



presented to

Webb County Commissioners Court

August 11, 2014



ABOUT CELADON



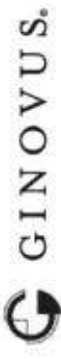
Celadon is one of the largest and most progressive transportation and logistics companies in North America. The company has done business in Laredo for more than 25 years and operated the first truck to cross the World Trade Bridge when opened in 2000.



ABOUT CELADON



- Founded in 1985
- Headquartered in Indianapolis, IN
- Roughly 3,000 tractors and 8,700 trailers
- Employing over 4,000 associates worldwide
- Revenue exceeding \$600 million
- Conducts approximately 110,000 border crossings annually





ABOUT CELADON

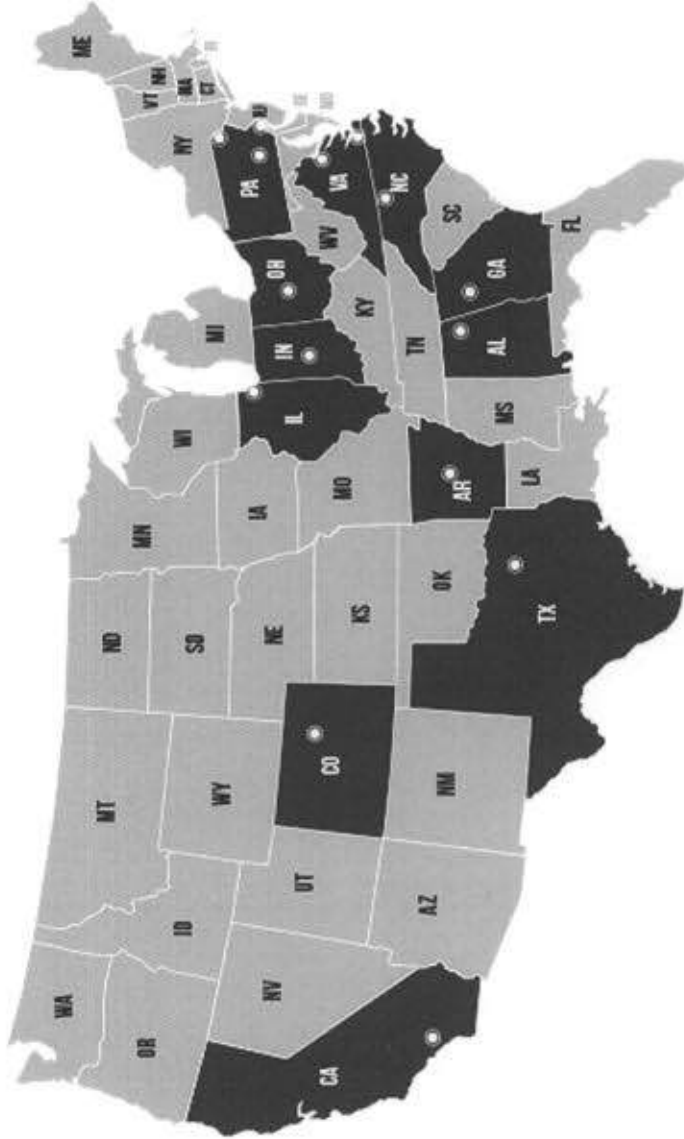


- U.S. EPA SmartWay Transport Partner
- Partners in Protection, FAST, TSA, and ACE accreditations
- 3-time winner of the U.S. EPA SmartWay Excellence Award for increasing fuel efficiency, while reducing green-house gases and air pollution
- 1st Place – National Fleet Safety Award
- American Heart Association Fit-Friendly Company Award
- 2013 Top Places to Work in Indianapolis Award



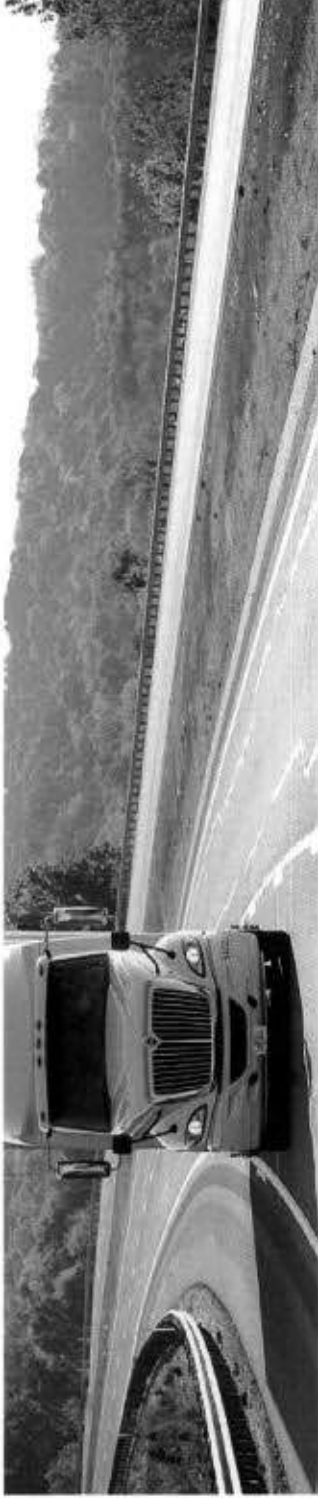
LOCATIONS

Celadon is one of the top truckload carriers in North America with international resources strategically located within the United States, Canada, and Mexico.





PROJECT



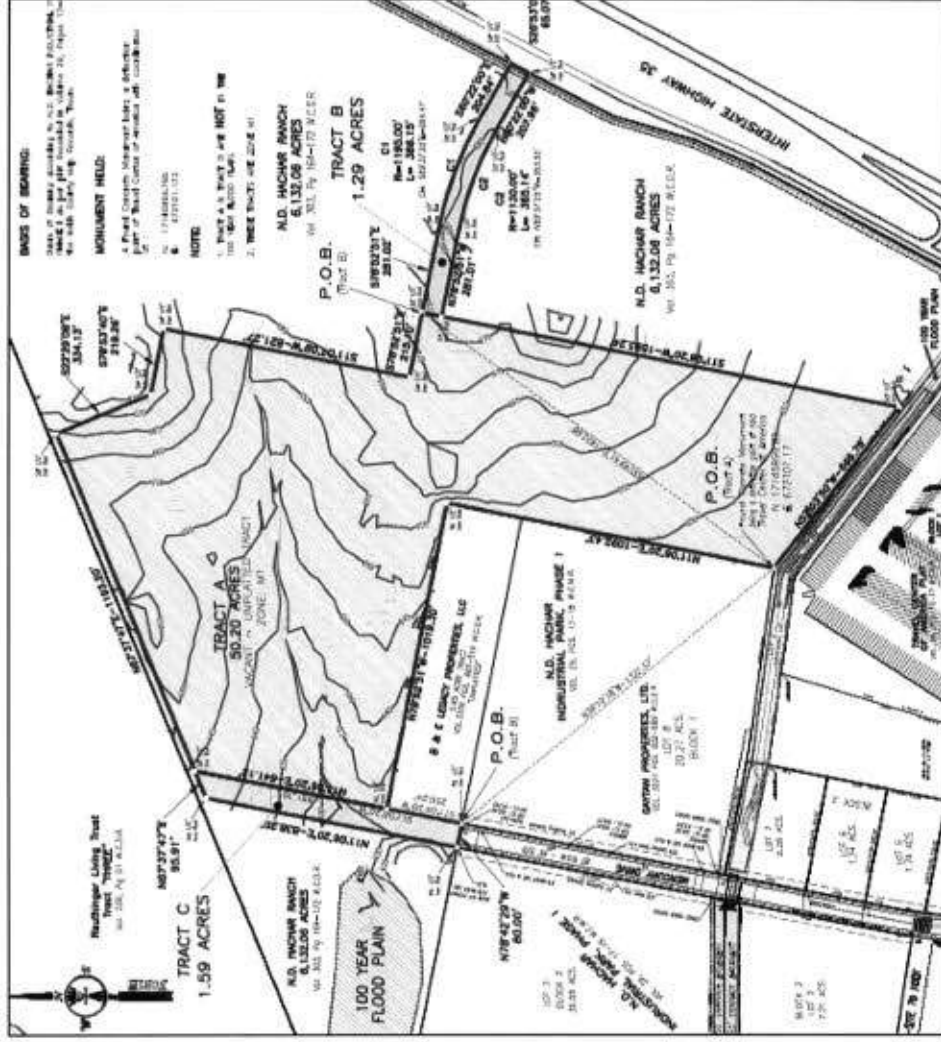
The Opportunity

Operations in Laredo, which serve as a significant hub for Celadon's Mexico transportation network, are currently split between two smaller, leased sites. Celadon has identified a 50 acre site that is part of Hachar Ranch where they would construct a new terminal including a 100,000 SF warehouse and fleet maintenance facility, plus vehicle parking and outdoor storage. This would guarantee the retention of 70 existing jobs, creation of up to 30 new jobs, increase tax revenue for both the city and county, and significantly increase the likelihood that future growth would be directed to Laredo and Webb County.

Sites Considered for Expansion

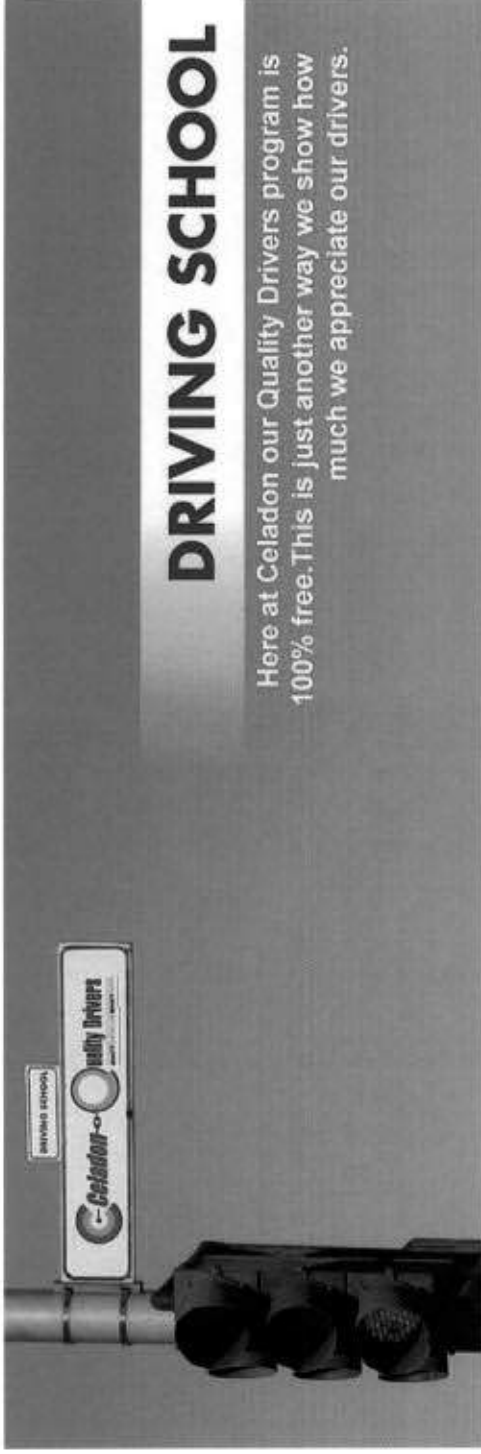
Laredo, Texas
McAllen, Texas

PROJECT LOCATION





ABOUT CELADON



DRIVING SCHOOL

Here at Celadon our Quality Drivers program is 100% free. This is just another way we show how much we appreciate our drivers.

The existing terminal will house Celadon's driver training school which will train up to 50 students at a time and provide valuable skills leading to more quality jobs for residents of Laredo and Webb County. These newly trained drivers will immediately be able to contribute to filling the shortage in qualified transportation workers in the region.



PROJECT PARAMETERS

Jobs

- Existing Jobs Retained: 70
- Retained Wages: \$15/hr plus benefits
- New Jobs Created: 30
- New Wages: \$13/hr plus benefits
- Plus: potential new drivers trained

Capital Investment:

- Land Purchase: \$2 million
- Site Development: \$2 million
- Real Property: \$10 million
- Personal Property: \$1 million

TOTAL: \$15 million



IMPACT

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	TOTAL
Property Tax Summary											
Real Property Tax ¹											
City of Laredo	\$0	\$15,122	\$30,244	\$45,365	\$60,487	\$75,609	\$75,609	\$75,609	\$75,609	\$75,609	\$529,264
Webb County	\$0	\$9,395	\$18,789	\$28,184	\$37,578	\$46,973	\$46,973	\$46,973	\$46,973	\$46,973	\$328,810
Laredo Community College	\$30,626	\$30,626	\$30,626	\$30,626	\$30,626	\$30,626	\$30,626	\$30,626	\$30,626	\$30,626	\$306,260
United ISD	\$143,383	\$143,383	\$143,383	\$143,383	\$143,383	\$143,383	\$143,383	\$143,383	\$143,383	\$143,383	\$1,433,832
TOTAL	\$174,009	\$198,526	\$223,042	\$247,558	\$272,075	\$296,591	\$296,591	\$296,591	\$296,591	\$296,591	\$2,598,166
Personal Property Tax ²											
City of Laredo	\$5,671	\$5,104	\$4,600	\$4,159	\$3,717	\$3,339	\$3,024	\$2,709	\$2,457	\$2,205	\$36,985
Webb County	\$3,780	\$3,444	\$3,192	\$2,982	\$2,646	\$2,436	\$2,310	\$2,184	\$2,058	\$1,974	\$27,010
Laredo Community College	\$2,297	\$2,067	\$1,863	\$1,684	\$1,506	\$1,353	\$1,225	\$1,097	\$995	\$893	\$14,981
United ISD	\$10,754	\$9,678	\$8,722	\$7,886	\$7,050	\$6,333	\$5,735	\$5,138	\$4,660	\$4,182	\$70,138
TOTAL	\$22,502	\$20,294	\$18,378	\$16,711	\$14,919	\$13,461	\$12,295	\$11,129	\$10,171	\$9,255	\$149,115
Gross Property Taxes	\$196,511	\$218,819	\$241,420	\$264,270	\$286,994	\$310,052	\$308,886	\$307,720	\$306,762	\$305,846	\$2,747,280

Notes:

¹ Real property taxes based on an estimated assessed value of \$12,000,000 for improvements taxed at average rates for City of Laredo (0.630076%), Webb County (0.39144%), Laredo Community College (0.255217%), and United ISD (1.19486%).

² Business personal property taxes based on \$1,000,000 in new equipment depreciated on a 10 year schedule per the Texas Consolidated Cost Index and Depreciation Schedule, average rates for City of Laredo (0.630076%), Webb County (0.39144%), Laredo Community College (0.255217%), and United ISD (1.19486%).



TIMELINE

Location Decision

Q3 2014

Design & Permitting

Q4 2014

Construction Start

Q4 2014

Facility Complete & Operational

Q2 2015



QUESTIONS & ANSWERS

**We would be happy to answer any questions
that you might have for us.**

Thank you for your time and consideration.

Dustin Jones

Manager of Project Coordination, Ginovus

Patricio Gonzales

Terminal Manager, Celadon