



custom leasing solutions in a native environment

www.leaseakchin.com

Ak-Chin Indian Community

Ak-Chin Industrial Park Board Members:

Charles L. Carlyle, Chairman

Maria Hernandez, Vice Chair

Terry O. Enos, Ak-Chin Community Council Member, Industrial Park Board Member

Leonard S. Gold, Ak-Chin Energy Services Power Consultant, Industrial Park Board Member

Franklin Sam, Industrial Park Board Member

Philip J. Entz, Ak-Chin Industrial Park Board Consultant, Property Manager



What Makes a Site Location at Ak-Chin Unique?



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- 1 We put you in the best possible position to succeed*
- 2 We're not like other Native American tribes*
- 3 Our native environment offers unique advantages*
- 4 We customize leasing solutions on an individual basis*
- 5 We're committed to getting things done*



1 We put you in the best possible position to succeed

Gateway Region

Central to major centers of commerce and ports

- 180 miles to California, the world's eighth largest economy
- 380 miles to Texas, the world's 14th largest economy
- 148 miles to Mexico, the second largest economy in Latin America

Close to major transportation corridors

- 18 miles to Interstate 10 and the Canamex trade corridor
- 5 miles or less to the proposed Interstate 11, linking Las Vegas and Phoenix, a Canamex route that bypasses the congestion of I-10 through Phoenix
- 13.5 miles to Interstate 8





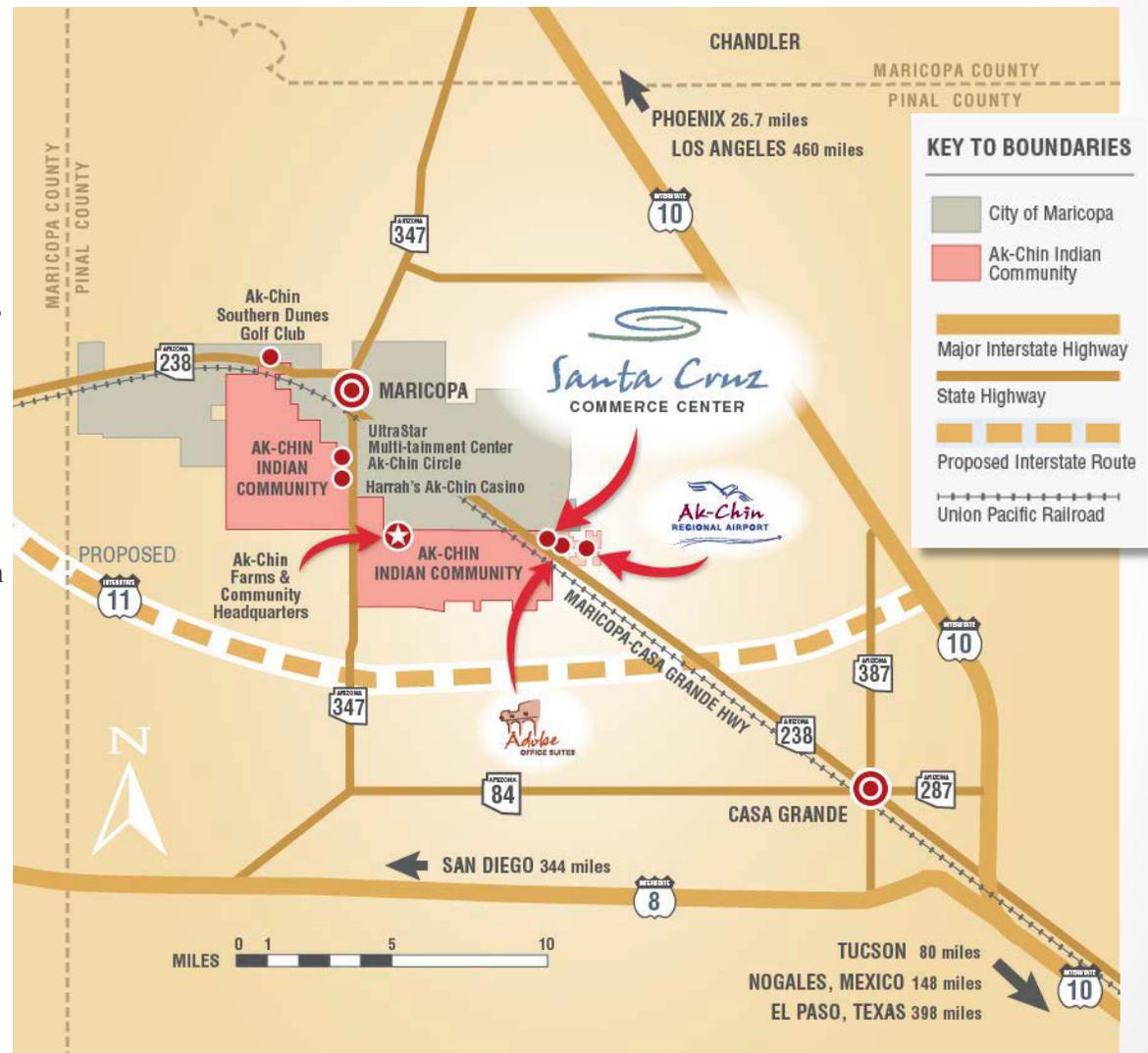
1 We put you in the best possible position to succeed

Ready Access

Centrally located away from metropolitan congestion

- Close proximity to ready labor pools from Ak-Chin and other Native American communities, the cities of Maricopa, Casa Grande, Chandler, Tempe, and Phoenix.
- Close to rapidly developing residential communities
- Less than 5 minutes to Ak-Chin Regional Airport
- 10 minutes to Hwy 347
- 15 minutes to Hwy 84

For statistics on Workforce, Workforce Incentives & Training, Skill/Education Levels, & Wages, refer to pages 23-26





2 We're not like other Native American tribes

Our Early Him Dak Has Grown a 21st Century Business Philosophy

- ❑ *Him Dak* = Way of life.
- ❑ *Ak-Chin* = Mouth of the wash or place where the wash loses itself in the ground or sand. The type of farming in which Ak-Chin ancestors engaged.
- ❑ *Agricultural heritage* = Uniquely adaptable to changing climates and conditions.





2 We're not like other Native American tribes

Proven Leadership



AK-CHIN COMMUNITY COUNCIL

- ❑ Ak-Chin's Community Council is committed to long-term growth and economic diversification in the Community
- ❑ The Ak-Chin Industrial Park Board, which is responsible for the marketing, development, and management of Santa Cruz Commerce Center, acts as a tenant advocate both within and outside the Community to identify opportunities, streamline processes, and accelerate solutions to any issues that might arise



AK-CHIN INDUSTRIAL PARK BOARD



2 We're not like other Native American tribes

Familiar Processes with Less Bureaucracy

- ❑ Ak-Chin Industrial Park Board is the one-stop tenant resource
- ❑ Construction plans are reviewed by Ak-Chin's Planning & Zoning Commission for environmental, cultural, and technical issues
- ❑ The Ak-Chin Community Council approves the Board's and Commission's recommendations similarly to any municipality's City Council
- ❑ BIA lease involvement is minimal
- ❑ Our Limited Waiver of Sovereign Immunity mitigates risks





2 We're not like other Native American tribes

Establishing Long-Term Relationships

- ❑ A partner with Harrah's/Caesar's Entertainment since 1994
- ❑ Hickman's Family Farms, Santa Cruz Commerce Center tenant since 2003
- ❑ Troon Golf has continued to serve as their management partner since the Community acquired the course
- ❑ UltraStar Cinemas has a 7-year management contract with automatic renewal clause



“Caesars Entertainment is proud of our 20-year relationship with the Ak-Chin Indian Community. As the only tribal gaming enterprise in Arizona with an international management partner, we value and commend the Community's continued commitment to bringing quality entertainment to the Valley.”

— TOM JENKIN, GLOBAL PRESIDENT OF DESTINATION MARKETS, CAESAR'S ENTERTAINMENT





Case Study: UltraStar Multi-tainment Center at Ak-Chin Circle

Size: 165,000 SF (50 acres)

Type of Project: Mixed use family entertainment complex

Project Type: Management contract

Construction budget: \$50 million

Time in design: 4 months

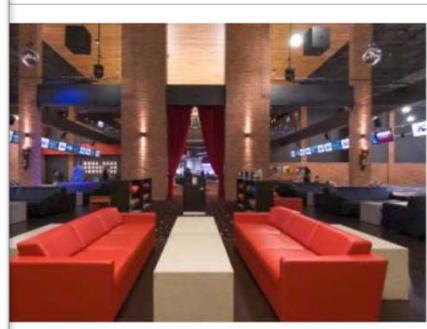
Construction time: 10 months

Completed: November 2012

Jobs Created: 350

Description: One of the largest and most highly advanced facilities of its kind

- 12-screen, state-of-the-art cinema with 3D capabilities and motion seats
- VIP theater seating with full bar service and seat-food ordering
- 24-lane bowling center that includes an 8-lane section with fireplace and VIP seating
- Sports bar including 13, 55-inch televisions, pool tables, darts, and shuffleboard
- Full-service restaurant seats 138 with outdoor dining and a glass water wall
- 2-story laser tag and arcade
- Outdoor amphitheater



“Never in our twenty years have we worked with a group so determined for excellence ... I am honored to be a part of Ak-Chin’s history and to work with a team of such high character and dedication to growth.”

— ALAN GROSSBERG, PRESIDENT AND CEO OF ULTRASTAR CINEMAS



3 Our native environment offers unique advantages

Low Lease Rates

- ❑ The base lease rate in the Mesquite Building (the office/warehouse complex recently constructed by the Community at SCCC) historically has run about 20% below current base leases in the City of Maricopa.
- ❑ Land lease prices are competitive with rural areas adjacent to Casa Grande, Stanfield, and Eloy, and SCCC offers a better location.
- ❑ With a build-to-suit option, monthly lease rates can be lower because building and tenant improvement costs are amortized over a longer lease period than with traditional financing.



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3 Our native environment offers unique advantages

Current Tax Savings

- ❑ No real property tax on land used for commercial or industrial
- ❑ No construction sales tax on build-to-suit projects
- ❑ No taxes on Ak-Chin leases
 - No City of Maricopa tax
 - No Pinal County tax
- ❑ No City, County, or sales taxes and no adders on electrical and water/wastewater utilities



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Tax & Adder Example Comparison for Electric Utilities

One Summer Month Demand – kW = 1,000 / Energy – kWh = 446,400

	ACES	APS	ED3	SRP
Electric Service Charges				
Customer Charge	\$11	\$32	\$83	\$24
Demand Charge	\$10,000	\$14,955	\$11,440	\$3,313
Energy	\$28,076	\$24,628	\$25,445	\$36,516
Purchased Power Adjuster	\$-	\$-	\$6,982	\$-
Subtotal Electric Service Charges	\$38,088	\$39,615	\$43,949	\$39,854
Adders To Electric Service Charges				
Renewable Energy Surcharge	\$-		\$12	\$-
PSA - Historical	\$-	\$1,041	\$-	\$-
PSA - Forward	\$-	\$(448)	\$-	\$-
PSA -Transmission	\$-	\$-	\$-	\$-
TCA (kW)	\$-	\$848	\$-	\$-
DSMAC (kW)	\$-	\$969	\$-	\$-
EIS	\$-	\$-	\$-	\$-
RES	\$-	\$4,523	\$-	\$-
Regulatory Assessment	\$-	\$84	\$-	\$-
Sales Tax	\$-	\$2,793	\$3,384	\$-
County Tax (SRP State & County combined)	\$-	\$326	\$-	\$1,116
City Tax	\$-	\$1,303	\$879	\$2,511
Franchise Fee	\$-	\$931	\$-	\$-
Subtotal Adders To Electric Service Charges	\$-	\$12,369	\$4,275	\$3,627

Analysis as of August 15, 2013



3 Our native environment offers unique advantages

Utility Savings

Ak-Chin owns and establishes its own rates for the majority of utility services, except telecommunications and natural gas.

- ❑ Ak-Chin Energy Services (ACES) offers rates that average 20-27% below electric utilities that serve surrounding communities
- ❑ Ak-Chin Water & Sewer offers rates approximately 15-20% below City rates

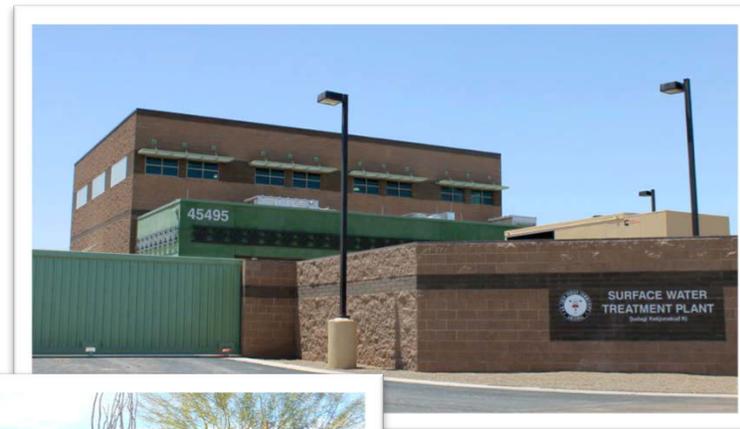


Community Services

- ❑ Ak-Chin provides its own public safety services including fire and police
- ❑ Waste and trash removal is available through the Ak-Chin Sanitation Department



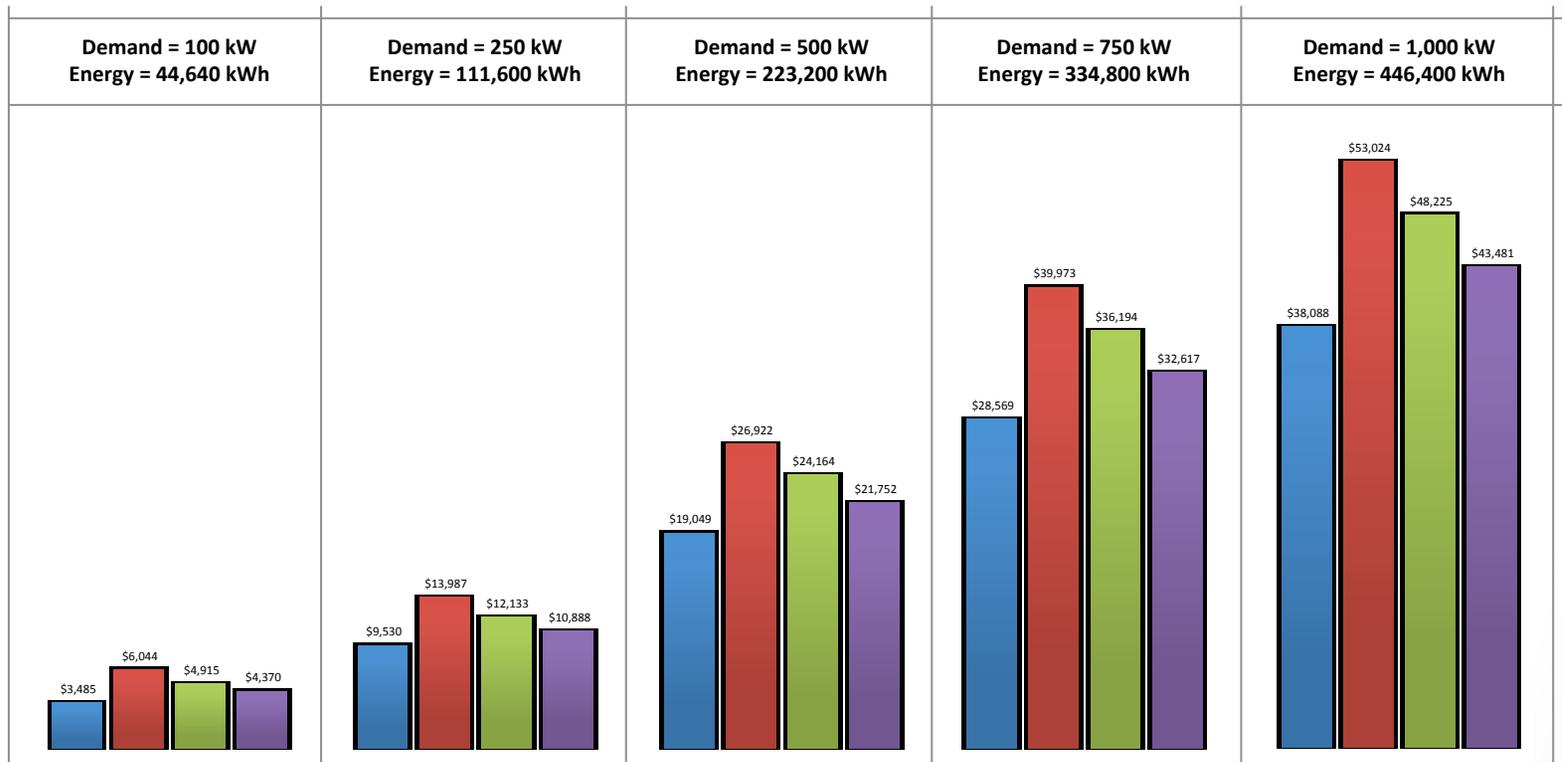
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3 Our native environment offers unique advantages

Comparison of Electric Utility Billing Based Upon Summer Month Estimated Usage



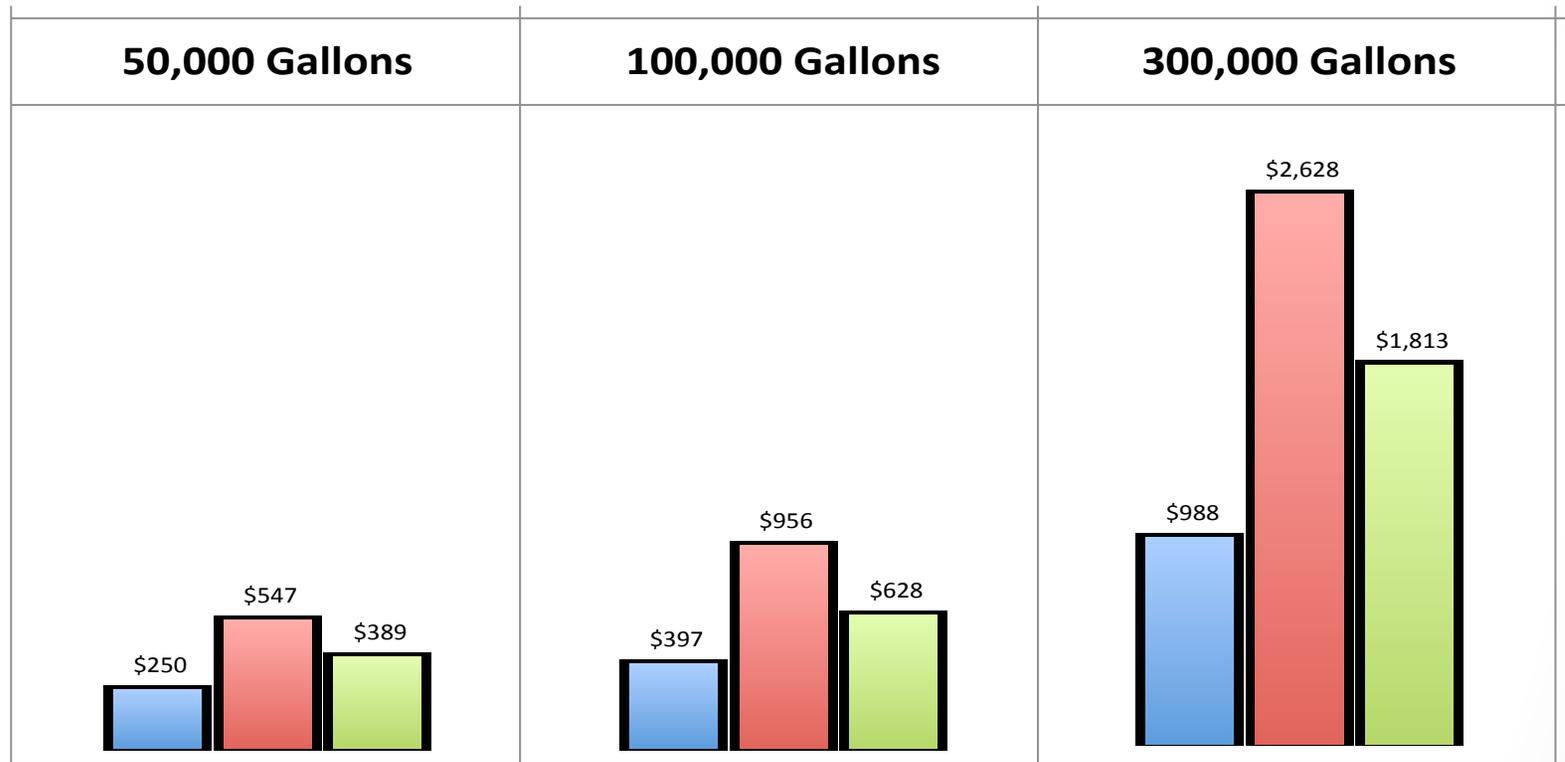
KEY TO UTILITY COMPANIES:

- ACES = Ak-Chin Energy Services
- APS = Arizona Public Service
- ED3 = Electrical District 3
- SRP = Salt River Project



3 Our native environment offers unique advantages

Comparison of Water/Wastewater Billing Based Upon Summer Month Estimated Usage



KEY TO WATER/WASTEWATER UTILITY COMPANIES:

ACWUA = Ak-Chin Water Utility Authority

Global = Global Water

AWC = Arizona Water Company



3 Our native environment offers unique advantages

Key Incentives

Indian Employment Tax Credit

Provides non-Indian businesses with an incentive to hire Indians who live on or near the reservation. A \$20,000 tax credit is available to such businesses each tax year for every “qualified employee” that is paid “qualified wages.”

Foreign Trade Zone

The Ak-Chin Indian Community is within FTZ #75. Companies locating at Santa Cruz Commerce Center can apply for subzone status, which allows them to move foreign and domestic merchandise into zones for storage, exhibition, assembly, manufacturing, and processing without payment of duties, quota and other import restriction.



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See page 27 for State of Arizona incentives that may also be applicable to your business



3 Our native environment offers unique advantages

Development Cost Comparison

Assumptions

- 40,000 S.F. Building at \$150.00/SF
- Construction Cost = \$6,000,000
- Assessed Construction at 65% of total Contract Value
- State and County Construction Tax at combined 7.7%
- City of Maricopa Construction Tax at 2%
- 10-acre site at \$12,500/acre
- Land Cost at \$125,000
- Land Loan Interest at 5% & 75% Loan-to-Value (20-year)
- Building Construction at 5% & 75% Loan-to-Value (20-year)

Tax Rates current as of 8/15/13

Utility Rates current as of 8/15/13

	BUY/BUILD	DEVELOPER BUILD-TO-SUIT	AK-CHIN BUILD-TO-SUIT FOR QUALIFIED LESSEE
UPFRONT EXPENSES			
Construction Soft Costs			
Earnest Money to Developer @ 10% deposit on 20/yr. lease	\$0	\$1,282,531	\$0
Architecture & Engineering @ 7%	\$446,481	\$0	\$0
Development Approvals & Constr. Management @ 5%	\$300,000	\$0	\$0
Municipal Fees (permits) @ 2%	\$120,000	\$0	\$0
Subtotal Up-Front Expenses	\$866,481	\$1,282,531	\$0
Capital Costs			
Land: Loan-to-Value @ 70% (30% cash)	\$31,250	\$0	\$0
Building & Equipment: Loan-to-Value @ 75% (25% cash)	\$1,500,000	\$0	\$0
Land & Building Loan Origination Fees @ 1%	\$55,273	\$0	\$0
Arizona and County Construction Tax @ 7.7% of 65% of Value	\$300,300	\$0	\$0
Maricopa Construction Tax @ 2% of 65% of Value	\$78,000	\$0	\$0
Subtotal Capital Costs	\$1,964,823	\$0	\$0
TOTAL INITIAL OUTLAYS	\$2,831,304	\$1,282,531	\$0
Continuing Monthly Expenses			
Loan or Lease Payment	\$36,478	\$48,095	\$45,768
Property Tax (Assessed value at 19.5% of full value; rate at 3.79%)	\$3,772	\$3,772	\$0
Electric Utility (500amp Service) [ED3 vs. ACES]	\$24,164	\$24,164	\$19,050
Water/Sewer (100,000 gal- Summer Month) (Global vs. ACWUA)	\$956	\$956	\$397
TOTAL CONTINUING MONTHLY EXPENSES	\$65,370	\$76,987	\$65,215
Monthly Expenses - Ak-Chin Over / (Under) Other Options	(\$155)	(\$11,772)	\$0
First year	\$3,314,307	\$1,904,937	\$549,212
Annual 2nd - last year	\$784,440	\$923,843	\$782,581
Total Expenditures 20-year	\$18,218,661	\$19,457,954	\$15,418,259



AK-CHIN INDIAN COMMUNITY



“With a shared heritage in farming, Ak-Chin and Hickman’s have cultivated a strong partnership. In an environment committed to product excellence, long-term environmental sustainability, and high standards for food safety, our business has been able to grow and expand.”

— BILLY HICKMAN, VP, HICKMAN’S FAMILY FARMS

Case Study: Hickman’s Family Farms

Size: 1,417,390 SF (approx. 35.33 acres)

Type of Project: Industrial – Egg Ranch Processing Plant & Hen Houses

Lease Type: Build-to-suit

Construction budget: \$7.5 million

Time in design: 120 days

Construction time: 10 months

Completed: August 2003

Jobs Created: 58

Description With its expansion to *Santa Cruz Commerce Center*, Hickman’s has grown to be one of the nation’s largest and most successful egg farms. Initial construction included:

- 130,200 SF for 4 poultry houses for 1,200,000 laying hens
- 10,000 SF for egg processing plant
- 10,000 SF cold storage
- 10,000 SF dry storage
- 3,000 SF office



The Ak-Chin Industrial Park Board implemented the following improvements to the Hickman’s site in the industrial park:

- Expanded water lines and sanitary sewer lines
- Provided potable water acceptable for consumption by the laying hens and processing eggs
- Extended power lines to provide electrical service
- Constructed and improved street and access roads
- February 2005-added 40,000 SF for 5th poultry house

With its lease renewal in 2013, expansion included:

- Approx. 90,000 SF for 2 additional poultry houses
- Completed June 2014





4 We customize leasing solutions on an individual basis

Partners in Success Model

The greatest challenge for a potential tenant is understanding the advantages of an on-Reservation lease. The Ak-Chin Industrial Park Board works in partnership with potential and existing tenants to answer questions, alleviate anxiety, and resolve any concerns that might surface. The Ak-Chin Indian Community has had great relationships with our tenants because we tend view ourselves as partners in helping in the tenant’s success.

Flexible Lease Terms

Lease terms are negotiated on a case-by-case basis. Mutually beneficial terms can be crafted for small to large tenants, depending on length of lease and benefit to local economy.

Project Fast-Tracking

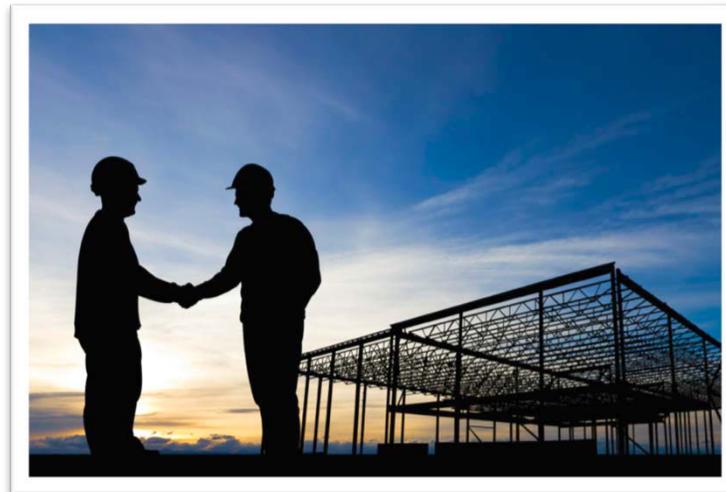
Recognizing the need to offer a business-friendly environment which allows businesses to relocate and expand in the Community rapidly and efficiently, Ak-Chin is committed to streamlining and simplifying, where possible, its governmental permitting processes.

Build-to-Suit Funding

A build-to-suit option is available for well-qualified tenants at the Commerce Center. The option can substantially reduce front-end costs for a new facility, with monthly payments being competitive with Owner-built and typical Developer-based build-to-suit alternatives. This allows qualified lessees to devote funds to their operations rather than capital expenses.



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Case Study: M & S Equipment, a Case IH farm equipment dealership

Size: 9,000 SF (approx. 3.11 acres)

Type of Project: Industrial –Commercial Existing Building

Lease Type: Tenant Lease

Construction budget: Initial Phase minor renovations: approx. \$24,000; Phase 2 renovations: \$175,000

Time in design: 60 days

Construction time: 90 days

Completed: Initial Phase: August 2006;
Phase 2: April 2011

Jobs Created: 11

Description: In 2006, initial building improvements to an existing commercial building were performed. Additional building improvements were made by the Ak-Chin Industrial Park Board in 2011 to conform to the new standard of quality established for the Commerce Center.

Renovations included:

- Replacing the roof and all overhead doors
- Updating air-conditioning and evaporative cooling systems
- Refreshing all exterior surfaces
- Installing a stone façade and complementary architectural features



“We had never leased in our company’s history. We were a little nervous to do so. I can tell you honestly that Ak-Chin has been great to work with. They took the time and effort to listen to our concerns and wishes and structured a lease that works well for us and our style of business.”

— BRENT SCOTT,
VP & GENERAL MANAGER,
M&S EQUIPMENT, INC.



5 We're committed to getting things done

The Ak-Chin Industrial Park Board Provides Responsive Property Oversight

- ❑ Encourages economic growth and job creation in the Community by facilitating long-term lease agreements that can be financed through the Ak-Chin Indian Community.
- ❑ Acts as a central clearinghouse for all Commerce Center tenants both current and future.
- ❑ Works with Community Departments and entities involved in the location, approval, and construction processes, which saves both time and money for tenants seeking space in existing buildings or future development in the Center.
- ❑ Expedites the procedures for planning and zoning, architecture and construction, and building permitting and signage within the Community on behalf of the tenant.
- ❑ All negotiations and approvals are handled in-house.



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Case Study: Mesquite Building, a multi-tenant office/warehouse complex

Size: 81,545 SF (1.87 acres)

Type of Project: Multi-tenant office/warehouse complex

Lease Type: Tenant lease

Construction budget: \$1.6 million, including TI's

Time in design: 4 months

Construction time: 10 months

Completed: May 2011

Jobs Created: 18 (tenant employment)

Description: Fully customized flex space bays that can be combined

- The only leasable space of this kind in the Maricopa area
- Conveniently located for businesses serving both Maricopa & Casa Grande
- Attractive lease rates for small businesses
- In the first year, the building was constructed and fully leased

“... for a new business starting out, the price was affordable, and terms doable for us. We could not have made this dream a reality anywhere else.”

— BETH MUNDELL, OWNER,
FYRESTORM CHEER





Logistics

Transportation & Thoroughfare Access

Santa Cruz Commerce Center, *Adobe Office Suites* and the *Ak-Chin Regional Airport* front the Maricopa-Casa Grande Highway (Highway 238) between the Cities of Maricopa and Casa Grande. These sites provide convenient access to the Canamex I-10 corridor and the I-8 entrance to Yuma-San Diego. Approximate distances are:

- 18 miles to I-10/Canamex corridor
- 13.5 miles to I-8 corridor
- 34 miles to Phoenix International Sky Harbor Airport
- 8 miles to Hwy 347
- 12 miles to Hwy 84



Rail Services

The Union Pacific Railroad parallels the Maricopa-Casa Grande Highway and SR 238 from Casa Grande to Gila Bend. Currently, between 45 and 55 freight trains operate daily through Maricopa. Amtrak's Orlando-Los Angeles Sunset Limited has a scheduled stop in Maricopa. The Amtrak station is located just east of the SR 347 crossing of the UPRR tracks. Santa Cruz Commerce Center is about 40 miles from the proposed Red Rock switching yard near Picacho Peak.

Air Service

The Ak-Chin Indian Community bought the Phoenix Regional Airport in 2006, and recently renamed it *Ak-Chin Regional Airport*. In 2012-2013, more than \$1 million worth of improvements were completed. The next phase of planned improvements include installing runway lighting, expanding the apron, and constructing additional tiedowns, t-shades, and t-hangers.

Ak-Chin Regional Airport (A39)

Lat/Long: 32°59'26.90" N / 111°55'06.70" W

Runway 4/22

Length (feet) — 4,751

Width (feet) — 50'

Displaced Threshold — 290

Strength (pounds) — 12,500 (SWG)

Pavement — Asphalt

Sky Harbor Airport: The Commerce Center is about 34 miles from this international airport by surface travel and about 28 miles by air from Ak-Chin Regional Airport.

AK-CHIN INDIAN COMMUNITY



Workforce

- ❑ People who work in businesses located in the Ak-Chin Indian Community predominantly live in the City of Maricopa
- ❑ 90% of Maricopa residents own their own homes, which facilitates workforce stability*
- ❑ 98% of the Ak-Chin Indian Community workforce comes from off reservation**
- ❑ 61% of the workforce that does not work in the City has looked for a job closer to home*
- ❑ 85% of the workforce would leave their current company for a closer workplace*
- ❑ 44% would consider changing their career if a local job presented an opportunity*
- ❑ 73% of unemployed listed minimum salary ranges under \$35,000*
- ❑ Arizona is a right-to-work state

*Source: City of Maricopa 2013 Labor Survey Results, Elliott D. Pollack & Company

**Source: Ak-Chin Indian Community Economic Impact Analysis, ESI Corporation, May 18, 2011

†Source: 2013 City of Maricopa Community Report

<i>Area's Largest Employers†</i>
Harrah's Ak-Chin Casino Resort
Maricopa Unified School District
Walmart
City of Maricopa Government
Fry's Food Store
Volkswagen Proving Grounds
Pinal Feeding Company Inc.
McDonald's
Ak-Chin Farms
USDA Arid-Land Agricultural Research Center
Bashas'
Legacy Traditional School
University of Arizona Maricopa Agricultural Center
Ak-Chin Southern Dunes Golf Club
Sequoia Pathway Academy
Arizona Castings Inc.
Electrical District 3
Duke Golf Club at Rancho El Dorado
Ace Hardware
Scott's Miracle Gro
Banner Health

Other large employers not included in the report:

Ak-Chin Community Government
UltraStar Multi-tainment Center at Ak-Chin Circle



Workforce Incentives

Administered by the Arizona Commerce Authority

❑ **Quality Jobs Program**

\$9,000 income tax credit for each qualifying new job. It is a credit equal to \$3,000 per year for three years for each new qualifying job.

- Metro: Capital investment of at least \$5 million and at least 25 new jobs.
- Rural: Capital investment of at least \$1 million and at least 5 new jobs.

❑ **Job Training Grants**

Grants to employers implementing job-specific training plan. The maximum grant is \$1.5 million, not to exceed \$5,000 per employee trained in metro areas and \$8,000 per employee trained in rural areas.

- New employees: reimbursement of up to 75% of approved training expenses.
- Current employees: reimbursement of up to 50% of approved training expenses.

Workforce Training

All three major state universities maintain an educational presence in Pinal County and have representatives at the main campus of CAC in Coolidge. Customized training courses may be available through:

Pinal County Workforce Connection	Office: (520) 374-3001
Central Arizona College (CAC)	www.centralaz.edu
University of Arizona	www.arizona.edu
Arizona State University	www.asu.edu/career
Northern Arizona University	www.nau.edu
Empowerment System, Inc.	Office: (480) 367-6937
Arizona Department of Economic Security	www.azdes.gov



Skill/Education Levels*

- Nearly 89% of the City of Maricopa workforce has at least some college education with 46% having a bachelor's or graduate degree
- Maricopa residents currently work in a variety of industries
- Compared to the Greater Phoenix region relatively more work within high value-added industries such as manufacturing, finance and insurance, and medical professions
- The City of Maricopa also has a relatively high concentration of engineers



* Source: City of Maricopa 2013 Labor Survey Results, Elliott D. Pollack & Company



Wages

The average weekly wage of Pinal County is \$760, the fifth lowest in Arizona and significantly lower than the national average of \$903/week*

<i>2012 Mean Hourly Wages for Pinal County**</i>	
Construction & Extraction	\$19.01
Education, Training & Library	\$19.30
Food Preparation & Serving Related	\$10.34
Installation, Maintenance & Repair	\$22.20
Management	\$44.00
Office & Administrative Support	\$15.53
Production	\$16.79
Protective Service	\$23.66
Sales & Related	\$14.15
Transportation & Material Moving	\$14.29
Farming, Fishing & Forestry	\$11.60
Business & Financial	\$29.04

* Source: 2012 Bureau of Labor Statistics, U.S. Department of Labor

**Prepared by the Arizona Office of Employment and Population Statistics in cooperation with the U.S. Department of Labor, Bureau of Labor Statistics, June 2013



State of Arizona Incentives

Administered by the Arizona Commerce Authority

- ❑ Arizona Innovation Accelerator Fund**
 \$18.2 million loan participation program to stimulate financing to small businesses and manufacturers, in collaboration with private finance partners, to foster business expansion and job creation in Arizona.
- ❑ Arizona Innovation Challenge**
 \$3 million awarded annually (\$1.5 million twice yearly) to the most promising technology ventures (\$100,000 – \$250,000 per company) to help promote and fund Arizona innovation.
- ❑ AZ Fast Grant**
 Up to \$7,500 grant to pay for consulting services to advance Arizona-based technology companies.
- ❑ AZ State Trade & Export Promotion Program (STEP)**
 Export assistance grant for small businesses as they export their products for the first time or expand to additional export markets.
- ❑ Qualified Facility Tax Credits**
 Refundable income tax credit for a manufacturing facility or a manufacturing-related research or headquarter facility. Credit is equal to 10% of the capital investment in a new facility or \$20,000 per qualified new job created, whichever is less. 51% of new jobs must pay wages of at least 125% of the state median.
- ❑ Research & Development Tax Credit**
 Income tax credit for investing in R&D in Arizona. The 2011 through 2017 R&D tax credit will be equal to 24% of the first \$2.5 million in qualifying expenses plus 15% of the qualifying expenses in excess of \$2.5 million. For 2018 and thereafter, the tax credit rates will be 20% of the first \$2.5 million in qualifying expenses plus 11% of the qualifying expenses in excess of \$2.5 million. It is equal to 34% of qualifying expenses when made in conjunction with an Arizona public university Companies with fewer than 150 employees may take 75% of the credit as a cash refund.
- ❑ Computer Data Center (CDC) Tax Exemptions**
 Income Program to provide tax relief to CDC owners, operators and co-location tenants. It is available on purchases of CDC equipment for up to 20 years for qualifying CDCs that are certified by the Arizona Commerce Authority. Investment requirements at a new or expanding CDC:

 - \$50 million in new investment if the CDC is located in Maricopa or Pima county; or
 - \$25 million in new investment if the CDC is located in any other count.



State of Arizona Incentives

Administered by the Arizona Commerce Authority

❑ Renewable Energy Production Tax Credit

Income tax credit awarded to utility-scale generation systems based on the amount of electricity produced annually for a 10-year period using solar light, solar heat, wind or certain types of biomass. The income tax credits established are intended to promote investment in renewable energy production using low-emission and zero-emission electricity generation technologies. The credits are only for qualified energy generators with at least 5 megawatts generating capacity.

- *For wind or biomass derived qualified energy resource the amount of the income tax credit is:*
 - 1¢ per kilowatt-hour (kWh) of the first 200,000 megawatt-hours of electricity produced. (200,000 megawatt-hours of electricity equals 200 million kWh which, when multiplied by 1¢ per kWh, equals \$2 million in credit.) The tax credit cannot exceed \$2 million dollars per year per facility that produces electricity.
- *For solar light derived or solar heat derived qualified energy resource the income tax credit is:*
 - 4¢ per kWh in the 1st and 2nd calendar years in which the qualified energy generator produces electricity, 3.5¢ per kWh in the 3rd and 4th years, 3¢ per kWh in the 5th and 6th years, 2¢ per kWh in the 7th and 8th years, 1.5¢ per kWh in the 9th year, and 1¢ per kWh in the 10th calendar year in which the qualified energy generator produces electricity. The tax credit cannot exceed \$2 million dollars per year per facility that produces electricity.

❑ Commercial/Industrial Solar Tax Credit

Income tax credit for companies installing a solar energy device at an Arizona facility. The tax credit is equal to 10% of the installed cost of the solar energy device not to exceed \$25,000 in credits for one building in a single tax year and \$50,000 total credits per business per tax year. Tax credits can be used to offset Arizona income tax liability; any unused credit amounts can be carried forward for a five-year period.

❑ Renewable Energy Tax Incentive

Refundable income tax credits and property tax reductions for companies engaged in the solar, wind, geothermal and other renewable energy (RE) industries when the facility is for RE manufacturing or RE headquarters operations:

- Tax credit of up to 10% of qualifying expenses
- Up to 75% reduction in real and personal property taxes for up to 15 years
- New jobs must pay wages of at least 125% of the county median.



About Terry O. Enos

Ak-Chin Community Council Member
Ak-Chin Industrial Park Board Member



Terry Enos spent his early years in the Salt River Pima Indian Community where he was born. After grade school, he attended Phoenix Indian School and graduated from Scottsdale High School in 1960. From 1955 to 1960, he also played baseball with the celebrated Salt River Braves, a team that had a knack for winning. In 1961, he relinquished his membership in the Salt River tribe and moved to Ak-Chin where his mother had her tribal roots.

After high school, Mr. Enos spent six months in Chicago, Illinois where he learned to do body and fender work. From 1961 to 1965, he served in the U.S. Army Corps of Engineers stationed in Germany. Following his service, he worked in the copper mine in the Tohono O'odham Nation before returning to Ak-Chin. From 1968 to 1988, Mr. Enos worked at Ak-Chin Farms first as a tractor operator and later as a mechanic and a welder after attending a welding trade school. Mr. Enos developed considerable expertise with the set-up, repair and maintenance of a wide variety of complex machinery, which later led him to hold a number of valued positions, including plant operator for the Ak-Chin Wastewater Treatment facility.

Throughout the years, Mr. Enos has won a number of important leadership positions in the Ak-Chin government. He was first elected to the Ak-Chin Community Council in 1988 and has served in that capacity on and off for almost four decades. He also held the Council positions of both Chairman (from 1995 to 1996 and again from 2002 to 2005) and Vice Chairman (from 1994 to 1995 and once more from 2006 to 2007). During his tenure, he was instrumental in the signing of the compact that allowed Indian gaming and negotiating the management contract with Harrah's to operate the casino.

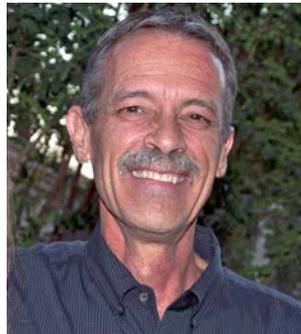
Mr. Enos has also served on several Ak-Chin Boards including the Farm, Community Housing Authority, Community Medical Insurance, and Electrical Utility Authority. He continues to be an active member of the Ak-Chin Industrial Park Board. In addition, he has volunteered with the Community Fire Department, was a former commissioner on the Ak-Chin Tribal Gaming Agency, and is a member of Community Veterans Group. His three grown children and one granddaughter also live and work in the Ak-Chin Indian Community.





About Philip J. Entz

Ak-Chin Industrial Park Board Consultant, Property Manager



Philip Entz incorporated UrbanTech, Ltd. in 1989. Initially, he provided overall project management for shopping center developments throughout Arizona. He then expanded into representing land investors and investment groups that were hit by the property-based bankruptcies that occurred during the previous real estate downturn in the late 80's and early 90's. Mr. Entz performed feasibility, planning and jurisdictional approvals to maximize creditor returns and minimize their losses through the landowners' bankruptcy court processes.

Beginning with an invitation from the Tonto Apache Tribe, Mr. Entz began assisting in Tribal development in 1991. Since that time he has successfully investigated, written and managed over \$70 million in grant funding for Tribes throughout the Southwest. He has extensive experience in translating needs and goals into completed facilities for both the public and private sectors.

In addition to his responsibilities for concepts, funding, management and design, he has performed projects including feasibility analyses, investigations of development factors and the satisfaction of environmental concerns. He is additionally seasoned by his involvement in a variety of projects involving community goals, issues and desires from both the public and the private sector viewpoints.

Philip Entz began his work with the Ak-Chin Indian Community in early 2000, and is currently functioning as Manager for the Ak-Chin Industrial Park Board, which oversees the development of the Santa Cruz Commerce Center on behalf of the Community Council.

Mr. Entz graduated with a BA Degree in Urban Geography, Regional Analysis and Urban Development Law in 1975. He also received an M. Arch (Masters of Architecture) degree from the University of Kansas in 1983, specializing in Real Estate Development Feasibility.





About Charles L. Carlyle

Ak-Chin Industrial Park Board Chairman



Charles L. Carlyle grew up in the Ak-Chin Indian Community with his mom and three sisters. He has worked in the Community since he was 14, working in a variety of industries and leadership positions. In fact, his first job was working for the Ak-Chin Farms. He graduated from Maricopa High School and later attended Central Arizona College.

Mr. Carlyle has always been active in the betterment of his Community. Initially, he served as an administrative assistant to the tribe's Community Council and was often asked to travel to key governmental meetings as the Council's representative. This led him to actively participate in the long-fought negotiations with the Department of the Interior to pass the "The Ak-Chin Water Settlement Act," which ultimately was passed by Congress in 1984.

In addition, Mr. Carlyle was instrumental in the designation of the Community as the first ecomuseum in the United States. As the museum's first director, he was also prominently involved in the development of the Him-Dak EcoMuseum facility, which archives and preserves hundreds of the tribe's historical artifacts.

Currently, Mr. Carlyle is the Chairman of the Ak-Chin Industrial Park Board, Ak-Chin Energy Services Board and was a former commissioner on the Ak-Chin Tribal Gaming Agency.





About Leonard S. Gold

Ak-Chin Energy Services Power Consultant



Leonard S. Gold, is the owner of Utility Strategies Consulting Group LLC. He has more than thirty-nine years of utility and consulting experience.

Mr. Gold earned a Bachelor of Science degree in electrical engineering (Power Program) from Northeastern University in 1972 and his Masters of Science degree in Engineering Science from Rensselaer Polytechnic Institute in 1975.

His prior experience includes working for Northeast Utilities Service Company, R.W. Beck, Gold, Darnall & Associates, Resource Management International, Inc. and L. S. Gold & Associates. Mr. Gold is also the President of the Arizona Tribal Energy Association.

Mr. Gold assisted the Ak-Chin Indian Community with the formation of its tribal utility authority, Ak-Chin Energy Services (ACES), and currently is the power

consultant for ACES. Mr. Gold also assisted the Gila River Indian Community with the formation of its tribal utility authority.

In April of 2012, Mr. Gold became the General Manager of the Gila River Indian Community Utility Authority. While Mr. Gold no longer undertakes any new consulting assignments, his background includes experience with electric utility facility acquisition and formation, power procurement negotiations, FERC transmission access arrangements, litigation support, resource planning, scheduling and dispatching, metering, and rate structures.

In addition, Mr. Gold has served as an expert witness before regulatory agencies on issues relating to generation planning, reliability and purchase power.





Contact Information

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