

Wells Enterprises, Inc.

1 Blue Bunny Drive, Le Mars, Iowa 51031

Tom Anderson, Director of Accounting and Tax

Date: September 23, 2021

Application Facts:

Industry **Manufacturing**
NAICS **311520**
Type of App **Expansion**
Location **Clark County**
RDA LVGEA, Chris Zunis

Company Profile

Wells Enterprises, Inc. (Wells) is considering expanding its current Henderson operations. Wells is the 2nd largest manufacturer of ice cream and frozen dairy desserts in the United States with five manufacturing locations, and over 4,000 employees. Wells has grown over the years, expanding from its signature Blue Bunny® product. The company's offering now includes Halo Top®, Bomb Pop®, and Blue Ribbon Classics. Wells also manufactures licensed brands such as The Cheesecake Factory At Home™ premium ice cream and Weight Watchers® frozen novelties. Wells holds itself responsible for contributing time, talent, and resources to those around it. Wells supports nonprofit community organizations each year through monetary contributions, sponsorships, and product donations. Additionally, Wells' products are manufactured in a sustainable manner to responsibly protect and conserve the environment. The company continually pursues a more sustainable value chain and are committed to environmental sustainability. *Source: Wells Enterprises, Inc.*

Tax Abatement Requirements:

	<u>Statutory</u>	<u>Company Application</u>	<u>Meeting Requirements</u>
Job Creation	39	87	Yes
Average Wage	\$26.67	\$22.82	Yes (For the purposes of receiving full abatements if county unemployment is over 7%)
Equipment Capex (SU & MBT)			
Equipment Capex (PP)	\$3,147,242	\$64,269,952	Yes

Additional Requirements:

Health Insurance	65%	77%	Yes
Revenues generated outside NV	51%	98%	Yes
Business License	<input checked="" type="checkbox"/> Current	<input type="checkbox"/> Pending	<input type="checkbox"/> Will comply

Total Tax Liability (without tax abatements)

Direct (company)
\$9,899,300

Total
\$15,833,741

Tax Abatements

Contract Terms

Estimated Tax Abatement

Sales Tax Abmt.	4.6% for 2 years	\$2,426,191
Modified Business Tax Abmt.	50% for 4 years	\$90,901
Personal Property Tax Abmt.	50% for 10 years	\$2,167,445

Total Estimated Tax Abatement over 10 yrs.

\$4,684,537

Net New Tax Revenues

Direct

Indirect

Taxes after Abatements

Local Taxes

Property	\$2,700,786	\$2,532,842	\$5,233,628
Sales	\$1,702,595	\$1,296,653	\$2,999,248
Lodging	\$0	\$67,312	\$67,312

State Taxes

Property	\$147,717	\$147,374	\$295,091
Sales	\$1,295,305	\$432,759	\$1,728,064
Modified Business	\$428,962	\$375,273	\$804,235
Lodging	\$0	\$21,626	\$21,626

Total Estimated New Tax Revenue over 10 yrs.

\$6,275,365

\$4,873,839

\$11,149,204

Economic Impact over 10 yrs.

Total

Construction

Total

Total Jobs Supported	139	7	146
Total Payroll Supported	\$69,799,750	\$407,246	\$70,206,996
Total Economic Value	\$402,227,325	\$1,075,556	\$403,302,881

IMPORTANT TERMS & INFORMATION

Tax Abatements are reduction or discount of tax liability and companies do not receive any form of payment.

Total Estimated Tax Abatement is a tax reduction estimate. This estimated amount will be discounted from total tax liability.

Estimated New Tax Revenue is amount of tax revenues local and state government will collect after the abatement was given to applying company.

Economic Impact is economic effect or benefits that this company and it's operations will have on the community and state economy measured by total number of jobs, payroll and created output.



July 23, 2021

Mr. Michael Brown
Executive Director
Nevada Governor's Office of Economic Development
555 E. Washington Avenue, Suite 5400
Las Vegas, Nevada 89101

Dear Mr. Brown,

Wells Enterprises, Inc. dba Blue Bunny is applying to the State of Nevada for the Sales & Use Tax Abatement, the Modified Business Tax Abatement, and the Personal Property Tax Abatement that would facilitate an expansion at their Henderson, NV operation. We request that Wells Enterprises, Inc. be placed on the agenda for the September 23rd, 2021 GOED Board meeting.

Wells Enterprises, Inc. will hire 87 new fulltime employees in the first 24 months of the expansion, with an average hourly wage of \$22.82. The company will make a capital equipment investment of \$64.2 m.

Wells Enterprises, Inc. meets the statutory requirements for Nevada tax abatement approval. This application has the full support of the Las Vegas Global Economic Alliance.

Sincerely,

A handwritten signature in black ink that reads "Chris Zunis". The signature is written in a cursive, slightly slanted style.

Chris Zunis
VP Economic Development
Las Vegas Global Economic Alliance



July 21, 2021

Mr. Michael Brown
Executive Director
Governor's Office of Economic Development
808 West Nye Lane
Carson City, NV 89703

Dear Mr. Brown,

By way of this letter and the attached application, Wells Enterprises, Inc. is requesting tax incentives to assist with our proposed expansion at our manufacturing location in Henderson, Nevada.

Recent strategic planning has identified the need to add additional production capacity in the United States, and the company is considering expansion at our existing Nevada, Iowa, and New York manufacturing locations. An important decision factor in our assessment of the optimal location is economic incentives offered by the State of Nevada. We are considering investing over \$64 million in equipment and related infrastructure creating 87 new positions in the Henderson, Nevada location at an average wage of \$22.82 in the second year of expansion.

A brief history of our company, our Nevada manufacturing location, and our products is attached. Wells Enterprises is the 2nd largest manufacturer of ice cream and frozen dairy desserts in the United States with five manufacturing locations and over 4,000 employees. We have an attractive compensation and benefits package to attract and retain employees and focus on partnership and support of the communities we live and work in.

Our experience with representatives from the Las Vegas Global Economic Alliance has been positive and we look forward to your approval of our application to assist us with our efforts to expand in your state. Thank you for your time and consideration.

Sincerely,

Jeremy Pinkerman
Chief Financial Officer
Wells Enterprises, Inc.



WELLS ENTERPRISES, INC.

1 BLUE BUNNY DR • P.O. BOX 1310 • LE MARS, IA 51031 • (712) 546-4000





CITY OF HENDERSON
240 Water Street
P.O. Box 95050
Henderson, NV 89009

July 28, 2021

Mr. Michael Brown
Executive Director
Nevada Governor's Office of Economic Development
555 E. Washington Avenue, Suite 5400
Las Vegas, NV 89101

Re: Letter of Support for Wells Enterprises

Dear Director Brown:

I am pleased to provide this letter of support for Wells Enterprises in their application for incentives from the Governor's Office of Economic Development (GOED). We are very pleased that Wells Enterprises is expanding their current operations in Henderson and look forward to the company's continued success.

Within the first two years of their expansion, Wells Enterprises Accurate Manufactured Products Group is expected to bring an additional total capital investment of over \$64 million and at least 87 new, high-quality jobs paying an average hourly wage of \$22.82.

The City of Henderson enthusiastically supports the expansion of Wells Enterprises operations in Henderson and looks forward to the positive economic impact that their business expansion will provide to our community. We appreciate your assistance and favorable consideration of their application. Should you require additional information, please do not hesitate to contact me.

Sincerely,

Debra March
Mayor

cc: Tom Anderson, Director of Accounting and Tax, Wells Enterprises, Inc.
Chris Zunis, Vice President of Economic Development, LVGEA

ECONOMIC DEVELOPMENT

Incentive Application

Company is an / a: (check one)

New location in Nevada

Expansion of a Nevada company

Company Name: Wells Enterprises, Inc.

Date of Application: July 21, 2021

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) <u>Wells Enterprises, Inc.</u>		FEDERAL TAX ID # <u>421080796</u>	
CORPORATE ADDRESS <u>1 Blue Bunny Drive</u>	CITY / TOWN <u>Le Mars</u>	STATE / PROVINCE <u>Iowa</u>	ZIP <u>51031</u>
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above) <u>same</u>	CITY / TOWN	STATE / PROVINCE	ZIP
TELEPHONE NUMBER <u>712-546-4000</u>	WEBSITE <u>https://wellsenterprisesinc.com/</u>		
COMPANY CONTACT NAME <u>Tom Anderson</u>	COMPANY CONTACT TITLE <u>Director of Accounting and Tax</u>		
E-MAIL ADDRESS <u>tanderson@bluebunny.com</u>	PREFERRED PHONE NUMBER <u>775-848-3098</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 following the quarter in which the abatement becomes effective. In rural areas, the requirement is ten (10) or more. For an expansion, the business must increase the 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 both urban and rural 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.

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

Section 4 - Nevada Facility

Type of Facility:

Headquarters

Service Provider

Technology

Distribution / Fulfillment

Back Office Operations

Manufacturing

Research & Development / Intellectual Property

Other: _____

PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA <u>98%</u>	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) <u>Expansion considered to be phased over 2+ years beginning Q3 2021</u>		
NAICS CODE / SIC <u>311520</u>	INDUSTRY TYPE <u>Ice Cream and Frozen Dessert Manufacturing</u>		
DESCRIPTION OF COMPANY'S NEVADA OPERATIONS <u>The company purchased a closed ice cream manufacturing plant in 2019 and desires to add additional production capacity.</u>			
PROPOSED / ACTUAL NEVADA FACILITY ADDRESS <u>1001 Olsen Street</u>	CITY / TOWN <u>Henderson</u>	COUNTY <u>Clark County</u>	ZIP <u>89011</u>
WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP? <u>Existing manufacturing locations in Iowa and New York.</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%.
- 5 (D) Company Information Form

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 Years</u>	Expansions - Plans Over the Next <u>10 Years</u>
Part 1. Are you currently/planning on leasing space in Nevada? _____ If No, skip to Part 2. If Yes, continue below: What year(s)? _____ How much space (sq. ft.)? _____ Annual lease cost of space: _____ Do you plan on making building tenant improvements? _____ If No, skip to Part 2. If Yes *, continue below: When to make improvements (month, year)? _____	Part 1. Are you currently leasing space in Nevada? <u>Yes</u> If No, skip to Part 2. If Yes, continue below: What year(s)? <u>2021</u> How much space (sq. ft.)? <u>39,000</u> Annual lease cost at current space: <u>\$500,000.00</u> Due to expansion, will you lease additional space? <u>Yes</u> If No, skip to Part 3. If Yes, continue below: _____ What year(s)? <u>2022</u> How much expanded space (sq. ft.)? <u>20,000</u> Annual lease cost of expanded space: <u>\$250,000.00</u>
Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? _____ If No, skip to Part 3. If Yes *, continue below: Purchase date, if buying (month, year): _____ How much space (sq. ft.)? _____ Do you plan on making building improvements? _____ If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? _____	Part 2. Are you currently operating at an owner occupied building in Nevada? <u>Yes</u> If No, skip to Part 3. If Yes, continue below: How much space (sq. ft.)? <u>250,000</u> Current assessed value of real property? <u>\$5,508,000.00</u> Due to expansion, will you be making building improvements? <u>Yes</u> If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? <u>Q3 2021-Q3 2023</u>
Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? _____ If Yes *, continue below: When to break ground, if building (month, year)? _____ Estimated completion date, if building (month, year): _____ How much space (sq. ft.)? _____	Part 3. Do you plan on building or buying a new facility in Nevada? <u>No</u> If Yes *, continue below: Purchase date, if buying (month, year): _____ When to break ground, if building (month, year)? _____ Estimated completion date, if building (month, year): _____ How much space (sq. ft.)? _____

*** 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):

The proposed expansion of our Henderson, Nevada manufacturing facility will benefit the community by a combination of additional employment opportunities, an increased area wage base, incremental economic activity, and additional resources to support various charitable and civic organizations.

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): _____	Building Purchase (if buying): _____
Building Costs (if building / making improvements): _____	Building Costs (if building / making improvements): <u>\$762,025</u>
Land: _____	Land: _____
Equipment Cost: _____	Equipment Cost: <u>\$64,269,952</u>
Total: _____	Total: <u>\$65,031,977</u>
	Is the equipment purchase for replacement of existing equipment? <u>No</u>
	Current assessed value of personal property in NV: <u>\$15,736,211</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?: _____	How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of expanded operations?: <u>87</u>
Average hourly wage of these <u>new</u> employees: _____	Average hourly wage of these <u>new</u> employees: <u>\$22.82</u>
	How many FTE employees prior to expansion?: <u>393</u>
	Average hourly wage of these <u>existing</u> employees: <u>\$21.18</u>
	Total number of employees after expansion: <u>480</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 checked="" type="checkbox"/> Other: <u>Shift Differential</u> |

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

Employees, including the proposed incremental employees, are eligible for additional compensation programs including overtime and shift differential for non-salaried employees as well as 401K matching, tuition assistance, and PTO/Sick/Vacation based on length of service and role.

Section 9 - Employee Health Insurance Benefit Program

Is health insurance for employees and is an option for dependents offered?: Yes (**attach health plan and quote or invoice**) 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 premium by (min 65%):
Plan Type: <u>PPO and QHDHP</u>	
Employer Contribution (annual premium per employee): <u>\$ 4,387.69</u>	Company: <u>77%</u>
Employee Contribution (annual premium per employee): <u>\$ 1,281.16</u>	Employee: <u>23%</u>
Total Annual Premium: <u>\$ 5,668.85</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.

Jeremy Pinkerman

Name of person authorized for signature

Chief Financial Officer

Title



Signature

July 21, 2022

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: Wells Enterprises, Inc.

County: Clark

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>1</u>	Transportation infrastructure:	<u>2</u>
Labor costs:	<u>2</u>	Transportation costs:	<u>1</u>
Real estate availability:	<u>3</u>	State and local tax structure:	<u>1</u>
Real estate costs:	<u>3</u>	State and local incentives:	<u>1</u>
Utility infrastructure:	<u>1</u>	Business permitting & regulatory structure:	<u>2</u>
Utility costs:	<u>2</u>	Access to higher education resources:	<u>4</u>

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

Wells Enterprises manufactures ice cream and frozen dairy desserts with facilities in Iowa, New York, and Nevada. We need to expand production capacity in one or more of the locations, and the abatement program has a direct impact on the financial viability of proposed capital investments, job creation, and capacity expansion.

5(A) Capital Equipment List

Company Name: Wells Enterprises, Inc.

County: Clark

Section I - 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.

(a) PROJECT	COMPONENTS	(b) # of Units	(c) Price per Unit	(d) Total Cost
(HI) AMMONIA COMPRESSORS/VESSEL	AMMONIA PIPING, INSTALLATION, INSULATION	1	\$1,311,290.00	\$1,311,290.00
(HI) AMMONIA COMPRESSORS/VESSEL	COMPRESSOR	4	\$200,164.53	\$800,658.10
(HI) AMMONIA COMPRESSORS/VESSEL	VESSEL + PUMPS	1	\$100,000.00	\$100,000.00
(HI) ELECTRICAL MEZZANINE	CENTRALIZE ELECTRICAL IN PLANT - BUILDING INFRASTRUCTURE	1	\$963,037.50	\$963,037.50
(HI) EXTERNAL 15K SILOS	TANKS FOR TWO PRODUCTION LINES	2	\$140,000.00	\$280,000.00
(HI) EXTERNAL 15K SILOS	AMMONIA PIPING	1	\$125,000.00	\$125,000.00
(HI) EXTERNAL 15K SILOS	PROCESS PIPING	1	\$113,296.00	\$113,296.00
(HI) EXTERNAL 15K SILOS	BUILDING IMPROVEMENT	1	\$112,025.00	\$112,025.00
(HI) HICP COCONUT OIL LINE	PROCESS PIPING	1	\$311,544.39	\$311,544.39
(HI) HICP COCONUT OIL LINE	RECEIVING PUMP	1	\$75,000.00	\$75,000.00
(HI) HICP COCONUT OIL LINE	DISCHARGE PUMP	1	\$75,000.00	\$75,000.00
(HI) HICP INFRASTRUCTURE COMPLETION	TO BE IDENTIFIED	1	\$3,530,915.00	\$3,530,915.00
(HI) HICP INFRASTRUCTURE COMPLETION	BUILDING IMPROVEMENT - FLOOR WORK	1	\$650,000.00	\$650,000.00
(HI) HICP INFRASTRUCTURE COMPLETION	CIP SYSTEM	1	\$500,000.00	\$500,000.00
(HI) HICP INFRASTRUCTURE COMPLETION	CONTROLS UPGRADE	1	\$475,000.00	\$475,000.00
(HI) HICP INFRASTRUCTURE COMPLETION	AIR COMPRESSOR	1	\$400,000.00	\$400,000.00
(HI) HICP INFRASTRUCTURE COMPLETION	BULK CHOC TRANSFER LINES	1	\$350,000.00	\$350,000.00
(HI) HICP INFRASTRUCTURE COMPLETION	TEMPERING ROOM	1	\$150,000.00	\$150,000.00
(HI) HICP NEW ELECTRICAL SERVICE	ELECTRICAL SERVICE	1	\$1,601,463.00	\$1,601,463.00
(HI) HICP TRANSFORMER PROJECT	TRANSFORMER	1	\$511,520.00	\$511,520.00
(HI) REDO OVERHEAD CONVEY/ CONTROLS	OVERHEAD CONVEYOR SYSTEM TO ALLOW FOR INSTALLATION OF EQUIPMENT UNDERNEATH	1	\$746,633.24	\$746,633.24
AUTO PALLETIZING	FREEZER CONVEYOR SYSTME	1	\$2,200,000.00	\$2,200,000.00
GLACIER - FACE BAR CONVERSION	VARIOUS EQUIPMENT	1	\$51,301.50	\$51,301.50
HICP 16 WIDE GRAM 1	GRAM STICKED/NOVELTY MACHINE	1	\$3,689,799.57	\$3,689,799.57
HICP 16 WIDE GRAM 1	PROCESS PIPING	1	\$500,000.00	\$500,000.00
HICP 16 WIDE GRAM 1	REFRIGERATION PIPING	1	\$500,000.00	\$500,000.00
HICP 16 WIDE GRAM 1	CONVEYORS & SPIRAL	1	\$250,000.00	\$250,000.00
HICP 16 WIDE GRAM 1	ALL OTHER	1	\$100,000.00	\$100,000.00
HICP 2022 CONE LINE	CONE LINE	1	\$9,900,000.00	\$9,900,000.00
HICP 2022 CONE LINE	PROCESS PIPING	1	\$1,000,000.00	\$1,000,000.00
HICP 2022 CONE LINE	REFRIGERATION PIPING	1	\$900,000.00	\$900,000.00
HICP 2022 CONE LINE	INFRASTRUCTURE	1	\$600,000.00	\$600,000.00
HICP 2022 CONE LINE	CARTONER	1	\$500,000.00	\$500,000.00
HICP 2022 CONE LINE	CONVEYORS & SPIRAL	1	\$350,000.00	\$350,000.00
HICP 2022 CONE LINE	FLAVOR TANKS	1	\$250,000.00	\$250,000.00
HICP 4-LANE FILLER	ALL OTHER	1	\$291,420.00	\$291,420.00
HICP 4-LANE FILLER	PROCESS PIPING	1	\$250,000.00	\$250,000.00
HICP 4-LANE FILLER	CONVEYORS	1	\$50,000.00	\$50,000.00
HICP 4-LANE FILLER	REVEL SPINNERS	1	\$30,000.00	\$30,000.00
HICP 4-LANE FILLER	METAL DETECTOR	1	\$12,922.41	\$12,922.41
HICP MIX ROOM UPGRADES	INFRASTRUCTURE & EQUIPMENT TBD	1	\$10,000,000.00	\$10,000,000.00
HICP SCADA REPLACEMENT	ELECTRICAL/CONTROLS	1	\$103,239.85	\$103,239.85
HICP STICK EXTRUSION	EXTRUSION LINE EQUIPMENT	1	\$6,380,429.56	\$6,380,429.56
HICP STICK EXTRUSION	PROCESS PIPING	1	\$957,541.80	\$957,541.80
HICP STICK EXTRUSION	REFRIGERATION PIPING	1	\$900,000.00	\$900,000.00
HICP STICK EXTRUSION	CARTONER	1	\$443,067.19	\$443,067.19
HICP STICK EXTRUSION	ALL OTHER	1	\$435,359.10	\$435,359.10
HICP STICK EXTRUSION	CONVEYORS & SPIRAL	1	\$175,000.00	\$175,000.00
HICP STICK EXTRUSION	FLAVOR TANKS	1	\$32,508.00	\$32,508.00
HICP TWIST CONE	FILLER	1	\$218,955.50	\$218,955.50
HICP VARIETY PK REPKG FP#15348	CONVEYORS	1	\$142,447.19	\$142,447.19
HICP VARIETY PK REPKG FP#15348	BALLY ROOM	1	\$50,000.49	\$50,000.49
HICP VARIETY PK REPKG FP#15348	TAPER	1	\$11,959.37	\$11,959.37
HICP VARIETY PK REPKG FP#15348	VIDEO JET	1	\$3,922.11	\$3,922.11
HICP VERSALINE BOMB POP CONVERSION	ICE CREAM FREEZER	1	\$450,000.00	\$450,000.00
HICP VERSALINE BOMB POP CONVERSION	PROCESS PIPING	1	\$400,000.00	\$400,000.00
HICP VERSALINE BOMB POP CONVERSION	FLAVOR TANKS	1	\$250,000.00	\$250,000.00
HICP VERSALINE BOMB POP CONVERSION	HOPPER	1	\$200,000.00	\$200,000.00
HICP VERSALINE BOMB POP CONVERSION	REFRIGERATION PIPING	1	\$200,000.00	\$200,000.00
HICP VERSALINE BOMB POP CONVERSION	MOLDS	1	\$100,000.00	\$100,000.00
LICP CONE LINE 5 RELOCATION	PROCESS PIPING	1	\$1,000,000.00	\$1,000,000.00
LICP CONE LINE 5 RELOCATION	REFRIGERATION PIPING	1	\$800,000.00	\$800,000.00
LICP CONE LINE 5 RELOCATION	CONVEYORS & SPIRAL, INCLUDE CHECKWEIGHER, METAL DETECTOR	1	\$800,000.00	\$800,000.00
LICP CONE LINE 5 RELOCATION	TANKS	1	\$800,000.00	\$800,000.00
LICP CONE LINE 5 RELOCATION	ALL OTHER	1	\$693,000.33	\$693,000.33
LICP CONE LINE 5 RELOCATION	CARTONER	1	\$500,000.00	\$500,000.00
LICP CONE LINE 5 RELOCATION	CONE LINE - USED, UPGRADING	1	\$500,000.00	\$500,000.00
LICP CONE LINE 5 RELOCATION	UPGRADE TO MINI CONES	1	\$500,000.00	\$500,000.00
LICP CONE LINE 5 RELOCATION	EQUIPMENT UPGRADES (WRAPPER, FREEZER, ETC)	1	\$500,000.00	\$500,000.00
LICP CONE LINE 5 RELOCATION	TUNNEL	1	\$376,120.33	\$376,120.33
LICP CONE LINE 5 RELOCATION	FLAVOR TANKS	1	\$250,000.00	\$250,000.00
PROJECT HENDERSON	ALL OTHER EQUIPMENT	1	\$949,856.14	\$949,856.14
RECIRC CONV BULK 1 FP	CONVEYORS	1	\$118,854.26	\$118,854.26
Small Cap Forecast HICP	EQUIPMENT TBD	1	\$100,000.00	\$100,000.00
VERSA-LINE HENDERSON	ALL OTHER EQUIPMENT	1	\$289,865.50	\$289,865.50
VERSA-LINE HENDERSON	CARTON CASING	1	\$30,000.00	\$30,000.00
TOTAL EQUIPMENT COST				\$64,269,952.43

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: Wells Enterprises, Inc.

County: Clark

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.

Please use the Bureau of Labor Statistics Standard Occupational Classification System (SOC) link to populate section (b): https://www.bls.gov/soc/2018/major_groups.htm#11-0000

(a) New Hire Position Title/Description	(b) Position SOC Code	(c) Number of Positions	(d) Average Hourly Wage	(e) US Bureau of Labor Statistics Average Hourly Wage - Clark County	(f) Average Weekly Hours	(g) Annual Wage per Position	(h) Total Annual Wages
Sorter/Hand Packer	51-9198	42	\$17.24	\$15.41	40	\$35,865.15	\$1,506,336.36
Machine Operator	51-3099	21	\$23.54	\$16.27	40	\$48,961.40	\$1,028,189.49
Supervisor	51-1011	7	\$41.20	\$28.92	40	\$85,696.00	\$599,872.00
Reliability Technician	19-4010	5	\$32.19	\$17.12	40	\$66,950.00	\$334,750.00
Material Handler	51-9198	4	\$20.11	\$15.41	40	\$41,827.58	\$167,310.32
QA Coordinator	19-4010	2	\$21.02	\$17.12	40	\$43,731.58	\$87,463.17
Lab Tech	19-4010	2	\$21.02	\$17.12	40	\$43,731.58	\$87,463.17
Technical Operators	19-4010	1	\$29.64	\$17.12	40	\$61,641.54	\$61,641.54
Process Controls Tech	17-3026	1	\$41.20	\$25.78	40	\$85,696.00	\$85,696.00
Project Engineer	17-2199	1	\$41.20	\$38.02	40	\$85,696.00	\$85,696.00
HR Generalist	13-1071	1	\$41.20	\$25.61	40	\$85,696.00	\$85,696.00
TOTAL		87	\$22.82	\$17.40			\$4,130,114.05

Section 2 - Employment Projections

Directions: Please estimate full-time job growth in Section 2, complete columns (b) and (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. [Please enter the estimated new full time employees on a year by year basis \(not cumulative\)](#)

(a) Year	(b) Number of New FTE(s)	(c) Average Hourly Wage	(d) Payroll
3-Year	87	\$23.51	\$4,254,017.47
4-Year	87	\$24.21	\$4,381,637.99
5-Year	87	\$24.94	\$4,513,087.13

* Column (e) determines if wage is commensurate to current wage ranges in the region the company plans to locate/is located. For these purposes the mean average hourly wage for the location has been used.

U = Unknown / data set for region is not currently available.

Source: [US Bureau of Labor Statistics](#)

5(C) Evaluation of Health Plans Offered by Companies

Company Name: Wells Enterprises, Inc.

County: Clark

Total Number of Full-Time Employees: 87

Average Hourly Wage per Employee \$22.82

Average Annual Wage per Employee (implied) \$47,472.58

COST OF HEALTH INSURANCE

Annual Health Insurance Premium Cost: \$5,668.85

Percentage of Premium Covered by:

Company 77%

Employee 23%

HEALTH INSURANCE PLANS:

Base Health Insurance Plan*:	QHDHP	
Deductible - per employee	\$	3,500
Coinsurance		70% / 30%
Out-of-Pocket Maximum per employee	\$	6,500
Additional Health Insurance Plan*:	PPO-1	
Deductible - per employee	\$	750
Coinsurance		80% / 20%
Out-of-Pocket Maximum per employee	\$	2,000
Additional Health Insurance Plan*:	PPO-2	
Deductible - per employee	\$	2,500
Coinsurance		80% / 20%
Out-of-Pocket Maximum per employee	\$	5,250

*Note: **Please list only "In Network" for deductible and out of the pocket amounts .**

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	3.5%	MMQ
Annual Out-of-Pocket Maximum not to exceed \$8,700 (2021)	\$6,500	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 a qualified plan with information highlighting where our plan reflects meeting the 65% minimum threshold for the employee paid portion of the plan for GOED to independently confirm the same.

Tom Anderson
Name of person authorized for signature


Signature

Director of Accounting and Tax
Title

7/16/2021
Date

5(D) Company Information

Company Name: Wells Enterprises, Inc.

County: Clark

Section I - Company Interest List

Directions: Please provide a detailed list of owners and/or members of the company. The Governor's Office of Economic Development strives to maintain the highest standards of integrity, and it is vital that the public be confident of our commitment. Accordingly, any conflict or appearance of a conflict must be avoided. To maintain our integrity and credibility, the applicant is required to provide a detailed list of owners, members, equity holders and Board members of the company.

(a) Name	(b) Title
Gwendolyn Hatten Butler	Director
Michael C. Wells	Director/CEO
Gary M. Wells	Director
Douglas J. Wells	Director
Gregory A. Wells	Director
Keith L. Alm	Director (outsided member)
Lansing E. Crane	Director (outsided member)
Deb Boyda	Director
Jeremy Pinkerman	Director
Gary M. Wells Trust	Shareholder
Wells Irrevocable Trust Dated June 1, 2017	Shareholder
Kessa Marie Wells	Shareholder
Benjamin J Wells	Shareholder
Wells Family Irrevocable Trust Dated Dec 30, 2020	Shareholder
Jade Christina Marie Wells Irrevocable Trust of 2003	Shareholder
The Andrew Daniels Wells Trust Dated Feb 7, 2019	Shareholder
Daniel W. Wells Revocable Trust	Shareholder
Jacqueline D Penne Revocable Trust	Shareholder
MacKenzie E. Wells Revocable Trust	Shareholder
Carley A Wells Irrevocable Trust of 2001	Shareholder
Douglas J. Wells Trust	Shareholder
Ellen J Wells Trust	Shareholder
Kathryn E Wells Trust	Shareholder
Joseph F Wells Trust	Shareholder
Sarah J Wells Trust	Shareholder
2010 Trust FBO Holly Marie Sargeant	Shareholder
2010 Wells Sargeant Descendant's Trust	Shareholder
Susan D Sargeant Revocable Trust dtd Sept 20, 1998	Shareholder
Susan D Sargeant Irrevocable Trust of 1996	Shareholder
Holly M Sargeant	Shareholder
Michael C. Wells Trust	Shareholder
Cheryl L. Wells Trust	Shareholder
Michael J. Wells	Shareholder
Tiffany B Wells Trust dtd May 29, 2020	Shareholder
Matthew C Wells dtd October 5, 2020	Shareholder
Rachael L Fannon Trust dtd Dec 31, 2019	Shareholder
Gregory A Wells Trust	Shareholder
Pamela M Wells Trust	Shareholder
Curran G Wells Trust (QSST)	Shareholder
Briena N. Wells Trust (QSST)	Shareholder

Section 2 - Company Affiliates and/or Subsidiaries

Are there any subsidiary or affiliate companies sharing tax liability with the applicant company? No Yes

If Yes, continue below:

Directions: In order to include affiliates/subsidiaries, under the exemption letter, they must to be added to the Contract. Per standard practice GOED requires a corporate schematic to understand the exact relationships between the companies. Please populate the below table to show the exact relationships between the companies and include:

1. The names as they would read on the tax exemption letter.
2. Which entity(ies) will do the hiring?
3. Which entity(ies) will be purchasing the equipment?

Name of Subsidiary or Affiliate Entity, Role and Legal Control Relationship
WEI Sales, LLC- wholly owned subsidiary of Wells Enterprises, Inc.
Halo Top Canada - wholly owned subsidiary of Wells Enterprises, Inc.

Please include any additional details below:

ENTITY INFORMATION**ENTITY INFORMATION****Entity Name:**

WELLS ENTERPRISES, INC.

Entity Number:

C13923-1994

Entity Type:

Foreign Corporation (80)

Entity Status:

Active

Formation Date:

09/07/1994

NV Business ID:

NV19941098033

Termination Date:

Perpetual

Annual Report Due Date:

9/30/2021

Domicile Name:**Jurisdiction:**

Iowa

REGISTERED AGENT INFORMATION

Wells Enterprises Inc. Company Overview



Henderson, Nevada Ice Cream Manufacturing Facility





107-year-old,
Family owned Company



CUSTOMER BRANDS



- #1 ice cream manufacturer in Foodservice
- 2nd largest ice cream manufacturer in the U.S
- Largest customer-brand manufacturer of ice cream in the U.S
- Extensive format capabilities
- Flexible Route to Market through broadline distribution or store to door network
- 5 Plants strategically located in the US with over 4,000 personnel



Fred H. Wells, Le Mars, Iowa

1913:

Wells began as a dairy with one horse, a delivery wagon, and a few jars...all purchased for \$250.



Wells South Ice Cream Plant, Le Mars, Iowa

Today:

Wells is the country's largest privately held, family-owned manufacturer of ice cream and frozen treats.

Wells Through the Years

1913

Fred H. Wells purchases one horse, one milk wagon, a few cans and jars and the goodwill of the milk business for \$250, creating Wells Dairy in Le Mars, Iowa.

1927

Fred H. Wells and his brother Harry C. begin to distribute ice cream in nearby Sioux City.

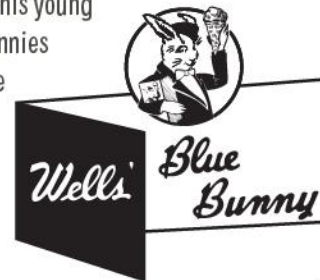


1929

Competitor Fairmont Creamery, buys Wells' ice cream distribution and the rights to the Wells name.

1935

The Wells brothers decide to sell ice cream again but need a new name for their brand. A "Name that Ice Cream" contest is held, and "Blue Bunny" is the winner of the \$25 prize. Inspired by his young son watching blue bunnies in a department store window at Easter time, John Vanden Brink designs the original logo too.



1991

Wells acquires Merritt Foods and with it the rights to Bomb Pop®, originally created in 1955 by Doc Abernathy.



1994

The Iowa State Legislature designates Le Mars as the Ice Cream Capital of the World. More ice cream is made by one company in one location than any other city in the world.



2000

The iconic Blue Bunny® Bunny Tracks® flavor debuts.



2019

Wells acquires manufacturing facilities in Henderson, Nevada, and Dunkirk, New York—expanding the production footprint into the west and northeast.

2019

Wells acquires the industry-disrupter Halo Top® brand



2020

Wells hits the milestone of one billion pounds of ice cream produced in one year

2021

Wells at a Glance



Wells by the Numbers



4,000+
Wells Team Members

2 Million
Ice Cream Sandwiches a Day



90+
Production Lines

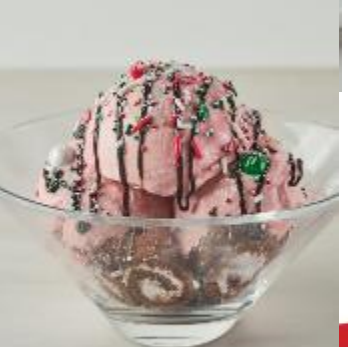
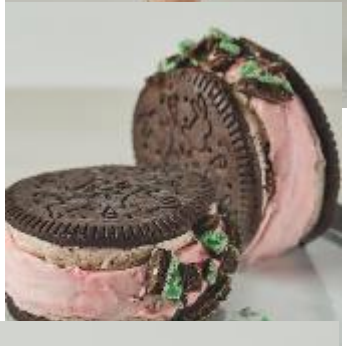
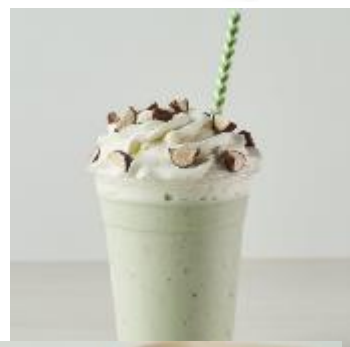


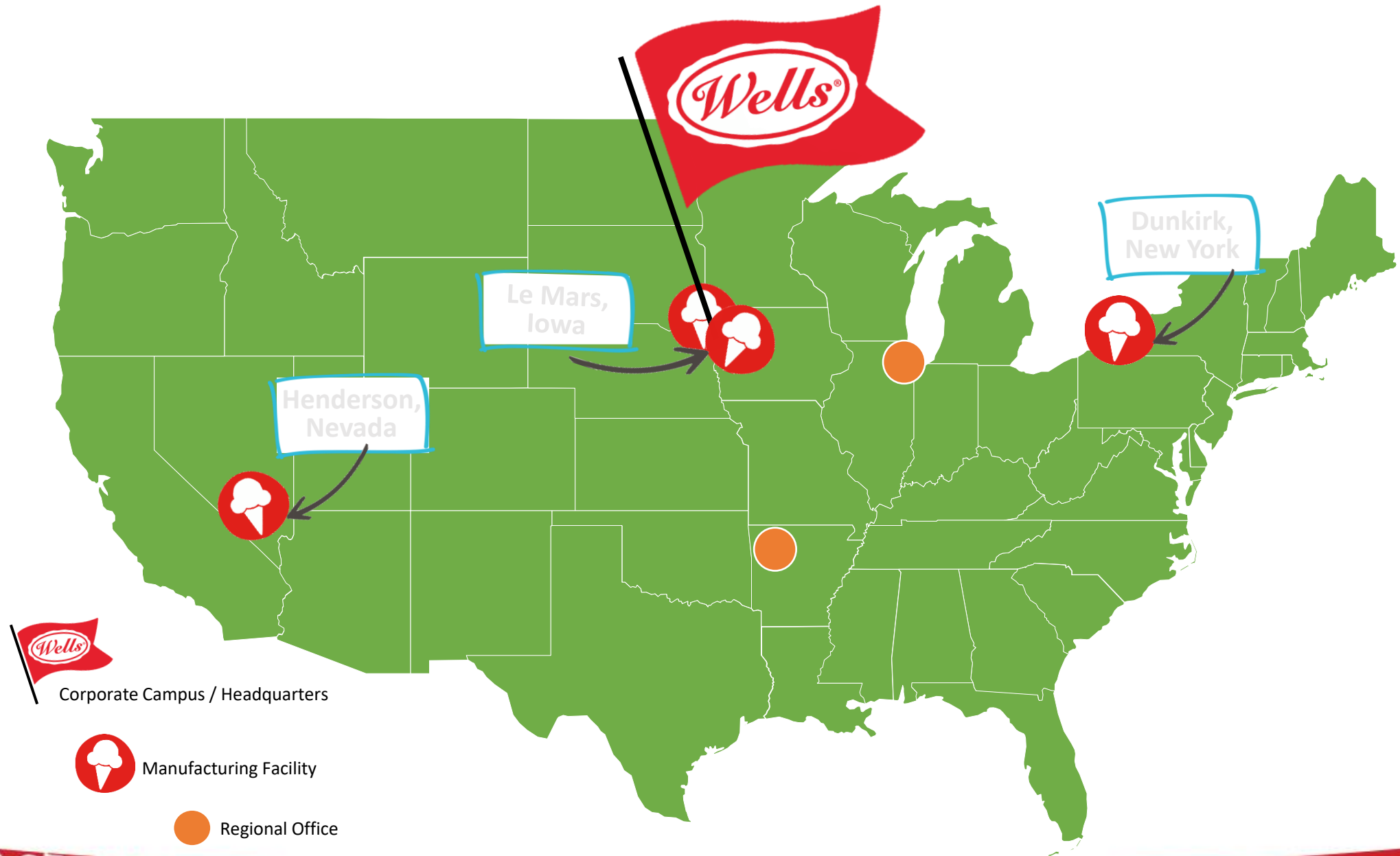
1 Billion Pounds
of Ice Cream each Year



10 Million Bomb Pops a Week







Manufacturing

LeMars, IA



Dunkirk, NY



Lakewood, NJ



Henderson, NV



Food Safety & Quality



Safe Quality Foods
Certification Version 8



Dedicated Food Safety
Network



Environmental Monitoring
and Sanitation Programs



Supplier Quality
Verification Program



Recognized
by FDA for Food Safety



Over 150 PCQI

