

PILOT

PAYMENT-IN-LIEU-OF-TAX APPLICATION



**ECONOMIC DEVELOPMENT
GROWTH ENGINE
FOR MEMPHIS & SHELBY COUNTY**

**100 Peabody Place, Suite 1100
Memphis, TN 38103
(901) 341-2100**

Please submit your application online at www.growth-engine.org

**APPLICATION FOR PILOT
ECONOMIC DEVELOPMENT GROWTH ENGINE INDUSTRIAL DEVELOPMENT BOARD OF
CITY OF MEMPHIS AND SHELBY COUNTY, TENNESSEE**

Applicant

Company Name: ENCLARA PHARMACIA, INC.
Company Contact: ELLEN SCHNEIDER
Mailing Address: 1601 CHERRY STREET, SUITE 1800
City: PHILADELPHIA State: PA Zip: 19102
Telephone: (215) 282-1600 Fax: _____
Federal Employer Identification Number: _____
Applicant's Legal Structure: CORPORATION

If any outside consultants will be representing the applicant (accounting firm, law firm or site consultant) in applying for this PILOT, please provide the following:

Company Name: RSM US LLP
Contact Name: MARIA ASSALONE
Mailing Address: 1185 AVENUE OF THE AMERICAS
City: NEW YORK State: NY Zip: 10036
Telephone: 212-372-1451 Fax: 212-372-1001

Project Location

- A. Address: 2525 HORIZON LAKE DRIVE, SUITE 101, MEMPHIS, TN 38133
B. Tax Parcel Numbers: _____
C. City of Memphis: Yes No
D. New Market Tax Credit Eligible Site: Yes No

Project Description

Briefly describe the applicant's principal business activities to be conducted at the Project Site:
Enclara Pharmacia, Inc., headquartered in Philadelphia, PA., is the largest national provider of comprehensive hospice pharmacy services in the U.S. It services its customers through local retail pharmacy networks and through mail order fulfillment centers located in Memphis, TN and Sharon Hill, PA. The Memphis site processes over 3 million prescriptions annually and employs over 200 people in its fulfillment and call center operations. The project aims to add growth potential by expanding production capacity, replace outdated technology and systems, enhance security, and provide continued compliance with DEA and other regulations, all with minimal disruption to current workflows.

Project - Real Property Investment

- Building a new _____ sq. ft. facility
 Purchasing an existing facility, and Making renovations or additions
 Leasing _____ sq. ft. of an existing facility and Making renovations or additions

Category	Capital Investment
Purchase Price of Land	\$
Purchase Price of Building	\$
New Construction/Site Improvements	\$
Renovation of Existing Structure	\$
Soft Costs	\$
TOTAL	\$

Project - Personal Property Investment

Group	New	Relocated ²
1 -- Furniture, Fixtures, General Equipment & All Other Property Not Listed in Another Group	\$ 9,465,550	\$
2 -- Computers, Copiers, Fax Machines, Peripherals & Tools	\$	\$
3 -- Molds, Dies & Jigs	\$	\$
4 -- Aircraft, Towers & Boats ¹	\$	\$
5 -- Manufacturing Machinery	\$	\$
6 -- Billboards, Tanks & Pipelines	\$	\$
7 -- Scrap Property ¹	\$	\$
8 -- Raw Material & Supplies ¹	\$	\$
9 -- Vehicles ¹	\$	\$
TOTAL	\$ 9,465,550	\$

¹Vehicles, towers, scrap and inventory are not eligible for a PILOT agreement, but the value of these items may be included in the determination of the PILOT benefit. ²Depreciated value.

Items to be submitted with this application

Tax Compliance -- Provide documentation demonstrating payment of all municipal, county, state, and federal taxes due for all properties owned by the Applicant located within Shelby County.

Application Fee (\$3,000.00)

Other

Applicant Financial Information -- Staff will need to review audited financial statements for the most recent three fiscal years.

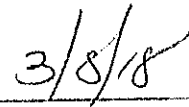
This Application is made in order to induce EDGE to grant financial incentives to Applicant. Applicant represents and warrants that the statements contained herein or attached hereto are true and correct to the best of their knowledge and include all information materially significant to EDGE in its consideration of this Application.

Applicant has read and agrees to comply with all requirements of the EDGE PILOT Program Policies and Procedures. Applicant specifically agrees to pay all reasonable costs, fees, and expenses incurred by EDGE in connection with this Application, whether or not the financial incentives are granted or the Project is consummated.

Applicant:



Date:



PROJECT EMPLOYMENT

Position	# of Full-time Jobs ¹	Average Annual Base Pay ²		Annual Overtime/ Incentive Pay ³		Annual Benefits ⁴		Annual Total Compensation	
		Each	Total	Each	Total	Each	Total	Each	Total
ADMINISTRATIVE	1	46,659.92	46,659.92	4,168.48	4,168.48	3,558.00	3,558.00	54,386.39	54,386.39
PHARMACIST	46.2	101,211.11	4,675,953.43	9,041.95	417,737.88	7,717.70	356,558.39	117,970.77	5,450,249.70
TECHNICIAN	153.6	30,960.71	4,755,565.45	2,877.83	442,034.70	2,368.70	363,832.01	36,207.24	5,561,432.16
IT	7.5	53,636.89	402,276.64	4,728.15	35,461.13	4,085.60	30,641.64	62,450.59	468,379.41
HUMAN RESOURCES	1.7	67,200.88	114,241.49			4,704.06	7,996.90	75,197.78	122,238.39
MANAGEMENT	6	117,721.65	706,329.88			24,073.80	144,443.09	141,795.50	850,772.97
Total	216.00		10,701,026.81		899,402.19		907,030.02		12,507,459.02
Average			\$49,541.79		\$4,163.90				

Definitions:

¹Permanent jobs or combination of permanent positions that provide employment of 1,600 hours or more within a year that is employed directly by the Applicant or employed by a contract employer on behalf of the Applicant.

²Annual base wage must exceed \$12 per hour to be included, please show payments as annual average wages.

³Include paid overtime, paid holidays and vacation pay. Do not include discretionary bonus or stock options.

⁴Include health insurance, dental insurance, 401K plans, paid sick leave, bonus compensation, etc.