

RESOLUTION NO. 19-15  
CITY OF CENTERVILLE, OHIO

SPONSORED BY COUNCILMEMBER Paul Gresham ON  
THE 6<sup>th</sup> DAY OF April, 2015.

A RESOLUTION RATIFYING THE ACTION OF THE ACTING CITY MANAGER, ON BEHALF OF THE CITY OF CENTERVILLE, IN SUBMITTING AN ECONOMIC DEVELOPMENT/GOVERNMENT EQUITY (ED/GE) APPLICATION TO MONTGOMERY COUNTY FOR THE AEROSEAL EXPANSION PROJECT.

WHEREAS, the City of Centerville entered into an agreement with Montgomery County to participate in the ED/GE program through 2020 (Resolution 51-10); and

WHEREAS, the City has identified an economic development project that the ED/GE program can assist (the Aeroseal Expansion Project); and

WHEREAS, the submittal deadline for spring 2015 applications was April 1, 2015, which was prior to the next scheduled City Council meeting in April 2015; and

WHEREAS, a copy of the submitted application is attached to this resolution identified as Exhibit "A".

NOW, THEREFORE, THE MUNICIPALITY OF CENTERVILLE HEREBY RESOLVES:

Section 1. That the City Council hereby ratifies the action of the Acting City Manager in submitting an ED/GE application for the Aeroseal Expansion Project.

Section 2. This resolution becomes effective on the earliest date allowed by law.

PASSED this 6<sup>th</sup> day of April, 2015.

C. Mark Kuyper  
Mayor of the City of Centerville, Ohio

ATTEST:

Debra A. James  
Clerk of Council, City of Centerville, Ohio

CERTIFICATE

The undersigned, Clerk of the Council of the City of Centerville, Ohio hereby certifies that the foregoing is a true and correct copy of Resolution Number 19-15 passed by the Council of the City of Centerville, Ohio on the 6<sup>th</sup> day of April, 2015.

Debra A. James  
Clerk of Council

Approved as to form, consistency  
with existing Ordinances, the  
Charter and Constitutional Provisions.

Department of Law  
Scott A. Liberman  
Municipal Attorney

**MONTGOMERY COUNTY ED/GE PROGRAM  
FALL 2015 APPLICATION**

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**A. JURISDICTION AND PROJECT INFORMATION**Jurisdiction: City of Centerville

Mailing Address: 100 W. Spring Valley Road

City: Centerville

Zip: 45458

Telephone: 937-433-7151

Population of Jurisdiction: 23,999

Name of Project/NAICS Code (manta.com for info): Aeroseal Expansion Project/ 325520

Address of Project: 2601 E. Alex-Bell Rd.

City: Centerville

Zip: 45459

*Please Note: Taxes (local, state and federal) for any company benefiting from ED/GE dollars MUST BE current. It is the jurisdiction's responsibility to verify this prior to submitting an application on the company's behalf.*

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**B. JURISDICTIONAL CONTACT PERSON**

Name: Nathan E. Cahall

E-Mail: ncahall@centervilleohio.gov

Telephone: 937-428-4766

Fax:

**C. JOINT APPLICATION**

Check here if this is a joint application.

Other Applicant(s):

Letter from Other Applicant(s) **D. PROJECT PRIORITY (Indicate your jurisdiction's priority for this project)**

Priority

1

(e.g., 1 of 2 projects submitted)

**E. AMOUNT OF ED/GE FUNDS REQUESTED (Indicate amount of ED/GE funds requested): \$ 250,000**

*NOTE: If this is a joint application, applicants must indicate the percentages of the ED/GE funds being requested by each jurisdiction -- for instance, if a road project benefits one jurisdiction more than the other, the application should reflect that, i.e. \$200,000 requested - 55% to City; 45% to Township.*

PERCENTAGES: 100%

**F. TOTAL PROJECT COST (Indicate the TOTAL cost of the project, including engineering/design costs, administrative costs, and any other peripheral expenditures.)**

\$ 2,775,000

**CERTIFICATION**

The applicant certifies that, to the best of his/her knowledge, the data in this application are true and correct, and that he/she will comply with all applicable federal, state and local regulations if awarded ED/GE funds. (Chief elected official or administrator should sign below.)

Signature:  Title: Acting City Manager

Date: 3-31-15

## I. PROJECT DESCRIPTION

- A. **Project Location (Indicate the location of the proposed project. If this is a "non-site specific" project, give the general location or impact area of the project. If this is a "site specific" project, a legible, detailed site map MUST be attached.)**

Street Address: 2601 E. Alex Bell Rd.

City: Centerville

Zip: 45459

Map attached X

- B. **Type of Project (Indicate the type of project from the choices listed below. Check all that apply.)**

- |  |  |
|--|--|
| <input type="checkbox"/> Building Construction         | <input type="checkbox"/> Storm Sewer Installation                        |
| <input type="checkbox"/> Building Expansion            | <input type="checkbox"/> Sanitary Sewer Installation                     |
| <input type="checkbox"/> Road Construction             | <input type="checkbox"/> Building Demolition                             |
| <input type="checkbox"/> Road Rehabilitation/Expansion | <input type="checkbox"/> Study/Research Project                          |
| <input type="checkbox"/> Water Line Installation       | X <input type="checkbox"/> Other: <u>Building repurpose / renovation</u> |

- C. **Project Size/Scope (Indicate the size/scope of the proposed project in linear feet, acres or other measures as appropriate.)** - 7.5 acre site - 40,000 sq. ft. facility - renovate / repurpose facility from a car dealership service center to an office and training center with warehousing.

- D. **Project Summary: Provide information concerning the proposed project by answering the three questions listed below:**

1) ***Give a specific description of the project***

Repurpose the 7.5 acre site of a dormant 40,000 sq. ft. car dealership to facilitate its purchase by AeroSeal LLC, an existing Centerville business that is searching for a new location. AeroSeal's current facility lease is expiring in September 2015. Due to the growth in its business it has reached capacity and needs a larger building to facilitate continuity of its current operations and to allow for future business growth.

The site is the old Planet Ford dealership and has been abandoned for three [3] years. AeroSeal would purchase the property and convert the service area into a training center and warehouse space.

2) ***Why is this project necessary for your jurisdiction?***

The proposed project meets the City's economic development goals of encouraging the redevelopment and reuse of existing commercial sites in the community. Aside from redeveloping the site in question, the project also provides for the retention of existing jobs in Centerville and sets the stage for the creation of new jobs. With the company considering other locations outside of the City and the county, ED/GE consideration will ensure that the firm remains in the City and the County.

3) ***Why are ED/GE funds essential for the project's success?***

The existing site and building were constructed for the sole user - a former car dealership. To repurpose the building, extensive renovation costs will be incurred by AeroSeal. ED/GE grant assistance will help to offset some of these costs. AeroSeal has been presented with other, cheaper facility options outside of Centerville and the county. The company, though, wishes to remain in Centerville and ED/GE assistance helps to bridge the financial gap.

II. ECONOMIC IMPACT

A. Speculative Development

Check here if there is a specific and committed "end user" for the proposed project. (For purposes of this application, real estate developers or project administrators are not considered to be end users.) Indicate who the end user is and attach a letter from the end user indicating commitment to the project:

End user: Aeroseal, LLC

Letter attached

Check here if the project provides basic infrastructure (water, sewer, roadway) to make property developable (i.e. redevelopment or greenfield, water/sewer upgrade) Indicate what infrastructure is being provided and the anticipated development results:

Infrastructure:

Development results:

B. New Jobs Created (Indicate the number of new jobs created as a direct result of this project. Attach a letter from the end user(s) indicating the total number of new jobs and the anticipated timetable for job creation as well as average salary information for those jobs.)

Letter attached

Number of jobs created/estimated payroll: 20 over 5 years - \$1,521,000

Average salary per job created: \$76,000 (excluding benefits)

Will company provide health care to these new employees? Yes  No

Will company provide a retirement plan for these new employees? Yes  No

C. Jobs Retained (Indicate the number of jobs retained as a direct result of this project. Attach a letter from the business(es) that will retain jobs because of this project, specifying the number of jobs to be retained, as well as average salary information for those jobs).

Letter attached

Number of jobs retained/estimated payroll: 26 and \$1,980,000

Average salary per job retained: \$76,000 (excluding benefits)

Does company provide health care for these employees? Yes  No

Does company provide a retirement plan for these employees? Yes  No

D. Project meets or supports Strategic Economic Development Investment goals:

Check below if the proposed project meets any of these Strategic Economic Development Investment goals:

- A high number of jobs (300+) are created, retained or attracted
- A tax base is significantly enhanced or an existing large tax base is preserved
- Has large community impact
- Supports fast growing company

(If any goals are checked, attach a detailed projection of anticipated job creation, retention or attraction, tax base enhancement, large community impact or support of a fast growing company.)

Projection attached

II. ECONOMIC IMPACT (continued)

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E. ***Tax Base (Indicate the anticipated NET TAX AMOUNT to be received or retained annually as a direct result of this project. When determining the anticipated net taxes, be sure to account for any tax abatements, tax credits or other financial incentives given to end users or developers.)***

Anticipated annual income tax revenue: \$34,650 (retained) / \$26,600 (new)

Anticipated annual real and personal property tax revenue: \$88,000 (total to all jurisdictions)

Anticipated annual sales tax revenue (if applicable):

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F. ***High Growth Potential (Indicate whether the end user(s) of the proposed project are currently or potentially involved in any of the "high growth" industries or markets listed below. Check all that apply. On a separate sheet, name the end user(s) involved in each industry or market checked and explain how the business is currently or potentially involved.***

Explanation attached

Advanced Materials and Manufacturing

Aerospace R&D or supports Aerospace Hub of Innovation and Opportunity

Healthcare and Human Sciences

IT/Data Management

Logistics and Distribution

### III. SITE CHARACTERISTICS/PROJECT COORDINATION

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**A. Infrastructure (Indicate whether adequate infrastructure serves the proposed project site -- check all infrastructure currently available on-site or immediately adjacent to the site.)**

- |   |  |
|---|--|
| <input checked="" type="checkbox"/> Two- or three-lane road | <input checked="" type="checkbox"/> Sanitary sewer           |
| <input checked="" type="checkbox"/> Water system            | <input checked="" type="checkbox"/> Four-lane road or larger |
| <input checked="" type="checkbox"/> Gas Line                | <input type="checkbox"/> Interstate highway                  |
| <input checked="" type="checkbox"/> Electric service        | <input checked="" type="checkbox"/> Storm sewer              |

Check here if your jurisdiction has the capacity and willingness to handle the increased demand for water service provision as a result of the development arising from this proposed project.

Check here if your jurisdiction has the capacity and willingness to handle the increased demand for wastewater treatment as a result of the development arising from this proposed project.

(If any of the boxes above are checked, please attach an explanation to the back of this application.)

Explanation attached

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**B. Infill Growth - Indicate if:**

- Project site is already served by (or immediately adjacent to) water, sanitary sewer and roadway
- Project conforms with existing land use plan
- Zoning is in place for project site
- Project develops existing building(s) or site(s)
- 

**C. Inter-jurisdictional Business Relocation**

Check here if the proposed project results in an inter-jurisdictional business relocation. (If this box is checked, you must provide: 1) the relocating company's present jurisdictional location; and, 2) a letter from the "losing" jurisdiction.)

Present Jurisdictional Location:

Letter attached

Inter-jurisdictional business relocations are discouraged. If a business relocates from one County jurisdiction to another as a result of a project funded by ED/GE, the relocation must be done because of one of the following (check all that apply) and a tax sharing agreement is encouraged.

- Inadequate expansion space for the relocating business
- Inadequate infrastructure exists to support the needs of the relocating business
- Existing location has become inappropriate for the relocating business

Check here if the jurisdictions have entered into a tax sharing agreement. If the jurisdictions have entered into a tax sharing agreement, a copy of that agreement must accompany this application.)

Agreement attached

### III. SITE CHARACTERISTICS/PROJECT COORDINATION (continued)

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***D. Implementation Schedule (Please list project tasks, beginning and completion dates): (Project must be under contract within six months of award date. All projects must be completed within 24 months of award date.) (Please note: Opportunity Reserve Projects must be under contract within three months of award date.)***

TASK	BEGINNING DATE	COMPLETION DATE
Complete ED/GE grant application	3.15.15	3.31.15
Complete property negotiation with seller	12.1.14	4.15.15
Select contractors for repurpose / renovation work	3.1.15	5.30.15
Begin construction	6.1.15	8.30.15
Move into new facility	9.1.15	9.30.15



#### IV. PROJECT FUNDING

- A. ***Jurisdictional Funding: A cash commitment of at least 10% of the total project request is strongly encouraged from the jurisdiction, but is not a requirement (can include TIFs, income tax refunds, CRAs, abatements). Indicate the total amount of funds forthcoming for this project from your jurisdiction. With an explanation, you may include jurisdictional monies spent on the project two years prior to the submission of this application.***

Cash commitment: 15-year, 100% property tax abatement under the City's pre-1994 CRA program. (Tax savings to firm estimated at \$500,000)

City also has an existing incentive grant with AeroSeal estimated at \$50,000

Other:

Explanation attached

- B. ***External Funding (Indicate the total amount of funds committed to this project from private, non-profit or other government sources. Attach to the back of this application: 1) a detailed list of external funds committed to this project; and, 2) letters of award notification from each specified source. If external funds have not yet been awarded, outline your jurisdiction's progress thus far in the external funding processes/cycles.)***

Total external funding committed (break out by source):

Letters of award attached

Progress info attached

- C. ***Project Budget: (Attach a budget which outlines all major sources and uses for the proposed project and, indicates for which of those uses ED/GE funds will be utilized.)***

SOURCES	
Private Equity	2,275,000
Bank	0
ED/GE	250,000
Local Government (Existing Grant with Company)	50,000
State/Other Public (Existing JCTC Award)	200,000
<b>TOTAL</b>	<b>2,775,000</b>

USES	
Land & Building acquisition	1,850,000
Repurpose construction (*Use of ED/GE Funds)	*460,000
HVAC Equipment /Roof	250,000
Build-out Training Center	100,000
Other Infrastructure	75,000
Paint, Carpet, Ceiling	30,000
Parking/Landscaping	10,000
<b>TOTAL</b>	<b>2,775,000</b>

\* ED/GE funds

**SUMMARY OF ED/GE APPLICATION  
FALL 2014 FUNDING CYCLE**

**JURISDICTION: City of Centerville**

**NAME OF PROJECT: Aeroseal Expansion Project**

**ED/GE REQUEST AND PERCENTAGE OF TOTAL PROJECT: \$250,000** 9 %

**TOTAL PROJECT COST (COST OF ENTIRE PROJECT): \$2,775,000**

**JURISDICTIONAL PRIORITY: 1**

**PROJECT DESCRIPTION (Provide information concerning the proposed project by answering the three questions listed below):**

**1) *Give a specific description of the project***

Repurpose the 7.5 acre site of a dormant 40,000 sq. ft. car dealership to facilitate its purchase by Aeroseal LLC, an existing Centerville business that is searching for a new location. Aeroseal's current facility lease is expiring in September 2015. Due to the growth in its business it has reached capacity and needs a larger building to facilitate continuity of its current operations and to allow for future business growth.

The site is the old Planet Ford dealership and has been abandoned for three [3] years. Aeroseal would purchase the property and convert the service area into a training center and warehouse space.

**2) *Why is this project necessary for your jurisdiction?***

The proposed project meets the City's economic development goals of encouraging the redevelopment and reuse of existing commercial sites in the community. Aside from redeveloping the site in question, the project also provides for the retention of existing jobs in Centerville and sets the stage for the creation of new jobs. With the company considering other locations outside of the City and the county, ED/GE consideration will ensure that the firm remains in the City and the County.

**3) *Why are ED/GE funds essential for the project's success?***

The existing site and building were constructed for the sole user – a former car dealership. To repurpose the building, extensive renovation costs will be incurred by Aeroseal. ED/GE grant assistance will help to offset some of these costs. Aeroseal has been presented with other, cheaper facility options outside of Centerville and the county. The company, though, wishes to remain in Centerville and ED/GE assistance helps to bridge the financial gap.

**IF APPLICABLE, A LEGIBLE, DETAILED SITE MAP *MUST* BE PLACED  
IN THIS AREA OR ATTACHED TO THE SUMMARY**

SUMMARY OF ED/GE APPLICATION -- FALL 2014 -- PAGE 2 OF 4

**JOB CREATION/RETENTION/ATTRACTION (as well as average salary for those jobs) (Substantiate claims of retention/creation, health care and retirement plan by submitting letter from business):**

Letter attached

JOB'S CREATED: 20

AVERAGE SALARY PER JOB: \$76,000

(excluding benefits)

PAYROLL AMOUNT: \$1,521,000

Will company provide health care for new employees? Yes  No

Will company provide a retirement plan for new employees? Yes  No

\*\*\*\*\*

JOB'S RETAINED: 26

AVERAGE SALARY PER JOB: \$76,000

(excluding benefits)

PAYROLL AMOUNT: \$1,980,000

Does company provide health care for these employees? Yes  No

Does company provide a retirement plan for these employees? Yes  No

**INFILL GROWTH:** Indicate if:

- Project site is already served by (or immediately adjacent to) water, sanitary sewer and roadway
- Project conforms with existing land use plan
- Zoning is in place for project site
- Project develops existing building or site

**HIGH GROWTH POTENTIAL INDUSTRY (YES OR NO - IF YES, PLEASE IDENTIFY):**

- Advanced materials and manufacturing
- Aerospace R&D or supports Aerospace Hub of Innovation and Opportunity
- Health care and human sciences
- IT/data management
- Logistics and distribution

**PROJECT MEETS OR SUPPORTS STRATEGIC ECONOMIC DEVELOPMENT INVESTMENT GOALS (Check if the proposed project meets any of the Strategic Economic Development Investment goals below - check all that apply):**

- A high number of jobs (300+) are created, retained or attracted
- A tax base is significantly enhanced or an existing large tax base is preserve
- Has large community impact
- Supports fast growing company

(If a box above is checked, attach a detailed projection of anticipated job creation, retention or attraction, tax base enhancement, large community impact or support of a fast growing company.)

Detail attached

**SUMMARY OF ED/GE APPLICATION -- FALL 2014 -- PAGE 3 OF 4**

**JOINT APPLICATION (YES OR NO – IF YES, PLEASE IDENTIFY OTHER APPLICANT AND INCLUDE LETTER FROM THAT JURISDICTION): NO**

Other applicant(s):

Letter from other applicant(s)

**SPECULATIVE DEVELOPMENT (YES OR NO – PLEASE EXPLAIN):** Indicate who the end user is and attach a letter from the end user indicating commitment to the project. Indicate what infrastructure is being provided and the anticipated development results.

End User: Aeroseal, LLC

Letter from end user X

Infrastructure: No new infrastructure planned as part of this project.

Development Results: The project will redevelop an existing vacant facility site in the City of Centerville while also retaining existing jobs and setting the ground work for further job creation in the near term.

**INTERJURISDICTIONAL BUSINESS LOCATION (YES OR NO – IF YES, COMPLETE BELOW):**

- Check here if the proposed project results in an inter-jurisdictional business relocation. (If this box is checked, you must provide: 1) the relocating company's present jurisdictional location; and, 2) a letter from the "losing" jurisdiction.)

Present jurisdictional Location:

Letter from jurisdiction

Inter-jurisdictional business relocations are discouraged. If a business relocates from one County jurisdiction to another as a result of a project funded by ED/GE, the relocation must be done because of one of the following (check all that apply) *and a tax sharing agreement is encouraged.*

- Inadequate expansion space for the relocating business
- Inadequate infrastructure exists to support the needs of the relocating business
- Existing location has become inappropriate for the relocating business

- Check here if the jurisdictions have entered into a tax sharing agreement. (If the jurisdictions have entered into a tax sharing agreement, a copy of that agreement must accompany this application.)

Agreement attached

**LEVERAGE (PLEASE LIST ALL OTHER FINANCIAL RESOURCES FOR PROJECT – BOTH PRIVATE AND PUBLIC):**

**jurisdictional Funding (A cash commitment of at least 10% of the total project request is strongly encouraged from the jurisdiction, but is not a requirement (can include TIFs, income tax refunds, CRAs, abatements). Indicate the total amount of funds forthcoming for this project from your jurisdiction. With an explanation, you may include jurisdictional monies spent on the project two years prior to the submission of this application:**

Cash commitment: 15-year, 100% property tax abatement under the City's pre-1994 CRA program. (Tax savings to firm estimated at \$500,000)

City also has an existing incentive grant with Aeroseal estimated at \$50,000

Other:

Explanation attached

**External Funding (Indicate the total amount of funds committed to this project from private, non-profit or other government sources. Attach to the back of this application: 1) a detailed list of external funds committed to this project; and, 2) letters of award notification from each specified source. If external funds have not yet been awarded, outline your jurisdiction's progress thus far in the external funding processes/cycles.):**

Total external funding committed (break out by source):

Letters of award attached

Progress info attached

**SUMMARY OF ED/GE APPLICATION -- FALL 2014 -- PAGE 4 OF 4**

**IMPLEMENTATION SCHEDULE (PLEASE LIST PROJECT TASKS, BEGINNING AND COMPLETION DATES): (Project must be under contract within six months of award date. All projects must be completed within 24 months of award date.) (Please note: Opportunity Reserve Projects must be under contract within three months of award date.):**

TASK	BEGINNING DATE	COMPLETION DATE
Complete ED/GE grant application	3.15.15	3.31.15
Complete property negotiation with seller	12.1.14	4.15.15
Select contractors for repurpose / renovation work	3.1.15	5.30.15
Begin construction	6.1.15	8.30.15
Move into new facility	9.1.15	9.30.15

**TOTAL PROJECT BUDGET : (Attach a budget which outlines all major sources and uses for the proposed project and indicates for which of those uses ED/GE funds will be utilized.)**

SOURCES	
Private Equity	2,275,000
Bank	0
ED/GE	250,000
Local Government (Existing Grant with Company)	50,000
State/Other Public	200,000
<b>TOTAL</b>	<b>2,775,000</b>

USES	
Land & Building acquisition	1,850,000
Repurpose construction (*Use of ED/GE Funds)	*460,000
HVAC Equipment /Roof	250,000
Build-out Training Center	100,000
Other Infrastructure	75,000
Paint, Carpet, Ceiling	30,000
Parking/Landscaping	10,000
<b>TOTAL</b>	<b>2,775,000</b>

Aeroseal, LLC  
a JMD, Inc Company  
7989 S. Suburban Road  
Centerville, OH 45458

*II, Economic Impact  
Item A*

**AEROSEAL.**

Certified Duct Diagnostics & Sealing

March 25, 2015

Nathan E. Cahall  
Economic Development Administrator  
City of Centerville  
Centerville, Ohio

Ref: Building Repurpose – Old Planet Ford


Dear Nathan,

Please let this letter serve as confirmation of Aeroseal's intent to purchase the old Planet Ford building located at 2601 E. Alex-Bell Road for the following reasons:

- Our current facility is under lease which expires in September of this year.
- We are out of office space in this building
- We have plans to expand by adding a training center which we currently have no space for at our current location.
- We prefer to own our real estate going forward.
- After conducting a property search, this property best meets our desire to stay centrally located for our existing employees.

If you have any questions, please let me know.

Sincerely,

  
Daniel J. Crowe  
Chief Financial Officer

Aeroseal, LLC  
a JMD, Inc Company  
7989 S. Suburban Road  
Centerville, OH 45458

**AEROSEAL.**

Certified Duct Diagnostics & Sealing

March 25, 2015

Nathan E. Cahall  
Economic Development Administrator  
City of Centerville  
Centerville, Ohio

Ref: Building Repurpose – Jobs Created

Dear Nathan,

Please let this letter serve as confirmation of Aeroseal's intent to expand its employee base as a result of our continued growth and the purchase the old Planet Ford building located at 2601 E. Alex-Bell Road. Our business is growing due to 1) further market penetration with our core product offering, 2) expansion of our market with the recent acquisition of a whole home performance training solution, and 3) expansion of our target market with a newly developed product that is also a patented technology. With these initiatives our business plan calls for the following job creation which will include medical and retirement benefits:

*\$ in thousands*

	2016	2017	2018	2019	2020
New Hires**	5	13	16	18	20
Payroll**	\$352	\$903	\$1,210	\$1,356	\$1,521
Ave. Salary	\$70	\$69	\$76	\$75	\$76

*\*\*Cummulative totals*

If you have any questions, please let me know.

Sincerely,

  
Daniel J. Crowe  
Chief Financial Officer



Aeroseal, LLC  
a JMD, Inc Company  
7989 S. Suburban Road  
Centerville, OH 45458

*II. Economic Impact*

*Item C*

**AEROSEAL.**

Certified Dust Diagnostics & Sealing

March 25, 2015

Nathan E. Cahall  
Economic Development Administrator  
City of Centerville  
Centerville, Ohio

Ref: Building Repurpose - Jobs Retained

Dear Nathan,

Please let this letter serve as confirmation of Aeroseal's intent to retain its employee base in Centerville. As a result of our continued growth and the purchase the old Planet Ford building located at 2601 E. Alex-Bell Road, Aeroseal will be able to expand operations reinvesting our profits to further strengthen the core business.

Our current workforce is offered both medical and retirement benefits and encompasses the following:

Number of jobs:	26
Total Payroll:	\$1,980,000
Avg. Wage	\$76,000

We are out of office space in our current facility and need additional space to accommodate job growth and expanding operations. Our current facility is leased with limited options to expand. It is our desire to own the property that we will be developing for future growth.

If you have any questions, please let me know.

Sincerely,



Daniel J. Crowe  
Chief Financial Officer



*II, Economic Impact  
Items D & H*

*C. Mark Kingseed, Mayor  
Gregory B. Horn, City Manager*

March 31, 2015

To: Montgomery County ED/GE Review Committee

**Re: Aeroseal, LLC Redevelopment Project**

Dear Committee Members:

This letter is being enclosed with the submitted ED/GE grant application to address item F under the Economic Impact Section of the application. Aeroseal, LLC, an existing business in Centerville is the identified end user for the application project. Aeroseal is a fast-growing firm with almost 40 employees located in Centerville today. The company has developed patented technologies that utilize advanced materials and manufacturing processes to internally encapsulate HVAC systems which eliminate air loss in those systems which result in less energy usage, business cost savings, and a reduced impact on the environment. Aeroseal is currently in a growth mode, and as part of its expansion/relocation plans, will be establishing a training center at its new headquarters to train other industry professionals on its technologies under various dealer license and/or franchise arrangements.

The City of Centerville hopes that through the granting of an ED/GE award, it can retain this fast-growing company and further increase employment in the community and the county.

Sincerely,

Nathan E. Cahall  
Economic Development Administrator

Cc File