22/2017	11/14/2017	Demolition & Removals	\$315,000.00
9/14/2017	12/14/2017	Landscaping Restoration	\$2,500.00
8/22/2017	10/14/2017	Foundations, Pads and Pits	\$361,500.00
8/22/2017	11/14/2017	Structural Steel	\$128,500.00
8/22/2017	11/14/2017	Process Piping Support Allowance	\$150,000.00
10/14/2017	12/14/2017	Roofing	\$35,700.00
10/14/2017	12/14/2017	Architectural Siding	\$64,000.00
10/14/2017	12/14/2017	Entrance Canopy Allowance	\$25,000.00
10/14/2017	12/14/2017	Glass & Glazing	\$34,500.00
8/22/2017	1/14/2018	Interior Carpentry	\$661,000.00
9/14/2017	1/14/2018	Doors, Frames & Hardware	\$151,000.00
11/14/2017	1/14/2018	Folding Partition Allowance	\$22,500.00
10/14/2017	1/14/2018	Restroom Partitions & Accessories	\$61,000.00
10/14/2017	1/14/2018	Millwork Allowance	\$123,000.00
9/14/2017	1/14/2018	Acoustical Ceilings	\$348,000.00
9/14/2017	1/14/2018	Acoustical Treatment Allowance	\$457,500.00
8/22/2017	1/14/2018	Miscellaneous Carpentry	\$49,500.00
9/14/2017	1/14/2018	Painting	\$355,000.00
9/14/2017	12/14/2017	Floor Covering Allowance	\$465,500.00
11/14/2017	1/14/2018	Epoxy Floor Allowance	\$380,000.00
8/22/2017	1/14/2018	Plumbing	\$1,661,500.00
8/22/2017	1/14/2018	HVAC	\$4,369,500.00
8/22/2017	1/14/2018	Electrical	\$3,579,500.00
10/14/2017	1/14/2018	Lobby & Café' Fixture Upgrade Allowance	\$50,000.00
10/14/2017	1/14/2018	Primary Service Upgrade	\$1,289,000.00
11/14/2017	1/14/2018	Fire Protection	\$333,000.00
8/22/2017	1/14/2018	Specialty Items (eg. Fire supression)	\$71,500.00
8/22/2017	1/14/2018	Construction Contingency	\$350,000.00
8/22/2017	1/14/2018	Contractor Overhead & Profit	\$967,000.00
8/22/2017	10/14/2017	Permits / Fee Allowance	\$142,100.00
8/22/2017	10/14/2017	Design & Engineering	\$210,000.00
8/22/2017	1/14/2018	Landlord Management Fee	\$663,955.00

REAL PROPERTY GRAND TOTAL	\$18,116,555.00
GRAND TOTAL	\$24,333,581.00

Hanon Systems USA, LLC

Personal Property Costs

Begin Date	End Date	Description	Cost
8/22/2017	1/14/2018	IT/AV/Security	\$1,045,000.00
9/14/2017	1/14/2018	Furniture	\$1,370,400.00
9/14/2017	1/14/2018	Blinds	\$100,000.00
11/14/2017	1/14/2018	Relocation Costs	\$1,200,000.00
11/14/2017	1/14/2018	Decommission & Facility Transition Costs	\$1,617,626.00
8/22/2017	1/14/2018	Lab Equipment	\$884,000.00

PERSONAL PROPERTY GRAND TOTAL	\$6,217,026.00
GRAND TOTAL	\$24,333,581.00

CITY OF NOVI cityofnovi.org

Tax Abatement Submittal Form

The City of Novi asks that all firms requesting more information about tax abatements for their new or existing business fill out this form.

Please return completed form by mail to: Victor Cardenas 45175 W. Ten Mile Road Novi, MI 48375

or by email to: vcardenas@cityofnovi.org

Name of firm requesting abatement: Hanon Systems USA, LLC
Contact Person: Martin Score
Address: One Village Center Drive, Van Buren Tup, MI 48111
Phone: (734) 728-8124 Email: Mscore@hanonsystems.com
Please answer the following questions as completely as possible.
1. How many acres does the project include? 30.7 Acres
2. How many new jobs would be brought to the City of Novi? 410 (by Oct 31, 2020)
a. Average salary range of new hires? *95,000 (annual)
Is this an expansion project of an existing business in Novi?_Yes \underline{X} No
Is this project coming from within the State of Michigan (Yes)No
If you answered No, please indicate the origin state?
Is the headquarters on the site of the facility for which you are requesting abatement?
Yes_X_ No

City of Novi Property Tax Policy Supplemental Questions

Date:

Applicant Name: Hanon Systems USA, LLC

The following criteria will be used to evaluate requests for tax abatement and determination of the number of years of the abatement. The City Council reserves the right to modify the tax abatement criteria to reflect changing objectives, priorities or conditions of the community. All of the following items would need to be initially addressed by the applicant before consideration can move forward.

A. A project must not have started more than 6 months before an application for abatement was received by the City, and be located in a plant rehabilitation district or industrial development district established prior to the commencement of the project.

Hanon Response: This is accurate. The Project started on August 21, 2017 and is located in an industrial development district.

B. There must be no outstanding taxes owed by the applicant or entity on the project.

Hanon Response: This is accurate. There are no outstanding taxes owed by the Applicant or other entity on the Project.

C. If the facility is leased, the number of years awarded will not exceed the length of the lease.

Hanon Response: The length of the lease is projected to be 20 years and the length of the abatement will be less than that.

D. There is no pending or current litigation, including but not limited to property tax appeals, against the City by the applicant or its agents.

Hanon Response: This is accurate. There is no pending or current litigation against the City by the Applicant or its agents.

E. Tax incentives will only be offered for the current phase of a project.

Hanon Response: This is acceptable.

F. The project must be fiscally beneficial to Novi from a tax revenue standpoint and must have the potential to increase employment opportunities for citizens of the community.

Hanon Response: The Project will initially add 345 new jobs in the City (relocated from Van Buren Township and Troy). The Project will also allow the Applicant to accommodate the anticipated 65 new employees to be added over the next 3 years; this represents a potential opportunity for increased employment of citizens in the Novi community. In addition, the City will realize additional fiscal benefits including the increase in personal property taxes, the expenditures by employees and customers of Hanon Systems (e.g. nearby hotels and restaurants), and the synergies of having Hanon Systems USA corporate headquarters in the City.

G. The company must demonstrate it would not locate or expand in the City if tax abatement was not available.

Hanon Response: City tax abatements will be a significant factor in establishing the total business case for locating Hanon Systems USA headquarters in Novi rather than alternate possibilities. The principle alternative is for Hanon Systems USA to remain at current locations in Troy and Van Buren Township and to accommodate expansion needs through various means such as:

- Developing additional space in at Grace Lake Corporate Center in Van Buren Township (current headquarters location)
- Establishing a development laboratory capability at the Hanon Systems facility in Carey, Ohio
- Expanding the laboratory capabilities at other Hanon facilities in Germany and Korea

H. The cost disparity between expanding or locating in Novi and alternative locations outside the community must be demonstrated by the applicant.

Hanon Response: Development of alternatives to the Novi proposal can be accomplished without the leaseholder improvements for rehabilitation and upgrades anticipated at the Novi site since alternatives would utilize new construction that would incorporate Hanon System usage needs in the project development. In addition, Hanon Systems expects that development of expanded capability at Carey Ohio would receive 100% property tax abatement for up to 15 years (consistent with support provided for establishing the Hanon facility at Carey).

I. The long term impact of the project on Novi's economy, particularly in both real and personal property.

Hanon Response: In 2016, Hanon spent approximately \$12 million on goods and services with Michigan-based vendors. If Hanon moves to another municipality, the City of Novi would lose a substantial amount of economic activity. The City will be known as the North American Headquarters for Hanon. This designation could result in other companies, especially Koreabased companies, to regard the City of Novi as a preferred location for future projects. Also, the Project will retain 345 jobs in Michigan and will allow room to accommodate the anticipated 65 new employees over the next 3 years, providing increased economic activity for businesses in the Novi community.

J. The contributions the business has made to communities where it is currently located (i.e., are they a good neighbor. do they get involved in civic activities).

Hanon Response: Hanon sees great value in supporting charitable, educational and community development causes in communities where its employees live and work, including many in Southeast Michigan. Recent examples in Southeast Michigan include initiatives such as Crime Stoppers, Children's Hospital Bingo, Life Remodeled, the Midnight Golf mentoring program, Gleaners, Operation Good Cheer, and Red Cross Blood Drives. In addition, Hanon is a regular donor to U of M Dearborn for engineering labs, and Hanon employees organize an annual charity golf outing to benefit the University of Michigan Diabetes Research Center.

K. Diversification of the tax base that will have the effect of developing both real and personal property to Novi's tax base.

Hanon Response: This is accurate.

L. The development will provide enhanced opportunities for the existing business community.

Hanon Response: This is accurate.

M. Evidence of corporate ongoing profitability, viability and vitality must be demonstrated, such as net profit, by percentage, and in real dollars for the last three corporate fiscal years.

Hanon Response: Hanon Systems, the Applicant's parent company, is a globally diversified manufacturer of automotive thermal management products serving markets in North and South America, Asia, Europe and Africa. and the Middle East. Following is a chart showing key aspects of Hanon Systems corporate financial performance over the past three fiscal years:

	2016	2015	2014
Net Sales	\$4,718	\$4,597	\$4,512
Operating Income	\$349.8	\$297.4	\$306.3
Operating Income Margin	7.4%	6.5%	6.8%

Amounts expressed in billions of USD @ \$1 USD = 1209 KRW

N. Applicants are to provide a fiscal impact analysis that demonstrates the positive impacts to the community and where the benefits outweigh the abated amount in taxes for the duration of the abatement.

Hanon Response: The project Property is currently vacant and will be updated and upgraded for use as Hanon Systems USA headquarters, increasing the value of the property and creating increased property tax revenue. The Project will include capital investment of over \$24 million and will have a direct and immediate impact on the revenue of the City of Novi and other taxing jurisdictions. The Project will also initially include 345 employees (increasing to 410 over three years) to be housed in the new headquarters, who will have the opportunity to be in daily contact with local Novi businesses such as restaurants, retailers and service providers. As the regional headquarters for an international business, Hanon's headquarters will draw employees, customers, and vendors from all over the world. In addition to the additional property tax revenue and the spending by local Hanon employees, visitors to Southeast Michigan doing business with Hanon will require the services of local businesses such as hotels and restaurants, bringing additional economic benefit to the Novi community. The positive impact to the community will far outweigh the cost of any abatements.

O. Any approved tax abatements will undergo a yearly compliance review.

Hanon Response: This is acceptable. Hanon will ensure compliance with the terms and conditions of the tax abatement agreement.

P. The applicant must be committed to the community for the entire term of the tax abatement and into the future. Evidence of this involvement would need to occur once abatement is awarded to applicant.

Hanon Response: This is acceptable.

Q. The granting of the industrial facilities exemption certificate, considered together with the aggregate amount of industrial facilities exemption certificates previously granted and currently in force, shall not have the effect of substantially impeding the operation of the City.

Hanon Response: This is accurate. The Project will retain 345 jobs in the State of Michigan, and will create an anticipated 65 new jobs over the next 3 years.

Hanon Project I - New Jobs Growth Plan

Estimated New Jobs at New Facility							
	End of Year 1		End of	Year 2	End of		
Full Time and Contract Employees	20	2018		19	20		
	New Jobs Created	Avg Weekly Wage	New Jobs Created	Avg Weekly Wage	New Jobs Created	Avg Weekly Wage	
Managerial							
Professional							1
Technical	30	\$1,730	18	\$1,730	17	\$1,730	1
Sales							
Clerical							
Craftsman (skilled)							
Operators (semi-skilled)]
Laborers (unskilled)]
Service							
							Total New Jobs
New Job Creation to Date and Avg. Weekly Wage	30	\$1,730	18	\$1,730	17	\$1,730	65



Hanon Systems Overview

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Company at a Glance





One of only two global full line automotive thermal solution suppliers in the world



Headquartered in Korea; listed on the Korea Exchange



Global 2016 sales of ₩5.7T



40 manufacturing sites, 3 Innovation Centers 1 Technical Center 14 Engineering Sites



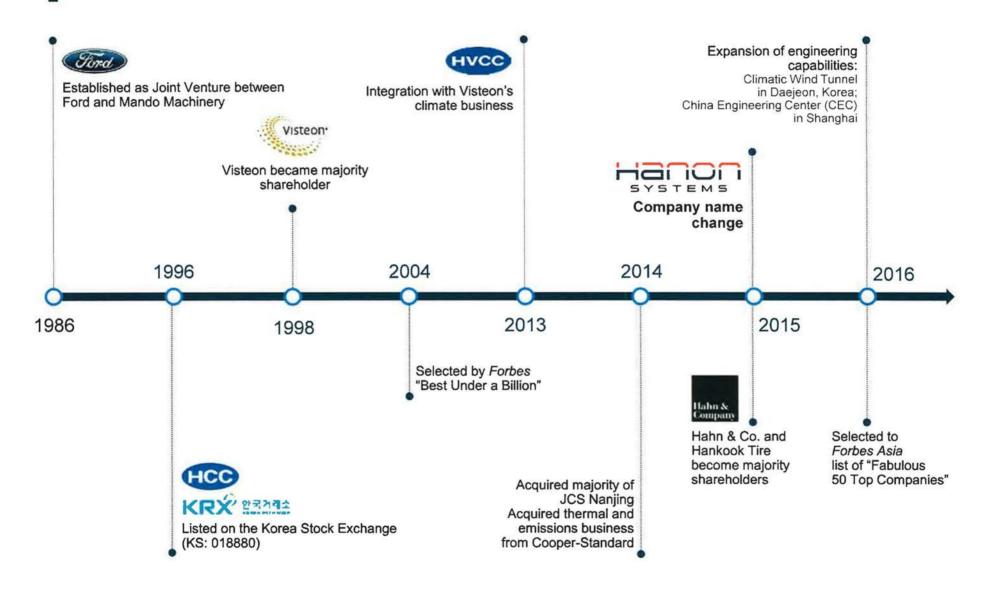
Presence in 20 countries across Asia, Europe, North America and South America



More than 16,500 employees

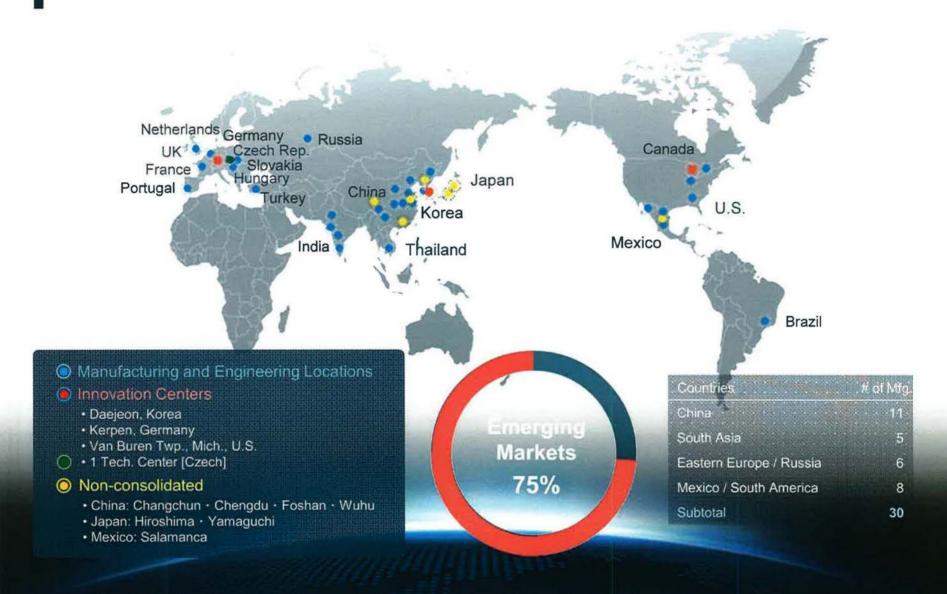
History





Global Footprint

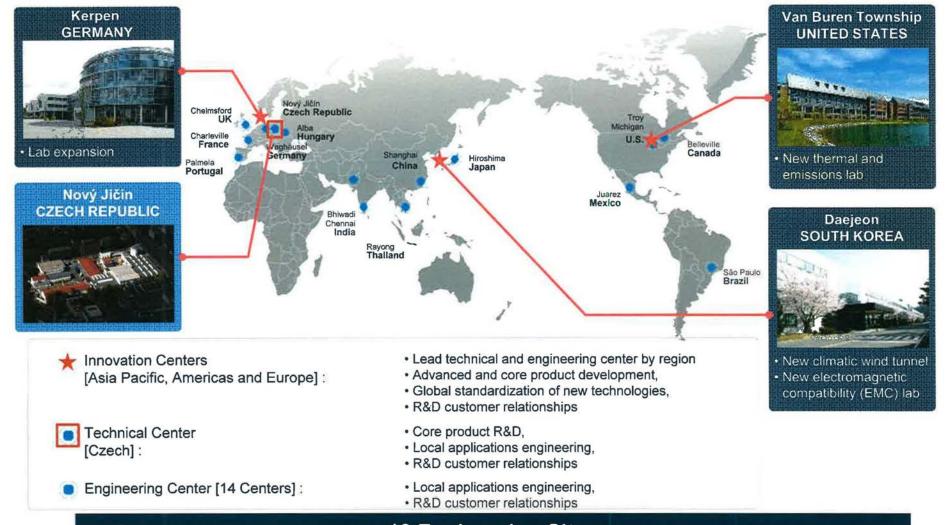




40 Manufacturing Facilities, 18 Engineering Sites Globally and 16,500+ Employees

Global Engineering





18 Engineering Sites
3 Innovation Centers | 1 Technical Center | 14 Engineering Offices

Key Product Lines

Compressor

Fluid Transport



Systems

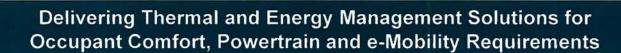
- · Full Vehicle Systems for A/C and Powertrain Cooling
- R134a, R1234yf & R744 refrigerants
- Heat Pump
- · Battery Thermal Management
- · Air Heat Pump Module
- Fuel Cell Thermal Systems





HVAC

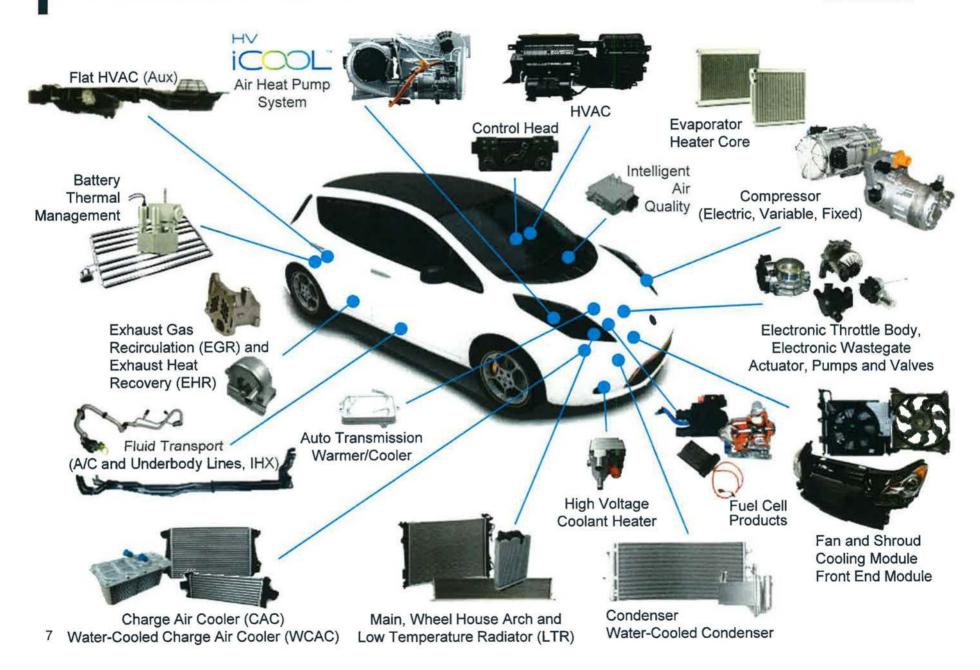
Powertrain Cooling



Thermal and Emissions

Product Portfolio Overview

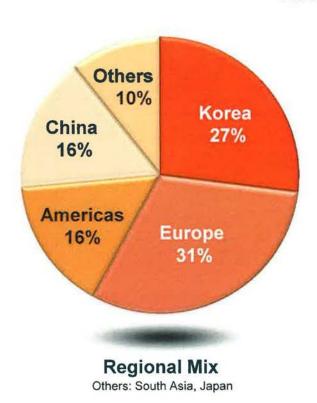


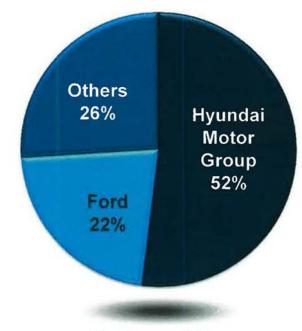


Strong Global Sales – FY 2016



KRW 5.7 Trillion





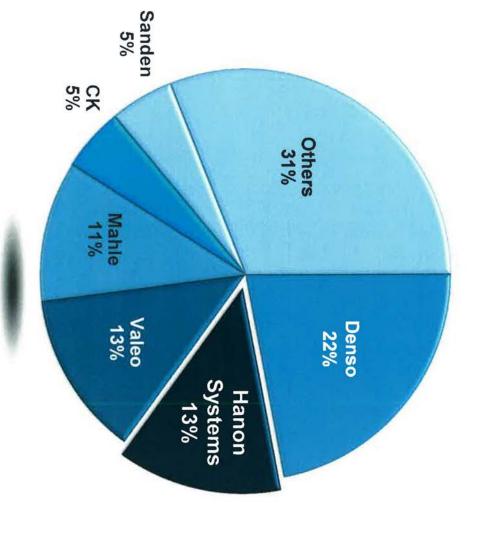
Customer Mix

Others: Multiple customers all under 2% share e.g. FCA, Audi, AvtoVaz, BMW, GM, Honda, Mazda, Nissan, Renault, VW

Strong Global Sales Across a Diverse Customer Portfolio

Market Share - FY 2016





Source: IHS

Strong Market Position Driven by Advanced Thermal Management Technology that Helps Automakers Meet Tighter Emission and Fuel Economy Standards

Industry Recognition















2013 Metal Seal Fitting for Reducing Refrigerant Leakage
PACE Winner

Centrifugal Air Compressor for Fuel Cell Electric Vehicles

New Excellent Technology Certificate

PACE Finalist



Thank you

hanonsystems.com

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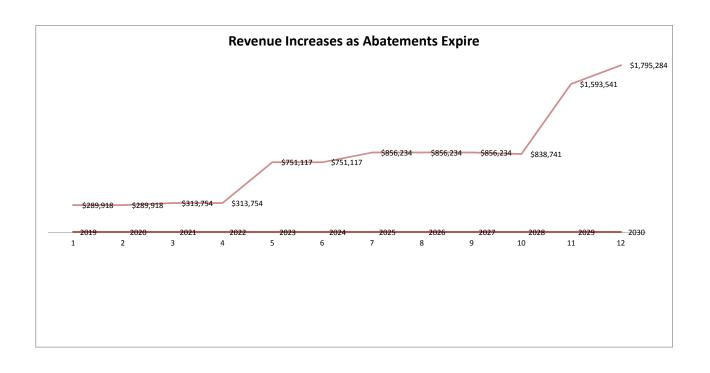
Total Increase By Fiscal Year Ended Property Tax Estimate

															То	otal Increase
_	Mills**	Annual Tax Bill	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	2024	<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>		Revenues
General	4.9925	\$ 45,223	\$ 29,570 \$	29,570 \$	32,002 \$	32,002 \$	76,611 \$	76,611 \$	87,332 \$	87,332 \$	87,332 \$	87,332 \$	164,318 \$	186,930	\$	976,942
Streets	1.4923	\$ 13,518	\$ 8,839 \$	8,839 \$	9,566 \$	9,566 \$	22,900 \$	22,900 \$	26,104 \$	26,104 \$	26,104 \$	26,104 \$	49,116 \$	55,875	\$	292,016
Public Safety	1.4208	\$ 12,870	\$ 8,415 \$	8,415 \$	9,107 \$	9,107 \$	21,802 \$	21,802 \$	24,854 \$	24,854 \$	24,854 \$	24,854 \$	46,763 \$	53,198	\$	278,025
Parks & Rec	0.3836	\$ 3,475	\$ 2,272 \$	2,272 \$	2,459 \$	2,459 \$	5,886 \$	5,886 \$	6,710 \$	6,710 \$	6,710 \$	6,710 \$	12,625 \$	14,363	\$	75,064
Drain	0.1006	\$ 911	\$ 596 \$	596 \$	645 \$	645 \$	1,544 \$	1,544 \$	1,760 \$	1,760 \$	1,760 \$	1,760 \$	3,311 \$	3,767	\$	19,686
CIP	1.0000	\$ 9,058	\$ 5,923 \$	5,923 \$	6,410 \$	6,410 \$	15,345 \$	15,345 \$	17,493 \$	17,493 \$	17,493 \$	- \$	15,420		\$	123,254
Library	0.7678	\$ 6,955	\$ 4,548 \$	4,548 \$	4,922 \$	4,922 \$	11,782 \$	11,782 \$	13,431 \$	13,431 \$	13,431 \$	13,431 \$	25,271 \$	28,748	\$	150,245
Debt Library***	0.3800	\$ 3,442	\$ 2,251 \$	2,251 \$	2,436 \$	2,436 \$	5,831 \$	5,831 \$	6,647 \$	6,647 \$	6,647 \$	6,647 \$	12,507 \$	14,228	\$	74,359
City	10.5376	\$ 95,453	\$ 62,414 \$	62,414 \$	67,545 \$	67,545 \$	161,701 \$	161,701 \$	184,331 \$	184,331 \$	184,331 \$	166,838 \$	329,332 \$	357,108	\$	1,989,589
School (Novi)	28.7592	\$ 260,509	\$ 170,340 \$	170,340 \$	184,344 \$	184,344 \$	441,314 \$	441,314 \$	503,075 \$	503,075 \$	503,075 \$	503,075 \$	946,552 \$	1,076,807	\$	5,627,653
County	4.7880	\$ 43,371	\$ 28,359 \$	28,359 \$	30,691 \$	30,691 \$	73,473 \$	73,473 \$	83,755 \$	83,755 \$	83,755 \$	83,755 \$	157,588 \$	179,273	\$	936,925
occ	1.5555	\$ 14,090	\$ 9,213 \$	9,213 \$	9,971 \$	9,971 \$	23,869 \$	23,869 \$	27,210 \$	27,210 \$	27,210 \$	27,210 \$	51,196 \$	58,241	\$	304,383
ISD	3.3079	\$ 29,964	\$ 19,593 \$	19,593 \$	21,203 \$	21,203 \$	50,760 \$	50,760 \$	57,864 \$	57,864 \$	57,864 \$	57,864 \$	108,873 \$	123,855	\$	647,296
Total	48.9482	\$ 443,386	\$ 289,918 \$	289,918 \$	313,754 \$	313,754 \$	751,117 \$	751,117 \$	856,234 \$	856,234 \$	856,234 \$	838,741 \$	1,593,541 \$	1,795,284	\$	9,505,846

^{*} Starting and future values are based on initial investment in property with annual 1.5% increases for inflation.

The City's current abatements and when they are set to expire are as follows:

			Revenue	
		Fiscal Year	Increase At	
Name	Taxable Value**	Expiration	Expiration	
HCP Land LLC (Tognum)	\$2,384,890	2019-2020	\$58,368	<u> </u>
Harman Becker	\$9,968,950	2023-2024	\$243,981	
Magna Seating	\$6,935,250	2029-2030	\$169,734	
Stoneridge	\$402,750	2018-2019	\$9,857	
Boco Enterprises	\$5,000,000	2029-2030	\$122,371	
Daifuku NA Holding	\$5,307,500	2029-2030	\$129,896	
A123 Supplies	\$13,598,000	2029-2030	\$332,799	Proposed
Yafeng Auto	\$4,295,000	2025-2026	\$105,116	Proposed
EJ Brooks	\$973,926	2021-2022	\$23,836	Proposed
Hino Motors	\$7,901,500	2023-2024	\$193,382	Proposed
Hanon Systems	\$9,058,278	2030-2031	\$221,693	Proposed



^{**} Annual tax bill based on the 2017 Tax Year millage rates, including 1.000 CIP.
*** Current Debt Millages scheduled to fall off in future fiscal years

Proposed Data Related to Hanon Systems USA, LLC

The following summary is additional information related to the abatement.

Total estimated investment and estimated taxable value*: \$18,116,555 Taxable (50%) \$9,058,278 (investment value added at application cost)

Total

Property Tax Estimate							Tota	l Incentive B	By Year (50%)						
			2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030		
	Mills**	Annual Tax Bill	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	<u>Year 11</u>	Year 12	Total In	ncentive
General	4.9925	\$45,223	\$22,612	\$22,951	\$23,295	\$23,645	\$23,999	\$24,359	\$24,725	\$25,096	\$25,472	\$25,854	\$26,242	\$26,635	\$	294,884
Streets	1.4923	\$13,518	\$6,759	\$6,860	\$6,963	\$7,068	\$7,174	\$7,281	\$7,390	\$7,501	\$7,614	\$7,728	\$7,844	\$7,962	\$	88,143
Public Safety	1.4208	\$12,870	\$6,435	\$6,532	\$6,629	\$6,729	\$6,830	\$6,932	\$7,036	\$7,142	\$7,249	\$7,358	\$7,468	\$7,580	\$	83,920
Parks & Rec	0.3836	\$3,475	\$1,737	\$1,763	\$1,790	\$1,817	\$1,844	\$1,872	\$1,900	\$1,928	\$1,957	\$1,987	\$2,016	\$2,047	\$	22,658
Drain	0.1006	\$911	\$456	\$462	\$469	\$476	\$484	\$491	\$498	\$506	\$513	\$521	\$529	\$537	\$	5,942
CIP	1.0000	\$9,058	\$4,529	\$4,597	\$4,666	\$4,736	\$4,807	\$4,879	\$4,952	\$5,027	\$5,102	\$0	\$0	\$0	\$	43,296
Library	0.7678	\$6,955	\$3,477	\$3,530	\$3,583	\$3,636	\$3,691	\$3,746	\$3,802	\$3,859	\$3,917	\$3,976	\$4,036	\$4,096	\$	45,350
Debt Library ***	0.3800	\$3,442	\$1,721	\$1,747	\$1,773	\$1,800	\$1,827	\$1,854	\$1,882	\$1,910	\$1,939	\$1,968	\$1,997	\$2,027	\$	22,445
City	10.5376	\$95,453	\$47,726	\$48,442	\$49,169	\$49,906	\$50,655	\$51,415	\$52,186	\$52,969	\$53,763	\$49,391	\$50,132	\$50,884		606,638
School (Novi)	28.7592	\$260,509	\$130,254	\$132,208	\$134,191	\$136,204	\$138,247	\$140,321	\$142,426	\$144,562	\$146,731	\$148,932	\$151,166	\$153,433		1,698,675
County	4.7880	\$43,371	\$21,686	\$22,011	\$22,341	\$22,676	\$23,016	\$23,361	\$23,712	\$24,068	\$24,429	\$24,795	\$25,167	\$25,544		282,805
occ	1.5555	\$14,090	\$7,045	\$7,151	\$7,258	\$7,367	\$7,477	\$7,590	\$7,703	\$7,819	\$7,936	\$8,055	\$8,176	\$8,299		91,876
ISD	3.3079	\$29,964	\$14,982	\$15,207	\$15,435	\$15,666	\$15,901	\$16,140	\$16,382	\$16,628	\$16,877	\$17,130	\$17,387	\$17,648		195,383

\$238,827

\$242,409

\$246,045

\$249,736

\$248,303

\$252,028

\$255,808

2,875,378

\$443,386

\$221,693

\$225,019

\$228,394

\$231,820

\$235,297

48.9482

^{*} Starting and future values are based on initial investment in property with annual 1.5% increases for inflation.

^{**} Annual tax bill based on the 2017 Tax Year millage rates, including 1.000 CIP.

^{***} Current Debt Millages scheduled to fall off in future fiscal years

Parcel ID 50-22-12-200-026

39600 Lewis Dr.





Map Print Date:



City of Novi

Novi. MI 48375 cityofnovi.org