

From: Elthomas@hanovervirginia.com
To: zina.diehl@altusgroup.com
Cc: tom.dubel@altusgroup.com; LHurt@vedp.org
Subject: Re: Confidential - Project Tiger Follow-up
Date: Wednesday, February 13, 2019 7:13:53 PM

Zina,

I promised I would follow up this evening. I also wanted to follow proper protocol so I have copied Lindsay as well. Tonight our Board of Supervisors unanimously supported Project Wild Tiger in closed session (though no official vote was taken and it would be public if so) and wanted me to come back to inform the Altus Team that they would consider a rebate of 50% of Merchants Capital Tax for 10 years from the first filing date understanding that may not be until 2022. They also noted they would consider paying up to \$400,000 or 50% whichever is less of the sanitary sewer relocation if it must be moved. These additional incentives would be on top of the COF Match.

Keep in mind we are in rare territory with our Board and though we hope those additional incentives may be enough we understand this may be about as far as we can go on our end to sweeten the deal.

I have a meeting Friday morning with Ashland Town Council (only two as anymore would be a formal meeting) to discuss the possibility of amending the proffers or the approval of a CUP or special exception. That must be approved by the town and we understand you must “get the warm and fuzzies” so to speak based on the ability to design your layout with dock doors facing both Archie Cannon and Route 1 with setbacks of course. I should have a better idea of their willingness to amend those by noon Friday.

One question you could answer for our team is there a typical pattern when truck traffic is highest both coming and going? For example what time in the morning do a majority of your trucks leave and also return in the evening? The Town has request a more detailed explanation if possible of these patterns.

Thank you once again for your continued interest in Hanover County and the Town of Ashland. This project is a priority to our entire team including our Board of Supervisors.

Personal Regards,

Linwood

Sent from my iPhone

On Feb 13, 2019, at 9:16 AM, Zina Diehl <zina.diehl@altusgroup.com> wrote:

Thank you for the update, Linwood. We look forward to hearing more after your closed session meeting this evening. Good luck!

Zina Diehl, CMI

Senior Manager, Location & Incentive Strategies, State & Local Tax and Advisory
Altus Expert Services, Altus Group

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We've Moved! Please update your records.

<image001.jpg>

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From: Thomas IV, E. Linwood <Elthomas@hanovervirginia.com>
Sent: Tuesday, February 12, 2019 8:37 PM
To: Zina Diehl <zina.diehl@altusgroup.com>
Cc: Thomas T. Dubel Jr. <tom.dubel@altusgroup.com>; Hurt, Lindsay <LHurt@vedp.org>
Subject: Re: Confidential - Project Tiger Follow-up

[External Sender: Elthomas@hanovervirginia.com]

Zina,

Thank you for your email! We will be meeting with our Board of Supervisors tomorrow evening to discuss this project under the name Wild Tiger in closed session which remains completely confidential. I technically cannot speak for the Board of Supervisors and also the Town Council as it pertains to an exception/waiver/variance on the proffers relating to the dock doors facing both Archie Cannon and Route 1 but we should have more clarity by tomorrow evening. I personally think (though I don't have a vote) that as a practical matter this should be a no brainer.

I have been working behind the scenes to address your teams most critical questions and I do believe our Board is extremely supportive of the project. I did send some initial responses through Lindsay and Grace and I hope you received those. More to come tomorrow evening! Many thanks!

Personal Regards,

Linwood

Sent from my iPhone

On Feb 12, 2019, at 7:30 PM, Zina Diehl <zina.diehl@altusgroup.com> wrote:

Linwood,

We greatly appreciate your genuine and persistent follow-up from our Project Tiger meeting. In response to your recent emails:

1. Our client has reviewed the proffers along with their conceptual building layout plan and they have the following questions:
 - a. The Project would have loading docks on several sides of its proposed buildings. The proffers state there should be no loading docks facing or adjacent to Route 1. Based on the conceptual building layout provided, would there be distance to Route 1 that would be acceptable?
 - b. There is a required 500' buffer from the Stanley Park Drive residential development. The conceptual layout appears to be a significant way away, but not sure it meets 500' requirement? If not, can the Project obtain a waiver or variance from this?

2. As for merchants capital (inventory), Project Tiger has estimated the following:
 - a. Phase 1 ~ \$10M
 - b. Plus: Phase 2 ~ \$30M
 - c. Plus: Phase 3 ~ \$20M

Please do not hesitate to contact us should you have any questions or concerns.

Thank you again,
Zina

Zina Diehl, CMI

Senior Manager, Location & Incentive Strategies, State & Local Tax and Advisory

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