

**Lyon County**

**Catalyst Fund  
Application  
for  
Polaris Industries, Inc.**



**Governor's Office of Economic Development**

**Las Vegas 702-486-2700**

**Reno 775-687-9900**

**Toll Free 800-336-1600**

## INTRODUCTION

### LOCAL GOVERNMENT SUBMITTING – Lyon County

#### Authorized Representative

Name: Jeff Page

Title: County Manager

Organization: Lyon County

Street Address: 27 S Main Street, Yerington, NV 89447

Mailing Address: 27 S Main Street, Yerington, NV 89447

Phone Number: 775-463 6531

Email Address: jpage@lyon-county.org

To the best of my knowledge and belief, the information contained in this Catalyst Fund Application is true and correct, as evidenced by my signature below.

Signature   
(Local Government Representative)

Date 7/5/2018

Signature   
(RDA Representative)

Date 7/5/18

## PROJECT CHARACTERISTICS (check all that apply)

- |   |  |
|---|--|
| <input type="checkbox"/> Construct New Facility                       | <input type="checkbox"/> New Business / Start-up                 |
| <input checked="" type="checkbox"/> Expand/Renovate Existing Facility | <input checked="" type="checkbox"/> Relocation from Out-of-State |
| <input checked="" type="checkbox"/> Purchase Machinery & Equipment    | <input type="checkbox"/> Relocation within Nevada                |

## INDUSTRY CLUSTER

If applicable, identify the industry cluster within which this project falls.

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> Aerospace and Defense  | <input type="checkbox"/> Health & Medical Services         | <input type="checkbox"/> Mining & Materials              |
| <input type="checkbox"/> Agriculture            | <input checked="" type="checkbox"/> Logistics & Operations | <input type="checkbox"/> Renewable Energy                |
| <input type="checkbox"/> Business IT Ecosystems | <input type="checkbox"/> Manufacturing                     | <input type="checkbox"/> Tourism, Gaming & Entertainment |
| <input type="checkbox"/> Other                  |  |  |

A statement of project relevance to supply chains, sectors and clusters targeted by the State Plan for Economic Development -

Polaris Industries, Inc. is poised to grow globally with major markets in North America and around the world. The company's new project will result in the creation of direct and indirect jobs. There will also be a significant impact with the construction related activities such as extending utilities, site preparation and the actual construction of the new building.

## GRANT/LOAN SUMMARY

Amount requested - \$100,000.00

### AWARD PER PERIOD:

Period 1 - \$2,000 per Incremental Primary Job x 25 jobs

Period 2 - \$2,000 per Incremental Primary Job x 25 jobs

### DISBURSEMENT TERMS:

Period 1 – For new primary jobs which pay over \$19.50 per hour:

No payment if less than 10 primary jobs are created

\$2,000 per job created up to 25 primary jobs

Period 2 – For new primary jobs which pay over \$19.50 per hour:

No payment if less than 10 primary jobs are created

\$2,000 per job created up to 25 primary jobs

Maximum Payment agreement:

\$100,000

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

**Local Taxes**

Property	\$4,013,610	\$1,488,956	\$5,502,566
Sales	\$960,473	\$405,495	\$1,365,968
Lodging	\$0	\$27,733	\$27,733

**State Taxes**

Property	\$198,434	\$134,738	\$333,172
Sales	\$649,696	\$291,055	\$940,751
Modified Business	\$341,805	\$192,812	\$534,617
Lodging	\$0	\$1,261	\$1,261
<b>Total</b>	<b>\$6,164,018</b>	<b>\$2,542,050</b>	<b>\$8,706,068</b>

\*\* Does not include impacts related to the Catalyst Fund grant.

The proposed plans, projects, or programs to which the grant or loan will apply: -

For this proposed project, Polaris Industries Inc. will be establishing a new western United States distribution center. The company currently has existing distribution centers in Ohio and South Dakota, but is looking for a western United States presence to maximize efficiency and delivery speed to the company's customers. The company will have a brand new 500,000 square foot distribution facility built for this project.

The expected benefits of the grant or loan expressed as Jobs, Investments and wage levels: -

The company's new project will result in the creation of direct and indirect jobs. There will also be a significant impact with the construction related activities such as extending utilities, site preparation and the actual construction of the new building. The Company anticipates filling the new jobs from local labor pools. The project will result in the creation of direct and indirect jobs, and will also serve as a boost to the local economy for the foreseeable future.

A statement on the significance of this grant or loan to the company's described plans: -

The State of Nevada incentives will assist in offsetting the significant investment that the company is making for this project and make the State more competitive. Communities in other States, currently also under consideration, have existing building inventory that will not require the construction of a brand-new building

A statement of the estimated return-on-investment to the State in job creation, wage levels and capital investment for the term of the proposed grant/loan

The Company anticipates filling the new jobs from local labor pools. The project will result in the creation of direct and indirect jobs, and will also serve as a boost to the local economy for the foreseeable future.

A statement of the fiscal character of the company –

For more than 60 years Polaris Industries, Inc, have been making high-quality, breakthrough products. From the company's entrepreneurial roots as a mechanical shop, it have grown into one of the world's largest Powersports companies. In recent years the company has expanded beyond Powersports into adjacent markets, like commercial and military vehicles. Today, Polaris offers a diverse portfolio of best-in-class brands and has grown to become a global Powersports leader, providing some of the best-selling brands in the industry, including RANGER® utility vehicles, RZR® recreational side-by-sides, Indian Motorcycle® and GEM®electric vehicles. More recently we expanded our offerings to include commercial vehicles, military vehicles and the revolutionary Slingshot® 3-wheel moto-roadster.

**Proposed Catalyst Fund grant (Exhibit "A").**

**Local government support letter (Exhibit "B").**

**Local government application from the business (Exhibit "C"). To be provided**

**Polaris Industries, Inc.**  
**Catalyst Fund**  
**Application**  
**to**  
**Lyon County**



**Governor's Office of Economic Development**

**Las Vegas 702-486-2700**  
**Reno 775-687-9900**  
**Toll Free 800-336-1600**

Governor's Office of Economic Development  
**Catalyst Fund Application from Business Applicant**

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**Applicant Information**

BUSINESS SUBMITTING: **Polaris Industries, Inc.**

Authorized Representative

Name: Paul Eikhoff Title: Senior Director of Distribution

Organization: Polaris Industries, Inc.

Street Address: 9955 59th Ave North, Minneapolis, MN 55442

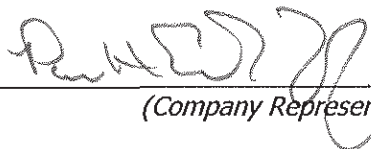
Mailing Address: 9955 59th Ave North, Minneapolis, MN 55442

Phone Number: 763-847-8439

Email Address: paul.eikhoff@polaris.com

To the best of my knowledge and belief, the information contained in this Catalyst Fund Application is true and correct, as evidenced by my signature below.

Signature

  
\_\_\_\_\_  
(Company Representative)

Date 7-14-2018

## BUSINESS SUMMARY

For this proposed project, Polaris Industries Inc. will be establishing a new western United States distribution center. The company currently has existing distribution centers in Ohio and South Dakota, but is looking for a western United States presence to maximize efficiency and delivery speed to the company's customers. The company will have a brand new 500,000 square foot distribution facility built for this project.

The company's new project will result in the creation of direct and indirect jobs. There will also be a significant impact with the construction related activities such as extending utilities, site preparation and the actual construction of the new building. The Company anticipates filling the new jobs from local labor pools. The project will result in the creation of direct and indirect jobs, and will also serve as a boost to the local economy for the foreseeable future.

Attach a copy of a company presentation

Is this request for a Grant or a Loan - Grant

Amount requested - \$100,000.00

Total real property investment – \$28,973,545

Total personal property investment – \$13,652,000

Projected start date – TBD

Completion date – TBD

Attach a schedule of jobs created with skills identified

Number of primary jobs that will be new to Nevada - 64

Average wage of new jobs - \$21.95

Cost of employee healthcare benefits (annual premiums paid by employer) - \$4,170.00 Per Employee

Percentage paid by employer – 80%

Healthcare Summary (check all that apply):

Medical    Dental    Vision    Disability    Life Insurance    Dependent Coverage

Attach a schedule of employee benefits used in recruiting

Other Employee Benefits – See Attached



**PROJECT CHARACTERISTICS (Check all that apply)**

- Construct New Facility
- Expand/Renovate Existing Facility
- Purchase Machinery & Equipment
- New Business / Start-up
- Relocation from Out-of-State
- Relocation within Nevada

**INDUSTRY CLUSTER**

- Aerospace and Defense
- Agriculture
- Business IT Ecosystems
- Other
- Health & Medical Services
- Logistics & Operations
- Manufacturing
- Mining & Materials
- Renewable Energy
- Tourism, Gaming & Entertainment

**BUSINESS CHARACTERISTICS**

Please describe all the incentives that the business or project has applied for such as abatements, deferrals, training etc. including dollar amounts –

**Polaris Industries, Inc. has applied for the following State Tax Abatements:**

- Sales and Use Tax Abatement: \$ 696,252**
- Modified Business Tax Abatement: \$68,071**
- Personal Property Tax Abatement: \$287,198**

Please list all other sources of funding received or applied for by the business or project including local, state and federal loans, grants and matching programs – N/A

Please describe the long-term potential sustainability and viability of your business -

Polaris Industries Inc. is poised to grow globally with major markets in North America and around the world. For more than 60 years Polaris Industries, Inc. has been making high-quality, breakthrough products. From the company's entrepreneurial roots as a mechanical shop, it has grown into one of the world's largest Powersports companies. In recent years the company has expanded beyond Powersports into adjacent markets, like commercial and military vehicles. Today, Polaris offers a diverse portfolio of best-in-class brands and has grown to become a global Powersports leader, providing some of the best-selling brands in the industry, including RANGER® utility vehicles, RZR® recreational side-by-sides, Indian Motorcycle® and GEM®electric vehicles. More recently we expanded our offerings to include commercial vehicles, military vehicles and the revolutionary Slingshot® 3-wheel moto-roadster.

Please describe any significant negative environmental impacts of your business – N/A

- Schedule of jobs to be created during Catalyst Fund grant period (Exhibit "A")**
- Schedule of proposed employee health insurance benefits (Exhibit "B")**
- 3-year financial statements for the business, audited preferred (Exhibit "C")**