

### Example Economic Effect Questions That Could Feasibly Appear on a Conversion Permit Application

**Instructions:** Please answer all the questions below to the best of your ability. Some questions may ask you to provide quantitative information. You may be able to get the information you need from the Delaware Department of Labor (<https://dol.delaware.gov>) or the Delaware Division of Revenue (<https://revenue.delaware.gov>). If you do not know exact answers to these questions, please provide best faith estimates with justification as to why you provided the answers you did.

For Sections 1 and 3, you will be asked to specify the geographic boundary to which your answers apply. Please note whether the information you are providing applies only to the proposed permit area or to one or more tax parcels that encompass the proposed permit area. If you are providing tax parcel information, please indicate the tax parcel number, as used by the county or municipality.

Commented [ITY1]: Or footprint of the heavy industry use site

Commented [ITY2]: Or footprint of the heavy industry use site

#### SECTION 1: Previous or Existing Use / Most Recent Heavy Industry Use

1.1 Does the information provided in this section apply only to the proposed permit area? (Yes/No)

Commented [ITY3]: Or footprint of the heavy industry use site

*If no, please specify the geographic area you are using to report information under this section, including tax parcel numbers, as used by the jurisdictional county or municipality.*

1.2 Is there currently heavy industry use or a bulk product transfer facility in the proposed permit area? (Yes/No)

Commented [ITY4]: Or within the footprint of the heavy industry use site

*If yes, go to question 1.3 If no, go to question 1.5.*

1.3 Provide employment information in the table below for the heavy industry use or bulk product transfer facility currently in the proposed permit area. Please use the most recent year available.

Commented [ITY5]: Or within the footprint of the heavy use industry site

Calendar year for which information is being provided: \_\_\_\_\_

| Job Class/Occupation | Average Annual Salary | Number of Employees | % of Employees that are Delaware Residents |
|----------------------|-----------------------|---------------------|--|
|                      |                       |                     |  |
|                      |                       |                     |  |
|                      |                       |                     |  |
|                      |                       |                     |  |
| <b>TOTAL</b>         |                       |                     |  |

**Supplemental Question:** If employment attributable to the proposed project varies on a seasonal or periodic basis, explain the variation from information provided in the table above.

1.4 What are the current annual taxes paid for the heavy industry use activity or bulk product transfer facility in the proposed permit area? Please use the most recent year available.

**Commented [ITY6]:** Or within the footprint of the heavy use industry site

Calendar year for which information is being provided: \_\_\_\_\_

| Tax Category  | Amount |
|---|--------|
| Gross receipts tax  |        |
| Property tax (please specify county or municipality): _____ |        |
| State corporate income tax                                  |        |
| State personal income tax                                   |        |
| Other taxes (please specify): _____                         |        |

If you have completed questions 1.3 and 1.4, you do not need to provide additional information for Section 1. Proceed to Section 2.

1.5 For properties that do not currently support heavy industry uses, please refer to the Economic Effect Baseline Report and identify the heavy industry use site to which the proposed project applies.

**OR**

1.5 For properties that do not currently support heavy industry uses, what are the annual property taxes paid for the land in the proposed permit area? Please specify the county or municipality.

**Commented [ITY7]:** Or within the footprint of the heavy use industry site

County / Municipality:

Amount:

**OR**

1.5 Provide employment information in the table below for the heavy industry use in the proposed permit area. Please use information from [specify year].

**Commented [ITY8]:** Or within the footprint of the heavy use industry site

**Commented [ITY9]:** For example, the last year of operation of the most recent heavy industry use.

Calendar year for which information is being provided: \_\_\_\_\_

| Job Class/Occupation | Average Annual Salary | Number of Employees | % of Employees that are Delaware Residents |
|----------------------|-----------------------|---------------------|--|
|                      |                       |                     |  |
|                      |                       |                     |  |
|                      |                       |                     |  |
| <b>TOTAL</b>         |                       |                     |  |

**Supplemental Question:** If employment attributable to the proposed project varies on a seasonal or periodic basis, explain the variation from information provided in the table above.

1.6 Please provide information on the taxes paid for the heavy industry use activity in the proposed permit area for the calendar year stated in question 1.5

**Commented [ITY10]:** Or within the footprint of the heavy use industry site

**Commented [ITY11]:** Another option is to use the most recent year. However, it may be more consistent to use the year stated in question 1.5 to ensure the baseline for measuring economic effect is the same for questions 1.5 and 1.6.

Calendar year for which information is being provided: \_\_\_\_\_

| Tax Category  | Amount |
|---|--------|
| Gross receipts tax  |        |
| Property tax (please specify county or municipality): _____ |        |
| State corporate income tax                                  |        |
| State personal income tax                                   |        |
| Other taxes (please specify): _____                         |        |

**OR**

[No question 1.5 or 1.6]

**SECTION 2: Site Preparation and Construction for the Proposed Additional or Alternative Heavy Industry Use or Bulk Product Transfer Facility**

2.1 Estimate your investment costs in the proposed project. Costs may fall under categories of demolition, remediation, construction, capital costs, etc. (you may also wish to share total investment costs).

2.2 Estimate employment information in the table below for workers that will be required for site preparation or construction for the proposed heavy industry use activity or bulk product transfer facility.

| Job Class/Occupation | Average Weekly Salary | Expected Number of Weeks of Employment | Number of Employees | % of Employees Likely to be Delaware Residents | % of Employees Likely to be Residents of the Local Community <sup>1</sup> |
|----------------------|-----------------------|--|---------------------|--|---|
|                      |                       |  |                     |  |   |
|                      |                       |  |                     |  |   |
|                      |                       |  |                     |  |   |
| <b>TOTAL</b>         |                       |  |                     |  |   |

2.3 To justify the estimates you provided in the table above, please provide case study information on at least one similar development in the United States that demonstrates how the estimates you provided are within reasonable range.

2.4 Do you have a policy for employing Delaware residents or residents of the Local Community<sup>1</sup> (e.g., local hiring preference) for site preparation and construction? (Yes/No)

*If yes, please state your policy in detail below or include your policy as an attachment to this application.*

2.5 Do you have a policy for sourcing supplies and services from within the State of Delaware (e.g., local contract or purchasing preferences) for site preparation and construction? (Yes/No)

*If yes, please state your policy in detail below or include your policy as an attachment to this application.*

<sup>1</sup> “Local Community” is defined as the area within **X** miles of the heavy industry use site.

**SECTION 3: Operation of the Proposed Additional or Alternative Heavy Industry Use or Bulk Product Transfer Facility**

3.1 Does the information provided in this section apply only to the proposed permit area? (Yes/No)

Commented [ITY12]: Or footprint of the heavy industry use site

*If no, please specify the geographic area you are using to report information under this section, including tax parcel numbers, as used by the jurisdictional county or municipality.*

3.2 Estimate employment information in the table below for employees that will be required for the operation of the proposed heavy industry use activity or bulk product transfer facility.

| Job Class/Occupation | Average Annual Salary | Number of Employees | % of Employees Likely to be Delaware Residents | % of Employees Likely to be Residents of the Local Community <sup>1</sup> |
|----------------------|-----------------------|---------------------|--|---|
|                      |                       |                     |  |   |
|                      |                       |                     |  |   |
|                      |                       |                     |  |   |
|                      |                       |                     |  |   |
| <b>TOTAL</b>         |                       |                     |  |   |

**Supplemental Question:** If employment attributable to the proposed project is expected to vary on a seasonal or periodic basis, explain the variation from information provided in the table above.

3.3 To justify the estimates you provided in the table above, please provide case study information on at least one similar development in the United States that demonstrates how the estimates you provided are within reasonable range.

3.4 Do you have a policy for employing Delaware residents or residents of the Local Community<sup>1</sup> (e.g., local hiring preference) for the operation of the proposed heavy industry use activity or bulk product transfer facility? (Yes/No)

*If yes, please state your policy in detail below or include your policy as an attachment to this application.*

3.5 Do you have a policy for sourcing supplies and services from within the State of Delaware (e.g., local contract or purchasing preferences) for the operation of the proposed heavy industry use activity or bulk product transfer facility? (Yes/No)

*If yes, please state your policy in detail below or include your policy as an attachment to this application.*

3.6 Estimate the annual taxes you anticipate paying for the proposed heavy industry use activity or bulk product transfer facility.

| Tax Category  | Amount |
|---|--------|
| Gross receipts tax  |        |
| Property tax (please specify county or municipality): _____ |        |
| State corporate income tax                                  |        |
| State personal income tax                                   |        |
| Other taxes (please specify): _____                         |        |

3.7 Do you anticipate leveraging net operating loss carryforward and carryback provisions to lower your Delaware state corporate income taxes based on your investment costs for the proposed project? Information on these provisions is summarized at <https://revenue.delaware.gov/frequently-asked-questions/corporate-income-tax-faqs/>. (Yes/No)

*If yes, state how this will impact the annual state corporate income tax value you provided in question 3.6? Please answer in terms of the amount and number of years you anticipate carrying forward or carrying back a net operating loss.*

3.8 Delaware offers a number of incentive programs and tax credits to businesses (<https://business.delaware.gov/incentives/> lists some examples). Which incentive programs or tax credits do you anticipate applying for? Have you been granted (or do you anticipate being granted) an incentive or tax credit? If yes, please provide information on what you have been (or anticipate being) granted (including amount and timeframe).

3.9 Do you anticipate investing in community benefit agreements, workforce development programs, or educational programs for the state or the Local Community<sup>1</sup>? (Yes/No)

*If yes, please provide details on your anticipated investment (including amount and timeframe).*

**SECTION 4: Net Economic Improvement as Compared to the Most Recent Heavy Industry Use**

4.1 Comparing the information you provided in Sections 1 to those under Section 3, do you believe this proposed project provides a net economic improvement to the State of Delaware? Please justify your answer.

4.2 Is there additional information you would like to provide that demonstrates how the proposed project provides a net economic improvement to the State of Delaware and/or the Local Community<sup>1</sup>?