

Appendix C:

CalBIS Customer Qualification Form



TO: File
FROM: CalBIS
DATE: XXXXX
SUBJECT: EDR Business Case Evaluation for XXXXX

Check one:

- (A) Considering location of new facility in California with competition from other states (new capacity); or
- (B) Considering physical expansion of facility, product lines and/or new jobs in CA with competition from other states; or
- (C) Considering relocation to California with out-of-state competition; or
- (D) Considering relocation of CA facility or operation to another state/country; or
- (E) Considering complete closure or shutdown of California operation.

1. **Brief description of the company and project opportunity** (year established; existing CA facilities including approximate size; employment; recent and projected growth; investment; markets; competitors; profitability; decision-maker; timeline; and Top 3 factors upon which decision will be based):

2. **Participating state and local agencies** (current contact and interaction with other state agencies, EDC's, cities, counties – Is there a RED Team?):

3. ***Other incentives or assistance programs offered:***

3. **Out-of-State Competition** (what states have been investigated; agencies contacted – obtain listing; approximate/projected operating cost savings by category including energy, other utilities; labor, taxes, real estate, insurance & regulatory compliance; comparative cost per kWh; and incentives offered. Note the Top 3 advantages for choosing the preferred out-of-state location.):

5. **Anticipated benefits to the company if they qualify for the EDR:**

The company will save approximately \$XXXXXX in electricity costs over the next five years if a recipient of the EDR.

+ anticipated benefits to the state and local economy if company locates, expands or is retained in California:

The city, region and state will continue to benefit from the spin-off associated with a five-year estimated payroll of \$XXXXXX if the company remains in XXXXX. Atlantis invests between \$XXXXXX per year in capital and repairs/maintenance on XXXXX in XXXXX, CA. Lastly, the company will continue to spend approximately \$XXXXXX per year on goods and services in the region over the next five years.

6. **Other comments and notes** (should include *issues* associated with doing business in CA; *advantages* of doing business in CA; and “Has the company investigated relocation *within* CA?”):
7. **Conclusions** (is this company a serious threat to invest outside CA or shut down altogether?; does the company have active, viable siting alternatives outside CA?; is the cost of electricity an important siting issue for the company?; summary of *other* incentives that may be available to attract, expand or retain the company and whether the EDR will directly impact their location decision; and what are the consequences of not offering the EDR?):

The company is a serious threat to relocate to XXXXX.

8. **Recommendation** – based on the business case outlined above – should the EDR be offered to this firm?

Yes _____

No _____

More information is required to make this determination _____