**Board Summary**

**The Webstaurant Store, Inc.**
2205 Old Philadelphia Pike, Lancaster, PA 17602
Ryan Gabers, Controller
Wholesale Trade

**Business Type:** New  
**County:** Lyon County  
**Development Authority Representative:** Andrew Haskin - NND

**APPLICATION HIGHLIGHTS**
- The Webstaurant Store, Inc. is applying for Sales Tax, Modified Business Tax, and Personal Property Tax abatements.
- Webstaurant will have 147 employees after the planned expansion.

**PROFILE**
Webstaurant Store, Inc. is a website tailored to meet the purchasing needs of food service professionals internationally. Webstaurant Store, Inc. offers commercial-grade equipment to the food service industry through online ordering and commercial shipping. Webstaurant Store, Inc. is currently averaging a growth rate of 40% year-over-year. Webstaurant Store, Inc. has been recognized as one of the fastest growing companies in Pennsylvania and was the recipient of the 2015 FES Dealer of the year award.

**SIGNIFICANCE OF ABATEMENTS IN THE COMPANY’S DECISION TO RELOCATE/EXPAND**
In deciding where to expand the company, the availability of economic incentives from the State of Nevada factored significantly into Webstaurant Store, Inc.'s decision. Webstaurant Store, Inc. has five warehouse locations in Georgia, Kentucky, Maryland, Pennsylvania and Nevada.

**requirements**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Statutory</th>
<th>Application</th>
<th>Sufficient</th>
<th>% Over / Under</th>
</tr>
</thead>
<tbody>
<tr>
<td>Job Creation</td>
<td>13</td>
<td>20</td>
<td>Yes</td>
<td>54%</td>
</tr>
<tr>
<td>Average Wage</td>
<td>$18.52</td>
<td>$13.90</td>
<td>No</td>
<td>-25%</td>
</tr>
<tr>
<td>Equipment Capex (SU &amp; MBT)</td>
<td>$86,217</td>
<td>$2,893,694</td>
<td>Yes</td>
<td>3180%</td>
</tr>
<tr>
<td>Equipment Capex (PP)</td>
<td>$86,217</td>
<td>$2,893,694</td>
<td>Yes</td>
<td>3180%</td>
</tr>
</tbody>
</table>

**INCENTIVES**

<table>
<thead>
<tr>
<th>Incentive Description</th>
<th>Requested Terms</th>
<th>Estimated $ Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Tax Abmt.</td>
<td>Abated to 2%</td>
<td>$147,578</td>
</tr>
<tr>
<td>Modified Business Tax Abmt.</td>
<td>25% for 4 years</td>
<td>$8,732</td>
</tr>
<tr>
<td>Personal Property Tax Abmt.</td>
<td>25% for 10 years</td>
<td>$48,727</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>$204,037</td>
</tr>
</tbody>
</table>

**JOB CREATION**

<table>
<thead>
<tr>
<th>Contracted</th>
<th>24-Month Projection</th>
<th>5-Year Projection</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>20</td>
<td>30</td>
</tr>
</tbody>
</table>

**OTHER CAPITAL INVESTMENT**

<table>
<thead>
<tr>
<th>Land</th>
<th>Building Purchase</th>
<th>BTS / Building Improvements</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
</tbody>
</table>

**ECONOMIC IMPACT ESTIMATES (10-Year Cumulative)**

<table>
<thead>
<tr>
<th>Total Jobs Supported</th>
<th>Construction</th>
</tr>
</thead>
<tbody>
<tr>
<td>66</td>
<td>0</td>
</tr>
<tr>
<td>Total Payroll Supported</td>
<td>$17,063,855</td>
</tr>
<tr>
<td>Total Output Estimate</td>
<td>$50,319,768</td>
</tr>
</tbody>
</table>

Estimate includes jobs, payroll & output by the company assisted as well as the secondary impacts to other local businesses.

**NEW TAX REVENUE ESTIMATES (10-Year Cumulative)**

<table>
<thead>
<tr>
<th>Local Taxes</th>
<th>Direct</th>
<th>Indirect</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property</td>
<td>$1,032,042</td>
<td>$486,186</td>
<td>$1,518,228</td>
</tr>
<tr>
<td>Sales</td>
<td>$0</td>
<td>$136,160</td>
<td>$136,160</td>
</tr>
<tr>
<td>Lodging</td>
<td>$0</td>
<td>$6,702</td>
<td>$6,702</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>State Taxes</th>
<th>Direct</th>
<th>Indirect</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property</td>
<td>$54,970</td>
<td>$54,014</td>
<td>$108,984</td>
</tr>
<tr>
<td>Sales</td>
<td>$57,874</td>
<td>$111,376</td>
<td>$169,250</td>
</tr>
<tr>
<td>Modified Business</td>
<td>$118,680</td>
<td>$85,712</td>
<td>$204,392</td>
</tr>
<tr>
<td>Lodging</td>
<td>$0</td>
<td>$419</td>
<td>$419</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$1,263,566</td>
<td>$880,569</td>
<td>$2,144,135</td>
</tr>
</tbody>
</table>

**IMPACT ASSESSMENT**

- Economic Impact per Abated Dollar: $247
- New Total Tax per Abated Dollar: $10.51

**EMPLOYEE BENEFITS**
- Percentage of health insurance covered by company: 65%.
- Health care package cost per employee - $2,152 annually with options for dependents.
- Overtime, PTO/Sick/Vacation, Retirement Plan, Retirement, Bonus, Tuition Assistance.

**NOTES**
- Percentage of market outside of Nevada: 99%.
May 4, 2016

Mr. Steve Hill
Director
Governor’s Office of Economic Development
808 West Nye Lane
Carson City, NV 89703

Dear Mr. Hill:

NNDA hereby supports the application of Webstaurant Store for the Sales & Use Tax Abatement, Modified Business Tax Abatement, and Personal Property Tax Abatement as stated on the attached expansion incentives application.

We have reviewed the application submitted by Webstaurant and we are working with them in support of their efforts for a successful expansion of their relocation of their e-commerce distribution center facility in Dayton, Nevada. The company will increase their job count by 20 people with an average wage of $13.90 per hour.

With this recommendation, NNDA respectfully requests this application be considered by the Governor’s Office of Economic Development and placed on the July 21, 2016 agenda for review and action.

Best regards,

Danny Campos
Executive Vice President

cc: Brad Mamer
    Wendy Pope
June 1, 2016

Nevada Governor's Office on Economic Development
Mr. Steve Hill, Executive Director
555 E. Washington Ave., Suite 5400
Las Vegas, NV 89101

RE: Nevada State Incentives Application

Dear Mr. Hill,

Attached is our application for economic development assistance for The Webstaurant Store, Inc. In deciding where to expand our company, the availability of economic incentives from the State of Nevada factored significantly into our decision. In bringing this project to Dayton, Lyon County would benefit with the creation of 20 new jobs with an average wage of $13.90 per hour in the first two years of expansion.

Since our beginnings in Nevada in June 2013, it has allowed us to shorten our transit times to the west coast market from five days to two days or less. Expanding at this location aligns with our strategy to have more of a presence on the west coast. California currently represents about 10% of our total market, and we foresee this continuing to grow, once the expansion is complete. We are currently averaging a growth rate of 40% year-over-year. The expansion at our Nevada location will support our growth.

The Webstaurant Store is an excellent place to work. We offer all full-time employees great benefits, including:

- Inexpensive healthcare coverage for employee & dependents
- 10 days of personal paid leave per year
- Availability to a 401(k) account with a 50% match up to 5% of gross wages
- Availability of Group Life Insurance and Long-Term Disability Insurance
- Annual raises and bonuses based on performance
- Annual Christmas party

Besides these outstanding benefits, The Webstaurant Store supports our employees in other ways. We offer tuition reimbursement for job-related, management-approved courses. We often reward employees with lunch when new sales or shipping goals are met. We strive to support the causes our employees are passionate about. We host monthly volunteer events with local community organizations, and have funds available to contribute to organizations our employees are involved in, through the Clark Associates Charitable Foundation.

Thank you for your time in reviewing this application. If you have any questions, please do not hesitate to contact me at 717-381-4842 ext. 2103 or at pdiehm@webstaurantstore.com.

Sincerely,

Paige Diehm
Accounting Supervisor
June 2, 2016

Governor's Office of Economic Development
Mr. Brad Mamer, Director Business Development
808 West Nye Lane
Carson City, NV 89703

Dear Mr. Mamer:

The Lyon County Board of Commissioners, at their regularly scheduled meeting of June 2, 2016, heard testimony on the following item:

For Possible Action: Approve/authorize a letter of acknowledgement/support to the Governor's Office of Economic Development for The Webstraunt Store's application for economic incentives, including sales and use tax abatements, modified business tax abatements, Real Property tax and Personal Property tax for their expansion (requested by Governor's Office of Economic Development/NNDA)

Commissioner Fierro moved to acknowledge receipt of the letter regarding The Webstraunt Store's application for state incentives through the Governor's Office of Economic Development. Commissioner Hastings seconded and the motion passed unanimously 5 – 0.

Please call me if you have any questions or need additional information.

Sincerely,

Jeffery A. Page
County Manager

C: Mr. Rob Hooper, Executive Director, Northern Nevada Development Authority, 704 W. Nye Lane #201, Carson City, NV 89703
ECONOMIC DEVELOPMENT
Incentive Application

Company Name: The Webstaurant Store, Inc.
Date of Application: April 13, 2016

Section 1 - Type of Incentives

Please check all that the company is applying for on this application:

☐ Sales & Use Tax Abatement
☐ Sales & Use Tax Deferral
☐ Modified Business Tax Abatement
☐ Recycling Real Property Tax Abatement
☐ Personal Property Tax Abatement
☐ Other: ________________________________

Section 2 - Corporate Information

COMPANY NAME (Legal name under which business will be transacted in Nevada)
The Webstaurant Store, Inc.

FEDERAL TAX ID #: 27-0631815

CORPORATE ADDRESS
2205 Old Philadelphia Pike

MAILING ADDRESS TO RECEIVE DOCUMENTS (if different from above)
40 Citation Lane

TELEPHONE NUMBER
717-352-7974

E-MAIL ADDRESS
rabiyes@webstaurantstore.com

COMPANY CONTACT NAME
Ryan Gabers

COMPANY CONTACT TITLE
Controller

PREFERRED PHONE NUMBER
717-381-4642 ext. 2164

Has your company ever applied and been approved for incentives available by the Governor's Office of Economic Development? ☐ Yes ☐ No
If Yes, list the program applied, date of approval, and status of the accounts (attach separate sheet if necessary):

Section 3 - Program Requirements

Please check two of the boxes below, the company must meet at least two of the three program requirements:

☐ A capital investment of $1,000,000 in eligible equipment in urban areas or $250,000 in eligible equipment in rural areas is required. This criteria is businesses. In cases of expanding businesses, the capital investment must equal at least 20% of the value of the tangible property owned by the business.

☐ New businesses locating in urban areas require fifty (50) or more permanent, full-time employees on its payroll by the eighth calendar quarter following quarter in which the abatement becomes effective. In rural areas, the requirement is ten (10) or more. For an expansion, the business must increase employees on its payroll by 10% more than its existing employees prior to expansion, or by 25 (urban) or 6 (rural) employees, whichever is greater.

☐ In urban areas, the average hourly wage that will be paid by the business to its new employees is at least 100% of the average statewide hourly wage. In rural areas, the average hourly wage will equal or exceed the lesser of the county-wide average hourly wage or statewide average hourly wage.

Note: Criteria is different depending on whether the business is in a county whose population is 100,000 or more or a city whose population is 60,000 or more (i.e., "urban" area), or if the business is in a county whose population is less than 100,000 or a city whose population is less than 60,000 (i.e., "rural" area).

Section 4 - Nevada Facility

Type of Facility:
☐ Headquarters
☐ Technology
☐ Back Office Operations
☐ Research & Development / Intellectual Property
☐ Service Provider
☐ Distribution / Fulfillment
☐ Manufacturing
☐ Other:

PERCENT OF COMPANY'S MARKET OUTSIDE OF NEVADA
99%

NAICS CODE / SIC
423440

INDUSTRY TYPE
Food Service Equipment & Supplies - Distribution

DESCRIPTION OF COMPANY'S NEVADA OPERATIONS
Distribution Center & Customer Service Call Center

PROPOSED / ACTUAL NEVADA FACILITY ADDRESS
111 Airpark Vista Drive

CITY / TOWN
Dayton

COUNTY
Lyon County

ZIP
89403

WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP?
N/A
Section 5 - Complete Forms (see additional tabs at the bottom of this sheet for each form listed below)

Check the applicable box when form has been completed.

5 (A) ☐ Equipment List
5 (B) ☐ Employment Schedule
5 (C) ☐ Evaluation of Health Plan

Section 6 - Real Estate & Construction (Fill in either New Operations/Startup or Expansion, not both.)

<table>
<thead>
<tr>
<th>New Operations / Startup - Plans Over the Next Ten Years</th>
<th>Expansions - Plans Over the Next 10 Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Part 1. Are you currently/planing on leasing space in Nevada?</td>
<td>Part 1. Are you currently leasing space in Nevada?</td>
</tr>
<tr>
<td>If No, skip to Part 2. If Yes, continue below:</td>
<td>If No, skip to Part 2. If Yes, continue below:</td>
</tr>
<tr>
<td>What year(s)?</td>
<td>What year(s)?</td>
</tr>
<tr>
<td>How much space (sq. ft.)?</td>
<td>How much space (sq. ft.)?</td>
</tr>
<tr>
<td>Annual lease cost of space:</td>
<td>Annual lease cost at current space:</td>
</tr>
<tr>
<td>Do you plan on making building tenant improvements?</td>
<td>Due to expansion, will you lease additional space?</td>
</tr>
<tr>
<td>If No, skip to Part 2. If Yes *, continue below:</td>
<td>If No, skip to Part 3. If Yes, continue below:</td>
</tr>
<tr>
<td>When to make improvements (month, year)?</td>
<td>Expanding at the current facility or a new facility?</td>
</tr>
<tr>
<td></td>
<td>What year(s)?</td>
</tr>
<tr>
<td></td>
<td>How much expanded space (sq. ft.)?</td>
</tr>
<tr>
<td></td>
<td>Annual lease cost of expanded space:</td>
</tr>
<tr>
<td></td>
<td>Do you plan on making building tenant improvements?</td>
</tr>
<tr>
<td></td>
<td>If No, skip to Part 3. If Yes *, continue below:</td>
</tr>
<tr>
<td></td>
<td>When to make improvements (month, year)?</td>
</tr>
<tr>
<td>Part 2. Are you currently/planing on buying an owner occupied facility in Nevada?</td>
<td>Part 2. Are you currently operating at an owner occupied building in Nevada?</td>
</tr>
<tr>
<td>If No, skip to Part 3. If Yes *, continue below:</td>
<td>If No, skip to Part 3. If Yes, continue below:</td>
</tr>
<tr>
<td>Purchase date, if buying (month, year):</td>
<td>How much space (sq. ft.)?</td>
</tr>
<tr>
<td>Do you plan on making building improvements?</td>
<td>Current assessed value of real property?</td>
</tr>
<tr>
<td>If No, skip to Part 3. If Yes *, continue below:</td>
<td>Due to expansion, will you be making building improvements?</td>
</tr>
<tr>
<td>When to make improvements (month, year)?</td>
<td>If No, skip to Part 3. If Yes *, continue below:</td>
</tr>
<tr>
<td>Part 3. Are you currently/planing on building a build-to-suit facility in Nevada?</td>
<td>When to make improvements (month, year)?</td>
</tr>
<tr>
<td>If Yes *, continue below:</td>
<td>Estimated completion date, if building (month, year):</td>
</tr>
<tr>
<td>When to break ground, if building (month, year)?</td>
<td>How much space (sq. ft.)?</td>
</tr>
<tr>
<td>Estimated completion date, if building (month, year):</td>
<td></td>
</tr>
</tbody>
</table>

* Please complete Section 7 - Capital Investment for New Operations / Startup.
* Please complete Section 7 - Capital Investment for Expansions below.

BRIEF DESCRIPTION OF CONSTRUCTION PROJECT AND ITS PROJECTED IMPACT ON THE LOCAL ECONOMY (Attach a separate sheet if necessary):
### Section 7 - Capital Investment (Fill in either New Operations/Startup or Expansion, not both.)

<table>
<thead>
<tr>
<th></th>
<th>New Operations / Start Up</th>
<th>Expansions</th>
</tr>
</thead>
<tbody>
<tr>
<td>How much capital investment is planned? (Breakout below):</td>
<td></td>
<td>How much capital investment is planned? (Breakout below):</td>
</tr>
<tr>
<td>Building Purchase (if buying):</td>
<td>$0</td>
<td>Building Purchase (if buying):</td>
</tr>
<tr>
<td>Building Costs (if building / making improvements):</td>
<td>$0</td>
<td>Building Costs (if building / making improvements):</td>
</tr>
<tr>
<td>Land:</td>
<td>$0</td>
<td>Land:</td>
</tr>
<tr>
<td>Equipment Cost:</td>
<td>$0</td>
<td>Equipment Cost:</td>
</tr>
<tr>
<td>Total:</td>
<td>$0</td>
<td>Total:</td>
</tr>
</tbody>
</table>

Is the equipment purchase for replacement of existing equipment? No

Current assessed value of personal property in NV: $441,087

(Must attach the most recent assessment from the County Assessor's Office.)

### Section 8 - Employment (Fill in either New Operations/Startup or Expansion, not both.)

<table>
<thead>
<tr>
<th></th>
<th>New Operations / Start Up</th>
<th>Expansions</th>
</tr>
</thead>
<tbody>
<tr>
<td>How many full-time equivalent (FTE) employees will be created by the end of the first eighth quarter of new operations?:</td>
<td></td>
<td>How many full-time equivalent (FTE) employees will be created by the end of the first eighth quarter of expanded operations?: 20</td>
</tr>
<tr>
<td>Average hourly wage of these new employees:</td>
<td></td>
<td>Average hourly wage of these new employees: $13.90</td>
</tr>
<tr>
<td>How many FTE employees prior to expansion?:</td>
<td>127</td>
<td>Average hourly wage of these existing employees: $14.74</td>
</tr>
<tr>
<td>Average hourly wage of these existing employees:</td>
<td></td>
<td>Total number of employees after expansion: 147</td>
</tr>
</tbody>
</table>

* FTE represents a permanent employee who works an average of 30 hours per week or more, is eligible for health care coverage, and whose position is a "primary job" as set forth in NAC 359.474.

**OTHER COMPENSATION (Check all that apply):**
- ☐ Overtime
- ☐ Merit increases
- ☐ Tuition assistance
- ☐ Bonus
- ☐ PTO / Sick / Vacation
- ☐ COLA adjustments
- ☐ Retirement Plan / Profit Sharing / 401(k)
- ☐ Other: 

**BRIEF DESCRIPTION OF ADDITIONAL COMPENSATION PROGRAMS AND ELIGIBILITY REQUIREMENTS (Attach a separate sheet if necessary):**

### Section 9 - Employee Health Insurance Benefit Program

Is health insurance for employees and an option for dependents offered?:
- ☐ Yes (copy of benefit plan must be attached)
- ☐ No

Package includes (check all that apply):
- ☐ Medical
- ☐ Vision
- ☐ Dental
- ☐ Other: 

Qualified after (check one):
- ☐ Upon employment
- ☐ Three months after hire date
- ☐ Six months after hire date
- ☐ Other: 60 days after hire date

**Health Insurance Costs:**
- Cost of health insurance for company (annual amount per employee): $2,152.00
- Health Plan annual out-of-pocket maximum (individual): $3,100.00

**Percentage of health insurance coverage by:**
- Company: 85%
- Employee: 35%

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[SIGNATURE PAGE FOLLOWS]
Section 10 - Certification

I, the undersigned, hereby grant to the Governor's Office of Economic Development access to all pertinent and relevant records and documents of the aforementioned company. I understand this requirement is necessary to qualify and to monitor for compliance of all statutory and regulatory provisions pertaining to this application.

Being owner, member, partner, officer or employee with signatory authorization for the company, I do hereby declare that the facts herein stated are true and that all licensing and permitting requirements will be met prior to the commencement of operations. In addition, I and for the company's legal counsel have reviewed the terms of the GOED Tax Abatement and Incentives Agreement, the company recognizes this agreement is generally not subject to change, and any material revisions have been discussed with GOED in advance of board approval.

Peige Diehm
Name of person authorized for signature

Accounting Supervisor
Title

Signature
June 2, 2016
Date

Nevada Governor's Office of Economic Development
555 E. Washington Ave., Ste 5400 • Las Vegas, Nevada 89101 • 702.486.2700 • (Fax) 702.486.2701 • www.diversifynevada.com
### Site Selection Factors

**Company Name:** The Webstaurant Store, Inc.  
**County:** Lyon County

#### Section I - Site Selection Ratings

Directions: Please rate the select factors by importance to the company's business (1 = very low; 5 = very high). Attach this form to the Incentives Application.

<table>
<thead>
<tr>
<th>Factor</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Availability of qualified workforce</td>
<td>3</td>
</tr>
<tr>
<td>Labor costs</td>
<td>3</td>
</tr>
<tr>
<td>Real estate availability</td>
<td>2</td>
</tr>
<tr>
<td>Real estate costs</td>
<td>3</td>
</tr>
<tr>
<td>Utility infrastructure</td>
<td>3</td>
</tr>
<tr>
<td>Utility costs</td>
<td>3</td>
</tr>
<tr>
<td>Transportation infrastructure</td>
<td>2</td>
</tr>
<tr>
<td>Transportation costs</td>
<td>2</td>
</tr>
<tr>
<td>State and local tax structure</td>
<td>5</td>
</tr>
<tr>
<td>State and local incentives</td>
<td>5</td>
</tr>
<tr>
<td>Business permitting &amp; regulatory structure</td>
<td>5</td>
</tr>
<tr>
<td>Access to higher education resources</td>
<td>2</td>
</tr>
</tbody>
</table>

**OTHER FACTORS & RATINGS:**
## 5(A) Capital Equipment List

Company Name: The Webstaurant Store, Inc.  
County: Lyon County

### Section 1 - Capital Equipment List

Directions: Please provide an estimated list of the equipment [columns (a) through (c)] which the company intends to purchase over the two-year allowable period. For example, if the effective date of new / expanded operations begins April 1, 2015, the two-year period would be until March 31, 2017. Add an additional page if needed. For guidelines on classifying equipment, visit: tax.nv.gov/LocalGovt/PolicyPub/ArchiveFiles/Personal_Property_Manuals. Attach this form to the Incentives Application.

<table>
<thead>
<tr>
<th>(a) Equipment Name/Description</th>
<th>(b) # of Units</th>
<th>(c) Price per Unit</th>
<th>(d) Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raymond 9600 Swing-Reach Truck</td>
<td>5</td>
<td>$85,576.00</td>
<td>$427,880.00</td>
</tr>
<tr>
<td>Enersys Superhog Batteries 24-E155-13</td>
<td>5</td>
<td>$8,700.00</td>
<td>$43,500.00</td>
</tr>
<tr>
<td>Enforcer IMPAQ+ Chargers EIP3-IP-4YO</td>
<td>5</td>
<td>$4,250.00</td>
<td>$21,250.00</td>
</tr>
<tr>
<td>Misc. and Install Cost</td>
<td>1</td>
<td>$3,925.00</td>
<td>$3,925.00</td>
</tr>
<tr>
<td>Raymond Model 8900 Pallet Truck</td>
<td>4</td>
<td>$12,129.08</td>
<td>$48,516.32</td>
</tr>
<tr>
<td>Enersys Superhog Batteries 12-E110-13</td>
<td>4</td>
<td>$3,250.00</td>
<td>$13,000.00</td>
</tr>
<tr>
<td>Enforcer IMPAQ+ Chargers EIP3-JN-4GO</td>
<td>4</td>
<td>$2,675.00</td>
<td>$10,700.00</td>
</tr>
<tr>
<td>Misc. and Install Cost</td>
<td>1</td>
<td>$2,020.00</td>
<td>$2,020.00</td>
</tr>
<tr>
<td>Raymond Model 5600 Order Picker</td>
<td>6</td>
<td>$28,774.63</td>
<td>$172,647.78</td>
</tr>
<tr>
<td>Enersys Superhog Batteries 18-155-15</td>
<td>6</td>
<td>$7,150.00</td>
<td>$42,900.00</td>
</tr>
<tr>
<td>Enforcer IMPAQ+ Chargers EIP3-IP-4YO</td>
<td>6</td>
<td>$4,250.00</td>
<td>$25,500.00</td>
</tr>
<tr>
<td>Misc. and Install Cost</td>
<td>1</td>
<td>$5,100.00</td>
<td>$5,100.00</td>
</tr>
<tr>
<td>Raymond - Hannibal Racking Material and Freight</td>
<td>1</td>
<td>$1,307,395.00</td>
<td>$1,307,395.00</td>
</tr>
<tr>
<td>Raymond - Hannibal Racking Installation</td>
<td>1</td>
<td>$169,360.00</td>
<td>$169,360.00</td>
</tr>
<tr>
<td>Conveyor - New and Existing Tie Ins</td>
<td>1</td>
<td>$600,000.00</td>
<td>$600,000.00</td>
</tr>
</tbody>
</table>

**TOTAL EQUIPMENT COST**  
$2,893,694.10

Is any of this equipment* to be acquired under an operating lease?  
☐ Yes  ☐ No

*Certain lease hold equipment does not qualify for tax abatements
5(B) Employment Schedule

Company Name: The Webstaurant Store, Inc.  
County: Lyon County

Section 1 - Full-Time Equivalent (FTE) Employees

Directions: Please provide an estimated list of full time employees [columns (a) through (d)] that will be hired and employed by the company by the end of the first eighth quarter of new / expanded operations. For example, if the effective date of new / expanded operations is April 1, 2015, the date would fall in Q2, 2015. The end of the first eighth quarter would be the last day of Q2, 2017 (i.e., June 30, 2017). Attach this form to the Incentives Application.

A qualified employee must be employed at the site of a qualified project, scheduled to work an average minimum of 30 per week, if offered coverage under a plan of health insurance provided by his or her employer, is eligible for health care coverage, and whose position of a "primary job" as set forth in NAC 360.474.

<table>
<thead>
<tr>
<th>New Hire Position Title/Description</th>
<th>Number of Positions</th>
<th>Average Hourly Wage</th>
<th>Average Weekly Hours</th>
<th>Annual Wage per Position</th>
<th>Total Annual Wages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material Handler</td>
<td>20</td>
<td>$13.90</td>
<td>40</td>
<td>$28,912.00</td>
<td>$578,240.00</td>
</tr>
</tbody>
</table>

**TOTAL**

|                      | 20                  | $13.90              |                      |                          | $578,240.00       |

Section 2 - Employment Projections

Directions: Please estimate full-time job growth in Section 2, complete [columns (b) through (c)]. These estimates are used for state economic impact and net tax revenue analysis that this agency is required to report. The company will not be required to reach these estimated levels of employment.

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of FTE(s) Projected</th>
<th>Average Hourly Wage</th>
<th>Payroll</th>
</tr>
</thead>
<tbody>
<tr>
<td>3-Year</td>
<td>10</td>
<td>$13.90</td>
<td>$289,120.00</td>
</tr>
<tr>
<td>4-Year</td>
<td>10</td>
<td>$13.90</td>
<td>$289,120.00</td>
</tr>
<tr>
<td>5-Year</td>
<td>10</td>
<td>$13.90</td>
<td>$289,120.00</td>
</tr>
</tbody>
</table>
5(C) Evaluation of Health Plans Offered by Companies

Company Name: The Webstaurant Store, Inc.  
County: Lyon County

Total Number of Full-Time Employees: 20

Average Hourly Wage per Employee: $13.90
Average Annual Wage per Employee (implied): $28,912.00

Annual Cost of Health Insurance per Employee: $2,152.00
Percentage of Cost Covered by:
  Company: 65%
  Employee: 35%

Health Plan Annual Out-of-Pocket Maximum: $3,100

Generalized Criteria for Essential Health Benefits (EHB)
[following requirements outlined in the Affordable Care Act and US Code, including 42 USC Section 18022]

- Covered employee's premium not to exceed 9.5% of annual wage: 4.0%  
- Annual Out-of-Pocket Maximum not to exceed $6,600 (2015): $3,100

Minimum essential health benefits covered (Company offers PPO):
  (A) Ambulatory patient services
  (B) Emergency services
  (C) Hospitalization
  (D) Maternity and newborn care
  (E) Mental health/substance use disorder/behavioral health treatment
  (F) Prescription drugs
  (G) Rehabilitative and habilitative services and devices
  (H) Laboratory services
  (I) Preventive and wellness services and chronic disease management
  (J) Pediatric services, including oral and vision care

No Annual Limits on Essential Health Benefits

I, the undersigned, hereby declare to the Governor's Office of Economic Development that the facts herein stated are true, and that I have attached sufficient plan information for GOED to independently confirm the same.

Paige Diehm
Name of person authorized for signature

Accounting Supervisor
Title

Date: 6/2/2016
WebstaurantStore

Nevada Expansion
About Us

- Launched in 2004
- Web-based company created to meet purchasing needs of food service professionals
- Corporate headquarters in PA. DCs located in PA, DE, KY, NV, GA, & MD.
- Currently employ approximately 880 employees on a FT and PT basis
- Distribute over 130,000 products
- Recognized as one of the fastest growing companies in PA and the fastest growing company in our industry
- Recipient of the 2015 FES Dealer of the Year award
Why expand in Dayton, NV?

- Expect to experience 30-45% growth in the next 5-6 years
  - Expanding facility allows us to better service our growth
- Strategic location – Nevada DC our only DC on the West Coast
- Incentives
- Favorable tax structure
- Current success experiencing at Dayton DC
Why expand in Dayton, NV?
# NV Employment

## Projections as a result of Expansion:

<table>
<thead>
<tr>
<th>Year</th>
<th>Position</th>
<th>Number of FTE Hires</th>
<th>Avg. Hourly Wage</th>
<th>Avg. Weekly Hours</th>
<th>Annual Wage per Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current</td>
<td>Varies</td>
<td>142</td>
<td>Varies</td>
<td>40</td>
<td>Varies</td>
</tr>
<tr>
<td>2016</td>
<td>Material Handler</td>
<td>10</td>
<td>13.90</td>
<td>40</td>
<td>$28,912</td>
</tr>
<tr>
<td>2017</td>
<td>Material Handler</td>
<td>10</td>
<td>13.90</td>
<td>40</td>
<td>$28,912</td>
</tr>
<tr>
<td>2018</td>
<td>Material Handler</td>
<td>10</td>
<td>13.90</td>
<td>40</td>
<td>$28,912</td>
</tr>
<tr>
<td>2019</td>
<td>Material Handler</td>
<td>10</td>
<td>13.90</td>
<td>40</td>
<td>$28,912</td>
</tr>
<tr>
<td>2020</td>
<td>Material Handler</td>
<td>10</td>
<td>13.90</td>
<td>40</td>
<td>$28,912</td>
</tr>
</tbody>
</table>
Benefits

- Insurance - Traditional or HSA options
- Gym Membership Reimbursement
- Body Mass Index Incentive
- Short term disability
- Vision, dental, long term disability & life insurance options
- 401K match
  - 50% of employees contribution up to 5%
  - Profit sharing contributions
- Tuition Reimbursement
- Paid time off
  - 10 days, 15 days after 5 years
  - 6 paid holidays
Local Impact

- Racking purchases with Raymond NV (Sparks)
- Miles Construction (Carson City) is completing the expansion
- Currently 142 full-time employees employed at our NV location, anticipating 50 new hires 5-years post expansion
- Utilizing Local Supply Chain
Giving Back

- Clark Associates Charitable Foundation supported over 140 organizations and donated approximately $750k in 2015 alone.

- We support and encourage employees to volunteer in the community.

"Little Free Libraries of Northern Nevada"