

MEMORANDUM

TO: Board of Directors
Governor's Board of Economic Development

FROM: Paul Anderson, Executive Director, Nevada Governor's Office of Economic Development

Date: September 4, 2018

**SUBJECT: Air Liquide Advanced Technologies US, LLC
APPLICATION FOR TAX ABATEMENTS AND INCENTIVES**

Air Liquide Advanced Technologies US, LLC is ('Company') is currently undecided on a Nevada location. The company is considering both Storey County and Clark County. Each county has different abatement criteria. Therefore, two Board Summary Sheets are included in the Company's application. Chris Ault, Jr., Vice President of Development at EDAWN will be representing the company as this is the RDA the company has been working with. Depending on where the company decides to locate the following is applicable:

Storey County Requirements:

- Job Creation - 10
- Average Wage - \$22.54
- Equipment Capex (SUT) - \$250,000
- Equipment Capex (PPT) - \$1,000,000

Clark County Requirements:

- Job Creation - 50
- Average Wage - \$22.54
- Equipment Capex (SUT) - \$1,000,000
- Equipment Capex (PPT) - \$5,000,000

Board Summary

Air Liquide Advanced Technologies US, LLC
 200 GBC Drive, Newark, DE 19702
 Pierre-Germain Marlier, Business Development Manager
 Industrial Gas Manufacturing

Date: September 20, 2018
 Main Location: Carson City

Business Type: New County: Storey County Development Authority Representative: Chris Ault, Jr. - EDAWN

APPLICATION HIGHLIGHTS

- Air Liquide Advanced Technologies US, LLC (ALATUS) is considering establishing a hydrogen production, liquefaction and distribution facility in Storey County.
- This new facility will be the world's first of its kind dedicated to the production of renewable liquid hydrogen from landfill gas (renewable natural gas) for Fuel-Cell Electric Vehicles (FCEVs).
- The company's business objectives includes hiring and training employees from the local area.

PROFILE

ALATUS is a subsidiary of L'Air Liquide SA, a French multinational company which supplies industrial gases and services to various industries including medical, chemical and electronic manufacturers. L'Air Liquide SA was founded in 1902 and is headquartered in Paris, France. In the United States, ALATUS is present in 1,300 locations, with more than 20,000 employees. Currently, ALATUS is working alongside major global car manufacturers to develop and implement environmentally responsible clean energy for transportation and other applications in the United States. ALATUS' objective is to expand its business offering of hydrogen production, liquefaction and distribution for hydrogen refueling stations for FCEVs in the State of Nevada and California. The development plan for the Nevada project involves the construction of a greenfield, industrial-scale hydrogen production, liquefaction and distribution facility dedicated to the production of clean hydrogen for transportation. The project will be a critical enabler for the mass development of clean and convenient transportation for everyone, making it a tremendous opportunity for Nevada to showcase its involvement in the development of clean transportation and new environmentally responsible technologies. ALATUS is committed to supporting its local communities. In the United States, ALATUS' community engagement program supports philanthropic initiatives dedicated to improving STEM education, child welfare and health and relief efforts for natural disasters. *Source: Air Liquide Advanced Technologies US, LLC*

SIGNIFICANCE OF ABATEMENTS IN THE COMPANY'S DECISION TO RELOCATE/EXPAND

ALATUS' decision to expand its business into Nevada was due to several factors, including but not limited to, the business tax structure, competitiveness of the utilities (Renewable Electricity, Water, etc.), and a fast-track permit process offered by the state's region. In addition, the company is aware of the benefits of the State Incentive Program, which was a critical factor in deciding to locate its business in Nevada. ALATUS is proud to bring its expertise and projects to the people of Nevada, and respectfully requests incentives and assistance to make the project a success for all. *Source: Air Liquide Advanced Technologies US, LLC*

REQUIREMENTS	Statutory	Application	Sufficient	% Over / Under
Job Creation	10	16		60%
Average Wage	\$22.54	\$27.53	Company meets	22%
Equipment Capex (SU & MBT)	\$250,000	\$83,093,000	abatement eligibility	33137%
Equipment Capex (PP)	\$1,000,000	\$83,093,000	requirements	8209%

INCENTIVES	Requested Terms	Estimated \$ Amount
Sales Tax Abmt.	2% for 2 years	\$4,653,208
Modified Business Tax Abmt.	50% for 4 years	\$15,688
Personal Property Tax Abmt.	50% for 10 years	\$2,887,432
Real Property Tax Abmt.	50% for 10 years	\$435,872
Total		\$7,992,200

NEVADA BUSINESS LICENSE

- Current Pending Will comply before receiving incentives

JOB CREATION	Contracted	24-Month Projection	5-Year Projection
	10	16	16

OTHER CAPITAL INVESTMENT	Land	Building Purchase	BTS / Building Improvements
	\$2,500,000	\$0	\$5,219,000

ECONOMIC IMPACT ESTIMATES (10-Year Cumulative)	Total	Construction
Total Jobs Supported	21	53
Total Payroll Supported	\$10,593,986	\$2,117,158
Total Output Estimate	\$31,211,235	\$7,626,259

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)	Direct	Indirect	Total
Local Taxes			
Property	\$3,160,054	\$34,274	\$3,194,328
Sales	\$189,972	\$8,192	\$198,164
Lodging	\$0	\$1,515	\$1,515
State Taxes			
Property	\$163,251	\$39,749	\$203,000
Sales	\$1,729,707	\$65,683	\$1,795,390
Modified Business	\$72,006	\$25,472	\$97,478
Lodging	\$0	\$59	\$59
Total	\$5,314,990	\$174,944	\$5,489,934

EMPLOYEE BENEFITS

- Percentage of health insurance covered by company: 80%.
- Health care package cost per employee - \$2,640 annually with options for dependents.
- Overtime, PTO/Sick/Vacation, Merit Increases, Tuition Assistance, Retirement Plan / Profit Sharing / 401(k), Bonus.

NOTES

- Percentage of revenue generated by the new jobs contained in this application from outside Nevada: 90%.
- The company is also considering Topock (AZ), Daggett, CA (SoCal); North Las Vegas and Henderson (Southern NV) as potential locations.

Board Summary

Air Liquide Advanced Technologies US, LLC
 200 GBC Drive, Newark, DE 19702
 Pierre-Germain Marlier, Business Development Manager
 Industrial Gas Manufacturing

Date: September 20, 2018
 Main Location: Carson City

Business Type: New County: Clark County Development Authority Representative: LVGEA

APPLICATION HIGHLIGHTS

- Air Liquide Advanced Technologies US, LLC (ALATUS) is considering establishing a hydrogen production, liquefaction, and distribution facility in Clark County.
- This new facility will be the world's first of its kind dedicated to the production of renewable liquid hydrogen from landfill gas (renewable natural gas) for Fuel-Cell Electric Vehicles (FCEVs).
- The company's business objectives includes hiring and training employees from the local area.

PROFILE

ALATUS is a subsidiary of L'Air Liquide SA, a French multinational company which supplies industrial gases and services to various industries including medical, chemical, and electronic manufacturers. L'Air Liquide SA was founded in 1902 and is headquartered in Paris, France. In the United States, ALATUS is present in 1,300 locations, with more than 20,000 employees. Currently, ALATUS is working alongside major global car manufacturers to develop and implement environmentally responsible clean energy for transportation and other applications in the United States. ALATUS' objective is to expand its business offering of hydrogen production, liquefaction, and distribution for hydrogen refueling stations for FCEVs in the State of Nevada and California. The development plan for the Nevada project involves the construction of a greenfield, industrial-scale hydrogen production, liquefaction, and distribution facility dedicated to the production of clean hydrogen for transportation. The project will be a critical enabler for the mass development of clean and convenient transportation for everyone, making it a tremendous opportunity for Nevada to showcase its involvement in the development of clean transportation and new environmentally responsible technologies. ALATUS is committed to supporting its local communities. In the United States, ALATUS' community engagement program supports philanthropic initiatives dedicated to improving STEM education, child welfare and health, and relief efforts for natural disaster. *Source: Air Liquide Advanced Technologies US, LLC*

SIGNIFICANCE OF ABATEMENTS IN THE COMPANY'S DECISION TO RELOCATE/EXPAND

ALATUS' decision to expand its business into Nevada was due to several factors, including but not limited to, the business tax structure, competitiveness of the utilities (Renewable Electricity, Water, etc.), and fast-track permitting process offered by the state's region. In addition, the company is aware of the benefits of the State Incentive Program, which was a critical factor in deciding to locate its business in Nevada. ALATUS is proud to bring its expertise and projects to the people of Nevada, and respectfully requests incentives and assistance to make the project a success for all. *Source: Air Liquide Advanced Technologies US, LLC*

REQUIREMENTS	Statutory	Application	Sufficient	% Over / Under
Job Creation	50	16		-68%
Average Wage	\$22.54	\$27.53	Company meets	22%
Equipment Capex (SU & MBT)	\$1,000,000	\$83,093,000	abatement eligibility	8209%
Equipment Capex (PP)	\$5,000,000	\$83,093,000	requirements	1562%

INCENTIVES	Requested Terms	Estimated \$ Amount
Sales Tax Abmt.	2% for 2 years	\$5,193,313
Modified Business Tax Abmt.	50% for 4 years	\$15,688
Personal Property Tax Abmt.	50% for 10 years	\$2,735,163
Real Property Tax Abmt.	50% for 10 years	\$412,886
Total		\$8,357,050

NEVADA BUSINESS LICENSE

- Current Pending Will comply before receiving incentives

JOB CREATION	Contracted	24-Month Projection	5-Year Projection
	50	16	16

OTHER CAPITAL INVESTMENT	Land	Building Purchase	BTS / Building Improvements
	\$2,500,000	\$0	\$5,219,000

ECONOMIC IMPACT ESTIMATES (10-Year Cumulative)	Total	Construction
Total Jobs Supported	25	57
Total Payroll Supported	\$12,424,207	\$2,736,974
Total Output Estimate	\$36,733,099	\$8,306,334

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)	Direct	Indirect	Total
Local Taxes			
Property	\$2,984,799	\$409,714	\$3,394,513
Sales	\$212,022	\$227,745	\$439,767
Lodging	\$0	\$9,137	\$9,137
State Taxes			
Property	\$163,251	\$23,685	\$186,936
Sales	\$1,729,707	\$77,030	\$1,806,737
Modified Business	\$72,006	\$50,119	\$122,125
Lodging	\$0	\$3,204	\$3,204
Total	\$5,161,785	\$800,634	\$5,962,419

EMPLOYEE BENEFITS

- Percentage of health insurance covered by company: 80%.
- Health care package cost per employee - \$2,640 annually with options for dependents.
- Overtime, PTO/Sick/Vacation, Merit Increases, Tuition Assistance, Retirement Plan / Profit Sharing / 401(k), Bonus.

NOTES

- Percentage of revenue generated by the new jobs contained in this application from outside Nevada: 90%.
- The company is also considering Topock (AZ), Daggett, CA (SoCal); North Las Vegas and Henderson (Southern NV) as potential locations.

July 24, 2018

Director Paul Anderson
Governor's Office of Economic Development
808 West Nye Lane
Carson City, NV 89703

Re: Air Liquide

Dear Paul:

EDAWN hereby supports the application of Air Liquide for the Sales & Use Tax Abatement, Personal Property Tax Abatement, Modified Business Tax Abatement and Real Property Tax Abatement.

Air Liquide is the world leader in gases, technologies and services for industry and Health. Air Liquide is present in 80 countries with approximately 65,000 employees serving more than 3.5 million customers and patients worldwide. Air Liquide is working alongside one of the world's major car manufacturers to develop and implement environmentally responsible clean energy for transportation and other applications in the United States.

The company will be investing over \$83,093,000.00 in capital equipment over the two-year allowable period while hiring between 6 -16 full time employees at an average wage of \$27.53 per hour over this same period. Air Liquide will also be constructing a building for their Northern Nevada location bringing their total investment of the Northern Nevada operation to over \$90,000,000.00.

The company's compensation package includes medical, dental, and vision benefits which are made available upon employment. The company also offers overtime, PTO/sick/vacation, merit increases, bonuses, tuition assistance, and a retirement plan/profit sharing/401-K.

EDAWN supports this application as the company meets the incentive requirements. Your consideration and support of the incentive application for Air Liquide is a significant factor in their pending decision to expand in northern Nevada and speaks favorably to the State's business-friendly environment.

Sincerely,



Chris Ault, Jr.

EDAWN, Vice-President Business Development



July 20th, 2018

Governor's Office of Economic Development
808 West Nye Lane
Carson City, NV 89703

Dear Commission Members:

Air Liquide, the world leader in gases, technologies and services for Industry and Health, is working alongside world's major car manufacturers to develop and implement environmentally responsible clean energy for transportation and other applications in the United States. Our objective is to expand our business offering of hydrogen production, liquefaction, and distribution for hydrogen refuelling stations for fuel cell vehicles ("FCEVs"), in McCarran, NV. Part of our business objective includes hiring and training employees from the local Reno area to oversee hydrogen production, liquefaction, and distribution at the McCarran facility. The target date for operations to commence is Q1 2021.

In the U.S., Air Liquide is present in 1,300 locations, with more than 20,000 employees, of which 98 are currently employed in Nevada. The decision to expand our business into Story County, McCarran was due to several factors, including but not limited to, the business tax structure, competitiveness of the utilities (Renewable Electricity, Water, etc.), and fast-track permitting process offered by the region. In addition, Air Liquide is aware of the benefits of the State Incentive Program, which was a critical factor in deciding to expand our business in McCarran, NV.

The development plan for McCarran, Nevada, involves the construction of a greenfield hydrogen production, liquefaction, and distribution facility, and investments in additional equipment. In order to staff and operate our new hydrogen facility, Air Liquide plans to hire a total of 16 employees at the production facility with an average hourly rate projected to be \$27.53.

This new facility will be the world's first of its kind dedicated to the production of renewable liquid hydrogen from landfill gas, for Fuel-Cell Electric Vehicles. The project will be a critical enabler for the mass development of clean and convenient transportation for everyone, making it a tremendous opportunity for the state of Nevada to showcase its involvement in the development of clean transportation and new environmentally responsible technologies.

We are excited about the market opportunities presented by the expansion of our business and the advantages that McCarran, NV will offer to both our company and to the people of Nevada. In conjunction with Nevada's business-friendly environment, we see this as a first step for the state of Nevada in what will be increased growth for Air Liquide's role in clean energy development.

Air Liquide is proud to bring its expertise and projects to the people of Nevada, and respectfully requests incentives and assistance to make the project a success for all.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Bob Fourie'.

Bob Fourie
VP of Business Development



Mr. Paul Anderson
Executive Director
Nevada Governor's Office of Economic Development
555 E. Washington 808 W. Nye Lane
Carson City, NV 89703

RE: REQUEST FOR CONFIDENTIALITY OF RECORDS AND DOCUMENTS

Dear Director Anderson:

On July 20, 2018 Air Liquide Advanced Technologies US, LLC 'ALATUS' submitted an application to you as the Executive Director of the State of Nevada Governor's Office of Economic Development ("GO ED") requesting approval of economic incentives for the new operation in Storey County, Nevada. The purpose of this letter is to request that any and all records and other documents in GOED's possession concerning initial contact with, research and planning for ALATUS including but not limited to certain information in that application, and if amended, all be kept confidential pursuant to Section 4 of Assembly Bill No. 17 (2015 Regular Session) as codified in NRS 231.069.

Please be advised that ALATUS specifically deems the following information proprietary and confidential:

- 1) The detailed schedule of Employment List
- 2) The detailed schedule of Capital Equipment List

Thank you for your consideration. If you have any questions or require any further information, please do not hesitate to contact me.

A handwritten signature in blue ink, appearing to read 'Bob Fourie', written in a cursive style.

Sincerely,


Bob Fourie
VP of Business Development

REQUEST FOR CONFIDENTIALITY DETERMINATION

Pursuant to NRS 231.069, and upon the request of applicant Air Liquide Advanced Technologies USA, LLC, the Executive Director of the Office has determined the:

- (i) The detailed schedule of Capital Equipment List, 5(A)
- (ii) The detailed schedule of Employment List, 5(B)

are confidential proprietary information of the business, are not public records, and shall be redacted in its entirety from the copy of the application that is disclosed to the public.



Paul Anderson
Executive Director

8/17/2018

Date

ECONOMIC DEVELOPMENT

Incentive Application

Company Name: Air Liquide Advanced Technologies US, LLC
 Date of Application: July 20th, 2018

Company is an / a: (check one)

- New location in Nevada
 Expansion of a Nevada company

Section 1 - Type of Incentives

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

- Sales & Use Tax Abatement
 Modified Business Tax Abatement
 Personal Property Tax Abatement
 Sales & Use Tax Deferral
 Recycling Real Property Tax Abatement
 Other: _____

Section 2 - Corporate Information

COMPANY NAME (Legal name under which business will be transacted in Nevada) <u>Air Liquide Advanced Technologies US LLC</u>		FEDERAL TAX ID # <u>75-3174747</u>	
CORPORATE ADDRESS <u>200 GBC Drive II</u>	CITY / TOWN <u>Newark</u>	STATE / PROVINCE <u>DE</u>	ZIP <u>19702-2462</u>
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above) <u>9811 Katy Freeway, Suite 100</u>	CITY / TOWN <u>Houston</u>	STATE / PROVINCE <u>TX</u>	ZIP <u>77024</u>
TELEPHONE NUMBER <u>(713) 624-8000</u>	WEBSITE <u>https://www.airliquide.com/united-states-america</u>		
COMPANY CONTACT NAME <u>Pierre-Germain MARLIER</u>	COMPANY CONTACT TITLE <u>Business Development Manager</u>		
E-MAIL ADDRESS <u>pierre-germain.marlier@airliquide.com</u>	PREFERRED PHONE NUMBER <u>(415) 410-7844</u>		

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 awarded, 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 are 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 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 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: _____

PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA <u>90%</u>	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) <u>Q1-2021</u>		
NAICS CODE / SIC <u>325120</u>	INDUSTRY TYPE <u>Industrial Gas Manufacturing</u>		
DESCRIPTION OF COMPANY'S NEVADA OPERATIONS <u>Production Hydrogen from renewable natural gas (Landfill Gas), Liquefaction, and Distribution to Fuel Cell Electric Vehicles recharging infrastructure.</u>			
PROPOSED / ACTUAL NEVADA FACILITY ADDRESS <u>Tahoe Reno Industrial Center (TRIC)</u>	CITY / TOWN <u>McCarran</u>	COUNTY <u>Storey County</u>	ZIP
WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP? <u>Topock (AZ), Daggett, CA (SoCal); North Las Vegas, (Southern NV), Henderson, (Southern NV)</u>			

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, with supporting documents to show the employer paid portion of plan meets the minimum of 65%.

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

New Operations / Start Up - Plans Over the Next <u>Ten</u> Years	Expansions - Plans Over the Next <u>10</u> Years
<p>Part 1. Are you currently/planning on leasing space in Nevada? <u> No </u></p> <p>If No, skip to Part 2. If Yes, continue below:</p> <p style="padding-left: 40px;">What year(s)? _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Annual lease cost of space: _____</p> <p>Do you plan on making building tenant improvements? _____</p> <p>If No, skip to Part 2. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? <u> No </u></p> <p>If No, skip to Part 3. If Yes *, continue below:</p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p>Do you plan on making building improvements? _____</p> <p>If No, skip to Part 3. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? <u> Yes </u></p> <p>If Yes *, continue below:</p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? <u> To be defined </u></p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): <u> To be defined </u></p> <p style="padding-left: 40px;">How much space (sq. ft.)? <u> 20,000 </u></p>	<p>Part 1. Are you currently leasing space in Nevada? _____</p> <p>If No, skip to Part 2. If Yes, continue below:</p> <p style="padding-left: 40px;">What year(s)? _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Annual lease cost at current space: _____</p> <p>Due to expansion, will you lease additional space? _____</p> <p>If No, skip to Part 3. If Yes, continue below:</p> <p style="padding-left: 40px;">Expanding at the current facility or a new facility? _____</p> <p style="padding-left: 80px;">What year(s)? _____</p> <p style="padding-left: 40px;">How much expanded space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Annual lease cost of expanded space: _____</p> <p>Do you plan on making building tenant improvements? _____</p> <p>If No, skip to Part 3. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 2. Are you currently operating at an owner occupied building in Nevada? _____</p> <p>If No, skip to Part 3. If Yes, continue below:</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Current assessed value of real property? _____</p> <p>Due to expansion, will you be making building improvements? _____</p> <p>If No, skip to Part 3. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 3. Do you plan on building or buying a new facility in Nevada? _____</p> <p>If Yes *, continue below:</p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? _____</p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p>
<p>* Please complete Section 7 - Capital Investment for New Operations / Startup.</p>	<p>* Please complete Section 7 - Capital Investment for Expansions below.</p>

BRIEF DESCRIPTION OF CONSTRUCTION PROJECT AND ITS PROJECTED IMPACT ON THE LOCAL ECONOMY (Attach a separate sheet if necessary):

The number of people involved with construction will vary during the 9-12 month duration. During peak times the number of employees (consisting of Air Liquide and 3rd party contractors) onsite could exceed 100. Construction value is estimated between \$20-\$40MM.

Section 7 - Capital Investment (Fill in either New Operations/Startup or Expansion, not both.)

New Operations / Start Up	Expansions
How much capital investment is planned? (Breakout below):	How much capital investment is planned? (Breakout below):
Building Purchase (if buying): <u> N/A </u>	Building Purchase (if buying): <u> </u>
Building Costs (if building / making improvements): <u> \$5,219,000 </u>	Building Costs (if building / making improvements): <u> </u>
Land: <u> \$2,500,000 </u>	Land: <u> </u>
Equipment Cost: <u> \$83,093,000 </u>	Equipment Cost: <u> </u>
Total: <u> \$90,812,000 </u>	Total: <u> </u>
	Is the equipment purchase for replacement of existing equipment? <u> </u>
	Current assessed value of personal property in NV: <u> </u>
	(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.)

New Operations / Start Up	Expansions
How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of new operations?: <u> 16 </u>	How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of expanded operations?: <u> </u>
Average hourly wage of these <u>new</u> employees: <u> \$27.53 </u>	Average hourly wage of these <u>new</u> employees: <u> </u>
	How many FTE employees prior to expansion?: <u> </u>
	Average hourly wage of these <u>existing</u> employees: <u> </u>
	Total number of employees after expansion: <u> </u>

* 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 360.474.

OTHER COMPENSATION (Check all that apply):

<input checked="" type="checkbox"/> Overtime	<input checked="" type="checkbox"/> Merit increases	<input checked="" type="checkbox"/> Tuition assistance	<input checked="" type="checkbox"/> Bonus
<input checked="" type="checkbox"/> PTO / Sick / Vacation	<input type="checkbox"/> COLA adjustments	<input checked="" type="checkbox"/> Retirement Plan / Profit Sharing / 401(k)	<input type="checkbox"/> Other: <u> </u>

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:

Health Insurance Costs:	Percentage of health insurance coverage by (min 65%):
Cost of health insurance for company (annual amount per employee): <u> \$ 2,640.00 </u>	Company: <u> 80% </u>
Health Plan annual out-of-pocket maximum (individual): <u> \$ 3,600.00 </u>	Employee: <u> 20% </u>

[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 /or 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.

Bob Fourie

Name of person authorized for signature



Signature

VP of Business Development

Title

July 20th, 2018

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: Air Liquide Advanced Technologies US, LLC

County: Storey 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.

Availability of qualified workforce:	<u>3</u>	Transportation infrastructure:	<u>3</u>
Labor costs:	<u>2</u>	Transportation costs:	<u>4</u>
Real estate availability:	<u>2</u>	State and local tax structure:	<u>5</u>
Real estate costs:	<u>2</u>	State and local incentives:	<u>5</u>
Utility infrastructure:	<u>5</u>	Business permitting & regulatory structure:	<u>5</u>
Utility costs:	<u>5</u>	Access to higher education resources:	<u>2</u>

Please summarize the importance of the abatement program to your decision (please include at least a paragraph summary):

The State Incentive Program was a critical factor in deciding to expand our Hydrogen Mobility business in McCarran, NV.

In fact, considering that the major market for the product is California, the additional distribution costs from locating the facility in Storey County can be justified only if offset by access to local incentives and competitive utilities.

Equipment Schedule, Detailed

The Office has determined the detailed equipment schedule as described in this application constitutes confidential proprietary information of Air Liquide Advanced Technologies, Inc., and is not a public record.

Employment Schedule, Detailed

The Office has determined the detailed employment schedule as described in this application constitutes confidential proprietary information of Air Liquide Advanced Technologies, Inc., and is not a public record.

5(C) Evaluation of Health Plans Offered by Companies

Company Name: Air Liquide Advanced Technologies US, LLC

County: Storey County

Total Number of Full-Time Employees:	16
Average Hourly Wage per Employee	\$27.53
Average Annual Wage per Employee (implied)	\$57,262.00
Annual Cost of Health Insurance per Employee	\$2,640.00
Percentage of Cost Covered by:	
Company	80%
Employee	20%
Health Plan Annual Out-of-Pocket Maximum	\$3,600

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	1.2%	<input type="checkbox"/> MMQ
Annual Out-of-Pocket Maximum not to exceed \$7,150 (2017)	\$3,600	<input type="checkbox"/> MMQ

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 highlighting where our plan reflects meeting the 65% minimum threshold for the employe paid portion of the plan for GOED to independently confirm the same.

Bob Fourie

Name of person authorized for signature



Signature

VP of Business Development

Title

July 20th, 2018

Date

AIR LIQUIDE ADVANCED TECHNOLOGIES U.S. LLC

Business Entity Information			
Status:	Active	File Date:	02/02/2006
Type:	Foreign Limited-Liability Company	Entity Number:	E0073542006-1
Qualifying State:	DE	List of Officers Due:	02/28/2019
Managed By:		Expiration Date:	
Foreign Name:		On Admin Hold:	No
NV Business ID:	NV20061458773	Business License Exp:	02/28/2019

Additional Information	
	Central Index Key

Registered Agent Information			
Name:	CAPITOL CORPORATE SERVICES, INC.	Address 1:	202 SOUTH MINNESOTA STREET
Address 2:		City:	CARSON CITY
State:	NV	Zip Code:	89703
Phone:		Fax:	
Mailing Address 1:		Mailing Address 2:	
Mailing City:		Mailing State:	NV
Mailing Zip Code:			
Agent Type:	Commercial Registered Agent - Corporation		
Jurisdiction:	NEVADA	Status:	Active

View all business entities under this registered agent ()

Officers		<input type="checkbox"/> Include Inactive Officers	
Manager - SUSAN A ELLERBUSCH			
Address 1:	9811 KATY FWY., STE. 100	Address 2:	
City:	HOUSTON	State:	TX
Zip Code:	77024	Country:	
Status:	Active	Email:	
Manager - PIERRE-ETIENNE FRANC			
Address 1:	9811 KATY FWY., SUITE 100 TAX DEPT	Address 2:	
City:	HOUSTON	State:	TX
Zip Code:	77024	Country:	
Status:	Active	Email:	
Manager - DIRK OLE HOEFELMANN			
Address 1:	9811 KATY FWY., SUITE 100 TAX DEPT	Address 2:	
City:	HOUSTON	State:	TX
Zip Code:	77024	Country:	
Status:	Active	Email:	
Managing Member - HUGH A SPINKS			
Address 1:	9811 KATY FWY., SUITE 100 TAX DEPT	Address 2:	