

# Proposed CRA & Compensation Agreements

## Amazon Data Services, Inc.

December 4, 2025



# Proposed Project

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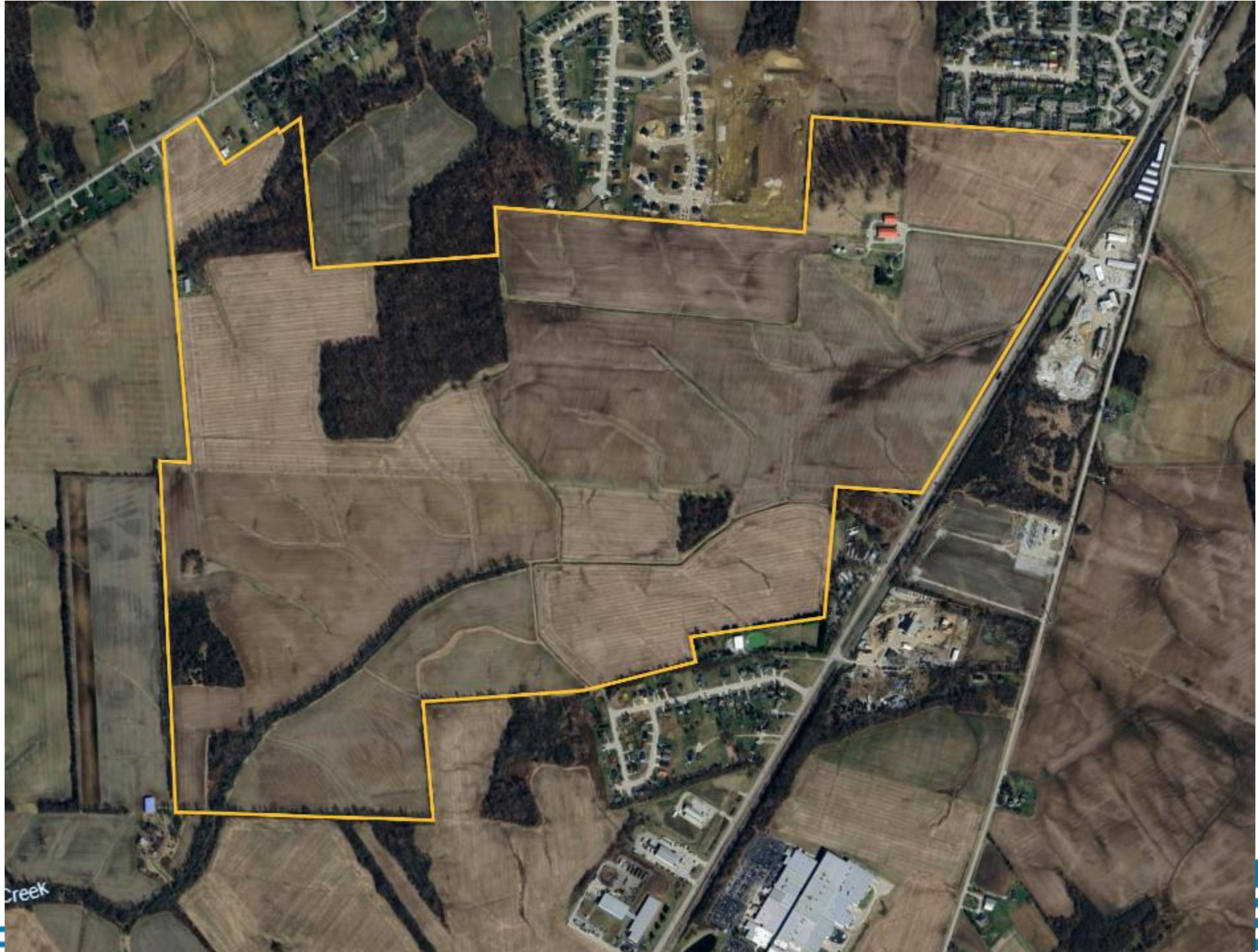
## **Amazon Data Services, Inc.**

- \$4 Billion Private Investment in a multiple-building Data Center Campus
- 100 New Permanent Jobs, at minimum
- \$8 Million Annual Payroll, at minimum

## **Project Includes:**

- Estimated \$25 Million in new Water/Sewer Infrastructure
  - Built and Paid for by AWS, to City Standards
  - 3.5 Miles of new trunk sewer
  - 2.5 Miles of new water main
  - 1-million-gallon water tower
- Roadway Improvements to US-68 and SR-730
  - Built and Paid for by AWS, to City and ODOT Standards
- Donation of ROW for a future extension of Ahresty Road





# CRA Background

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## Community Reinvestment Area Agreement

- A local economic development tool which provides real property tax exemption, often in exchange for private investment, job creation, and other community goals
- Up to 100% real property tax exemption
- Up to 15 years, or with a Mega-Project designation, up to 30 years
- School Board approval required when:
  - In excess of 75%; or
  - In excess of 15 years

## Compensation Agreements

- An arrangement to compensate School Districts and Local Governments for foregone revenues, typically when a CRA Agreement exceeds 75% and/or 15 years



# CRA Background

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## Southwest Connector CRA

- On September 18, 2025, Wilmington City Council adopted Ordinance No. O-25-57 to establish the CRA
- The CRA only covers the single parcel which is AWS' proposed Project Site
- Commercial and/or Industrial projects are eligible for up to 100% exemptions for up to 30 years
- On October 2, 2025, the Director of the Ohio Department of Development (ODOD) reviewed the CRA legislation and assigned the designation of CRA No. 027-85792-404
- On October 18, 2025, the CRA legislation became effective



# Project Approach

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## Reality

- A real property tax exemption is necessary to redirect revenues
- A mega-project designation is necessary (30 years), due to the scope of the project

## Objectives

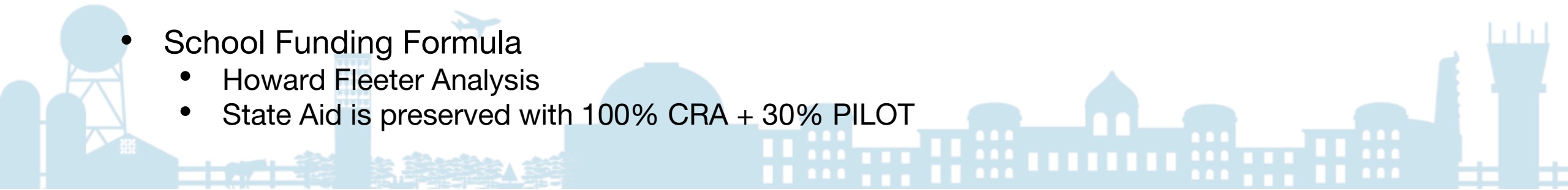
- Provide the lowest ‘incentive’ possible, while still winning the project
- Negotiate strategically valuable infrastructure
- Minimize costs to the Community
- Maximize revenues and benefits to the City and Schools
  - Maximize Flexibility
  - Preserve State Aid for the Schools
- Address negative externalities (visual and sound, traffic, etc.)



# CRA & Compensation Agreements

## CRA Agreement Terms

- 100% Real Property Tax Abatement
- 30-Year Term, Mega-Project Designation
- 30% Payment In Lieu of Taxes (30 Years)
  - to City of Wilmington, ~46.7%
  - to Wilmington City Schools, ~43.8%
  - to Laurel Oaks, ~4.5%
  - to Clinton County Port Authority, ~5.0%
- PILOTs are unrestricted and can be directed to maximize community benefit
- \$1.85 Million One-Time Community Benefit Payment
- School Funding Formula
  - Howard Fleeter Analysis
  - State Aid is preserved with 100% CRA + 30% PILOT



# CRA & Compensation Agreements

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## Estimating Fiscal Impacts

- Of the Effective, Class II millage (approximately 46.18 mills):
  - The City of Wilmington currently levies approximately **13.9%** of the millage
  - The Wilmington City Schools & Laurel Oaks currently levy approximately **48.3%**
- **For every \$10 million** in fair market value of new improvements (\$3.5m of assessed value), the City and School Districts would receive the following:

### **With a 100% CRA + 30% PILOT**

- To the City: \$22,645 annually
  - To the General Fund: \$22,645 annually
- To WCSD: \$21,210 annually
  - To the General Fund: \$21,210 annually
  - **No Impact on State Aid**
- To Laurel Oaks: \$2,199 annually

### **With a 70% CRA**

- To the City: \$6,753 annually
  - To the General Fund: \$1,050 annually
- To WCSD: \$21,210 annually
  - To the General Fund: \$4,410 annually
  - **Reduction in State Aid**
- To Laurel Oaks: \$2,199 annually

# Next Steps

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- **CRA & Compensation Agreement**
  - Currently under consideration by City Council
- **Development & Water Use Agreement**
  - To be introduced in December
- **Tax Increment Finance** (Non-School; Sole benefit of the City, not the Project)
  - To be introduced in December
- **Planning Commission for Site Plan review**
  - To be introduced in 2026



# City Legislation

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## **Purpose**

To approve of the CRA

To authorize execution of the Compensation Agreement

## **In Conclusion**

We respectfully request a First Reading of the proposed legislation



# Data Center FAQs

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- Visit [ChooseClintonCountyOH.org](http://ChooseClintonCountyOH.org) and click on "Data Center FAQs" at the top of the home page
- Type in this direct link: [bit.ly/DataCenterFAQ](https://bit.ly/DataCenterFAQ)
- Or scan this QR code

