

Oxford Economic Development Scorecard							
Summary of New Industrial & Commercial Floorspace January 2004 - July 2010							
New Buildings	Number Buildings Lots	Square Feet Built	Square Feet Approved	Square Feet Planned	Total Square Feet	Assessed Value	Estimated Tax Revenue @ .02105
Total Owner Occupied	22	230,046	232,244	0	462,290	\$ 21,186,275	\$ 445,971
Total Flex Space	12	121,400	41,600	24,000	187,000	\$ 12,646,037	\$ 266,199
Commercial Buildings	9	0	41,144	125,000	166,144	\$ 11,292,714	\$ 237,712
Industrial Development as of July, 2010	43	351,446	314,988	149,000	815,434	\$ 45,125,027	\$ 949,882
Industrial Development as of July, 2009	43	265,446	285,544	159,000	709,990	\$ 40,366,073	\$ 825,083
Total Increase/Decrease 2009 - 2010	0	86,000	29,444	-10,000	105,444	\$ 4,758,954	\$ 124,799
Fox Hollow Industrial Park (9 Lots) *	4		90,000		90,000	4,154,975	87,462
Woodruff Hill Industrial Park (17 Lots)	14		432,000		432,000	19,943,880	419,819
Technology Park (10 Buildings)	10		720,000		720,000	60,631,054	1,276,284
Total Industrial Park Potential	28		1,242,000		1,242,000	84,729,909	1,783,565
Total New Floorspace/Revenue		351,446	1,556,988	149,000	2,057,434	\$129,854,936	\$2,733,446
Total Developing Building Opportunities	5				228,000		
Total - All Building/Floorspace	48				1,043,434		
Revenue Forecasts - High Value Projects				2007-2008	2008-2009	2009-2010	2010-2011
Spectra Energy - Oxford Compressor Station					\$500,000	\$983,000	\$983,000
CL&P Distribution Substation					\$284,000	\$284,000	\$284,000
Towantic Energy Tax Revenue - Received from GE				\$800,000	\$1,175,000	\$1,175,000	\$500,000
Towantic Water Lift Station				\$400,000			
Towantic Energy Ladder Truck				\$900,000			
Towantic Energy - Build E-Commerce Drive *Future based on start of construction							\$4,500,000
Total Tax Revenues by Fiscal Year - High Value Projects				\$2,100,000	\$1,959,000	\$2,442,000	\$6,267,000
Total New Tax Revenues Generated by Oxford Economic Development - 2009-2010 Ongoing							\$9,000,446
Historical Comparison - Floor Space							
Installed Floorspace as of January, 2004					1,261,770		
Potential Floorspace - July 2010		Percentage Increase over 2004		263%	3,319,204		
Building Floorspace - July 2010		Percentage Increase since 2004		65%	815,434		
Profit & Loss Statement January 2006 - July 2010 - Town Owned Land Development Projects						2010	2010 Plus
Total Revenue - Lot Sales					3,416,350	3,666,350	5,382,350
EDC Budgeted Expenses thru 2007-2010					-339,700	0	0
Infrastructure Project Costs					-2,581,000	-2,920,700	-2,920,700
Profit/Loss					495,650	745,650	2,461,650
Percent Return on Investment					17.0%	20.3%	45.7%
Age Restricted Housing Units	Approved	Built	Average Assessed Value			Estimated Tax Revenue	
As of July 2010	1305	442	\$280,000			\$2,605,148.00	

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Building Details						Revenue @.02105			
Description	Number	Square Foot Built	SF Approved	SF Planned	Basis for Estimate	Assessed Value	0.02105	Rev Per Sf Built	CO Year
HI Stone Willenbrock (CO)	1	7,200				\$326,100	\$6,864	\$0.95	2006
Guerrera Construction(CO)	1	4,000			Est.(Tower 1)	\$456,044	\$9,600	\$2.40	2008
Kenneth Lynch Willenbrock (CO)	1	36,000				\$1,370,120	\$28,841	\$0.80	2007
Elco Inc Riggs Street (CO)	1	7,928				\$303,880	\$6,397	\$0.81	2007
A&B Wood Design Riggs Street (CO)	1	19,900				\$541,820	\$11,405	\$0.57	2007
Collins Box (CO)	1	15,000			Est. (A&B)	\$408,407	\$8,597	\$0.57	2008
Connecticut Concrete Building 2)CO)	1	8,025			Est(1 Jacks Hill)	\$370,485	\$7,799	\$0.97	2008
Donovan Road - Bill Valentine (CO)	1	2,280			Est(1 Jacks Hill)	\$105,259	\$2,216	\$0.97	2008
Earthworks Inc Fox Hollow Lot 5 (CO)	1	11,000			Est(1 Jacks Hill)	\$507,830	\$10,690	\$0.97	2008
Mahabar Building - Oxford Road (CO)	1	9,608			Est (71 Oxford Rd)	\$653,050	\$13,747	\$1.43	2008
Zackin Publishing (CO)	1	10,105				\$850,940	\$17,912	\$1.77	2005
B United International Inc (CO)+ Addition	1	32,000			Est(1 Jacks Hill)	\$1,477,324	\$31,098	\$0.97	2010
Cast Global (WHIP Lot 12)	1	40,000			Est(1 Jacks Hill)	\$1,846,656	\$38,872	\$0.97	2010
Soil Testing Donovan Lot 1B	1	21,000			Est(1 Jacks Hill)	\$969,494	\$20,408	\$0.97	2010
Kulinkowsky Donovan Lot 80	1	6,000			Est(1 Jacks Hill)	\$276,998	\$5,831	\$0.97	2009
Total Built & Owner Occupied	15	230,046				\$10,464,409	\$220,276	\$0.96	
Hurley Building 8 (CO)	1	14,000			Est. (Hurley)	\$481,765	\$10,141	\$0.72	2008
Hurley Building 9 (CO)	1	14,000			Est. (Hurley)	\$481,765	\$10,141	\$0.72	2008
One Jacks Hill (CO)	1	36,000				\$1,661,990	\$34,985	\$0.97	2006
Ziat 2 (CO)	1	10,000			Est.(Tower 1)	\$1,140,109	\$23,999	\$2.40	2008
3 Morse Road (CO)	1	30,000			Est.(1 Jacks Hill)	\$1,384,992	\$29,154	\$0.97	2008
Tower Business Park 1 (CO)	1	6,000			Est (Tower 2)	\$684,066	\$14,400	\$2.40	2008
Tower Business Park 2 (CO)	1	6,400				\$729,670	\$15,360	\$2.40	2008
Russo (Larkey Road Development LLC)	1	5,000			Est(1 Jacks Hill)	\$230,832	\$4,859	\$0.97	2009
Total Flex Space Built	8	121,400				\$6,795,189	\$143,039	\$1.18	
Tower Business Park 3	1		16,800		Est.(Tower 1)	\$1,915,384	\$40,319	\$2.40	
Tower Business Park 4	1		16,000		Est.(Tower 1)	\$1,824,175	\$38,399	\$2.40	
Tower Business Park 5	1		8,800		Est.(Tower 1)	\$1,003,296	\$21,119	\$2.40	
Total Flex Space Approved	3	0	41,600			\$4,742,855	\$99,837	\$2.40	

CED - Fox Hollow Lot 2	1		30,000		Est(1 Jacks Hill)	\$1,384,992	\$29,154	\$0.97	2011
Roller Bearing - (Approved 10/15/2007)	1		72,000		Est(1 Jacks Hill)	\$3,323,980	\$69,970	\$0.97	
Woodbury Supply - Approved Oct, 2007	1		10,000		Est(1 Jacks Hill)	\$461,664	\$9,718	\$0.97	
Buddy's Fuel Oil Fox Hollow Lot 6	1		9,800		Est(1 Jacks Hill)	\$452,431	\$9,524	\$0.97	
Kovac Construction (WHIP Lot 11)	1		28,000		Est(1 Jacks Hill)	\$1,292,659	\$27,210	\$0.97	
Marcus Dairy (Morse Lot 8)	1		28,444		Est(1 Jacks Hill)	\$1,313,157	\$27,642	\$0.97	
XAL (Xenon) Fox Hollow Lot 7	1		54,000		Est(1 Jacks Hill)	\$2,492,985	\$52,477	\$0.97	
Total Owner Occupied Approved	7	0	232,244			\$10,721,867	\$225,695	\$0.97	
5 Morse Road	1			24,000	Est(1 Jacks Hill)	\$1,107,993	\$23,323	\$0.97	
Total Planned Flex Space	1		0	24,000		\$1,107,993	\$23,323	\$0.97	
Salton Enterprises Medical @ 110 Oxford Rd	1			22,000	Est (71 Oxford Rd)	\$1,495,328	\$31,477	\$1.43	2009
Salton Enterprises Comercial @ 110 Oxford R	1			18,000	Est (71 Oxford Rd)	\$1,223,450	\$25,754	\$1.43	TBD
Salton Enterprises Commercial @ 110 Oxford	1			21,000	Est (71 Oxford Rd)	\$1,427,358	\$30,046	\$1.43	TBD
Salton Enterprises Child Care @ 110 Oxford R	1			10,000	Est (71 Oxford Rd)	\$679,694	\$14,308	\$1.43	TBD
Bryan Nesteriak 35 Oxford Rd	1		5,000		Est (71 Oxford Rd)	\$339,847	\$7,154	\$1.43	TBD
460 Oxford Road John Guedes	1		8,100		Est (71 Oxford Rd)	\$550,552	\$11,589	\$1.43	Tenants
Village Retail Phase 1, Oxford Rd	1		13,044		Est (71 Oxford Rd)	\$886,593	\$18,663	\$1.43	Tenants
Village Retail Phase 2, Park Street	1			54,000	Est (71 Oxford Rd)	\$3,670,350	\$77,261	\$1.43	Anchor
Oxford Oaks - Oxford Road	1		15,000		Est (71 Oxford Rd)	\$1,019,542	\$21,461	\$1.43	
Total Commercial	9	0	41,144	125,000		11,292,714	237,712	\$1.43	
Total Floorspace by Category	43	351,446	314,988	149,000		\$45,125,027	\$949,882		
Grand Total - Built/Approved/Planned				815,434					

Projects Under Development	Number				Square Foot
Sippen Lot 4 Commerce Drive	1	Engineering			48,000
Site Services	1	North Larkey Rd			5,000
Onyx France - 27acre North Larkey	1	Distribution Warehouse - Marble Product			50,000
Pilot's Mall - Technology Park	1	STC Certificate plus utility extensions			40,000
Claris Corporation Lot 10	1	Aggregate for Keystone Hanger Project			85,000
Total Additional Projects	5				228,000
Total Floorspace by Category	48	351,446	314,988	149,000	815,434
Grand Total - Built, Partially Approved or Under Development					1,043,434

Approved STC 8/18
Approved by TM, IWC 8/18/08

Sales Agent	CO Year
HVS	
HVS	
HVS	
HVS	

Lot Sales				
Lot Description	Revenue Closed Lot Sales	Expected Revenue	Comment	Sales Agent
Fox Hollow Lot 2 Closed	\$65,875		Consulting, Engineering & Development - 30,000sf Building approved	HVS
Fox Hollow Lot 4 Closed	\$65,875		B United International - 15,000sf Building	HVS
Fox Hollow Lot 5 Closed	\$65,875		Earthworks Inc. - 11,000sf Building approved	MO
Fox Hollow Lot 6 Closed	\$65,875		Buddy's Fuel Oil - 11,000sf Building approved	MO
Fox Hollow Lot 7	\$65,875		XAL Archetectural Lighting - 54,000sf approved	HVS
Fox Hollow Lot 1	\$65,875		Received July, 2010	
Fox Hollow Lot 3	\$65,875		Received July, 2010	
Fox Hollow Lot 8	\$65,875		Received July, 2010	
Fox Hollow Lot 9		\$0		
WHIP Lot 9	\$2,200,000		Closed	HVS
WHIP Lot 4		\$292,500		
WHIP Lot 5		\$331,500		
WHIP Lot 6		\$351,000		
WHIP Lot 7		\$370,500		
WHIP Lot 8		\$370,500		
WHIP Lot 10	\$100,000	\$250,000	100,000 non refundable deposit - Approved August, 2008 Town Meeting	HVS
WHIP Lot 11	\$330,000		Sale to Kovac Construction underway - Approvals completed September, 2009	HVS
WHIP Lot 12	\$259,350		Sale to Cast Global - Sewer Required - cost \$30,000 Transaction Closed	HVS
Total Lot Sales/Potential Lot Sales	\$3,416,350	\$1,966,000		
Total Lot Sales thru WHIP Phase I		\$5,382,350		

\$1,216,350 6/29/2010 \$ 209,273 Fees Paid - Economic Development Director
581% Return on Consulting Fees (Excludes Ongoing Tax Revenues from Grand List Increases)

Co			
Description	Results to Date	Forcasted Results	Comment
Town Budget Investments			
EDC Budget 2006-2007	\$60,000		
EDC Budget 2007-2008	\$65,000		
EDC Budget 2008-2009	\$78,700		
EDC Budget 2009-2010	\$68,000		
EDC Budget 2010-2011	\$68,000		
Total Budgeted Investments	\$339,700	\$0	
Engineering & Construction Costs			
WHIP Record Sub-division (Engineering)	\$40,000		Cost to complete WHIP sub-division & file mylar on town records
Riggs Street Water Line	\$300,000		Water Line Extension - Riggs Street North to Woodruff Hill Road
Commerce Drive Extension Engineering	\$11,000		Engineering for Army Corp Permit to Complete Commerce Drive
Riggs Street Three Phase Extension	\$0		Riggs Street to Woodruff Hill Road - Three Phase Power Line
Jacks Hill Road Three Phase Extension	\$0		Riggs Street to Christian Street - Three Phase Power Line
Prokop Sewer Line Extension	\$30,000		Extend 140 lf sewer to WHIP Lot 12 - Cast Global
Woodruff Hill Road	\$2,200,000		Build Woodruff Hill Road - Open Phase I, WHIP 8 lot sub-division
Total Infrastructure Costs	\$2,581,000	\$2,581,000	
Total Revenue/Potential Revenue	\$3,416,350	\$5,382,350	
Total Investment to Date	\$2,920,700	\$2,920,700	
Gain/Loss on Investment	\$495,650	\$2,461,650	
Percent Return to Date/Potential Return	14.5%	45.7%	

