





**City of Memphis, Shelby County, TN**  
**Agilent Technologies**  
**Economic Impact and Benefit/Cost Analysis**

**One Time Expansion Impact**

Total Capital Investment	\$	720,000
Building - Real Property (improvements)	\$	380,000
Economic Impact Multiplier <sup>6</sup>		1.8064
Economic Impact	\$	686,432
Equipment Purchase/Set-up - Personal Property	\$	340,000
Economic Impact Multiplier <sup>7</sup>		1.7100
Economic Impact	\$	581,400
Total Economic Impact	\$	1,267,832
Sales Tax Revenue <sup>3</sup>	\$	6,151
Other Tax Revenue <sup>4</sup>	\$	1,882
Total Tax Revenue	\$	8,033

## Agilent Technologies Shelby County Tax Schedule

Shelby County Tax Rate: \$4.11	Real Property (Existing Building & Renovations)			
	Full Taxes	% of taxes paid	Taxes Paid after Abatement	Taxes Abated
<b>Value</b>	<b>\$ 7,184,240</b>			
Year 1	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 2	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 3	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 4	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 5	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 6	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 7	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 8	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 9	\$ 118,109	25%	\$ 29,527	\$ 88,582
Year 10	\$ 118,109	25%	\$ 29,527	\$ 88,582
<b>Total</b>	<b>\$ 1,181,090</b>		<b>\$ 295,270</b>	<b>\$ 885,820</b>

## Agilent Technologies City of Memphis Tax Schedule

City of Memphis Tax Rate: \$3.271481	Real Property (Existing Building & Renovations)			
	Full Taxes	% of taxes paid	Taxes Paid after Abatement	Taxes Abated
<b>Value</b>	<b>\$ 7,184,240</b>			
Year 1	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 2	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 3	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 4	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 5	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 6	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 7	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 8	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 9	\$ 94,012	25%	\$ 23,503	\$ 70,509
Year 10	\$ 94,012	25%	\$ 23,503	\$ 70,509
<b>Total</b>	<b>\$ 940,120</b>		<b>\$ 235,030</b>	<b>\$ 705,090</b>

**Total Real Property Taxes Abated: \$ 1,590,910**  
**Payments Made in Lieu of Taxes: \$ 530,300**

*Project will utilize 220,635 sf of a building with a total of 454,713 sf valued at \$14,061,300 (\$30.93 per sf for a total value of \$6,824,240, plus renovations totaling \$3360,000).*

## Agilent Technologies Shelby County Tax Schedule

Shelby County Tax Rate: \$4.11	Personal Property - All Categories				
	Full Taxes	Depreciation Rate	% of taxes paid	Taxes Paid after Abatement	Taxes Abated
<b>Value</b>	<b>\$ 340,000</b>				
Year 1	\$ 3,689	0.88	25%	\$ 922	\$ 2,767
Year 2	\$ 3,144	0.75	25%	\$ 786	\$ 2,358
Year 3	\$ 2,641	0.63	25%	\$ 660	\$ 1,981
Year 4	\$ 2,096	0.50	25%	\$ 524	\$ 1,572
Year 5	\$ 1,593	0.38	25%	\$ 398	\$ 1,195
Year 6	\$ 1,048	0.25	25%	\$ 262	\$ 786
Year 7	\$ 838	0.20	25%	\$ 210	\$ 628
Year 8	\$ 838	0.20	25%	\$ 210	\$ 628
Year 9	\$ 838	0.20	25%	\$ 210	\$ 628
Year 10	\$ 838	0.20	25%	\$ 210	\$ 628
<b>Total</b>	<b>\$ 17,563</b>			<b>\$ 4,392</b>	<b>\$ 13,171</b>

## Agilent Technologies City of Memphis Tax Schedule

City of Memphis Tax Rate: \$3.271481	Personal Property - All Categories				
	Full Taxes	Depreciation Rate	% of taxes paid	Taxes Paid after Abatement	Taxes Abated
<b>Value</b>	<b>\$ 340,000</b>				
Year 1	\$ 2,936	0.88	25%	\$ 734	\$ 2,202
Year 2	\$ 2,503	0.75	25%	\$ 626	\$ 1,877
Year 3	\$ 2,102	0.63	25%	\$ 526	\$ 1,576
Year 4	\$ 1,668	0.50	25%	\$ 417	\$ 1,251
Year 5	\$ 1,268	0.38	25%	\$ 317	\$ 951
Year 6	\$ 834	0.25	25%	\$ 209	\$ 625
Year 7	\$ 667	0.20	25%	\$ 167	\$ 500
Year 8	\$ 667	0.20	25%	\$ 167	\$ 500
Year 9	\$ 667	0.20	25%	\$ 167	\$ 500
Year 10	\$ 667	0.20	25%	\$ 167	\$ 500
<b>Total</b>	<b>\$ 13,979</b>			<b>\$ 3,497</b>	<b>\$ 10,482</b>

**Total Personal Property Taxes Abated:** **\$ 23,653**  
**Payments Made in Lieu of Taxes:** **\$ 7,889**

*For the purpose of this analysis all personal property is included into one group using a standard depreciation table.*

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Agilent Technologies  
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**Payback Summary**

Length of PILOT (years)		<b>10</b>
Total Taxes Forgone	\$	1,614,563
Hard Costs	\$	-
Total Taxes Forgone and Hard Costs	\$	1,614,563
Tax Revenues From Construction	\$	8,033
Tax Revenues From Operations During PILOT Period	\$	4,502,280
Property Tax Revenues Received During PILOT Period	\$	538,189
Total Tax Revenues Received During PILOT Period	\$	5,048,502
Benefit/Cost Ratio		<b>3.13</b>

**Projected Costs:**

*Hard Costs* (land, infrastructure, etc.)  
None.

*Opportunity Costs*  
Local government is requested to forgo for a period of years the opportunity to collect taxes on site improvement, building, and industrial equipment that are a part of the project.

Benefit/Cost Ratio: The sum of tax revenues from construction, operations and property during the PILOT period divided by the total taxes forgone.

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**Estimated Fees**

5% of PILOT Savings	\$ 80,728
-capped at \$50,000 for less than \$20 Million CapX	Applies
-capped at \$100,000 for \$20-30 Million CapX	
-capped at \$300,000 for more than \$30 Million CapX	
<b>Total Fees</b>	<b>\$ 50,000</b>