

Oxford Economic Development Scorecard							
Summary of New Industrial & Commercial Floorspace January 2004 - June 2008							
New Buildings	Number Buildings Lots	Square Feet Built	Square Feet Approved	Square Feet Planned	Total Square Feet	Assessed Value	Estimated Tax Revenue @ .02030
Total Owner Occupied	19	100,133	223,744	11,000	334,877	15,094,594	306,420
Total Flex Space	13	106,400	83,600	29,000	219,000	13,892,529	286,704
Commercial Buildings	6	9,200	28,044	0	37,244	2,531,454	51,389
<b>Total Industrial Development</b>	<b>38</b>	<b>215,733</b>	<b>335,388</b>	<b>40,000</b>	<b>591,121</b>	<b>\$31,518,577</b>	<b>\$644,513</b>
Fox Hollow Industrial Park (9 Lots) *	4		90,000		90,000	4,154,975	84,346
Woodruff Hill Industrial Park (17 Lots)	17		500,000		500,000	23,083,194	468,589
Technology Park (10 Buildings)	10		720,000		720,000	60,631,054	1,230,810
<b>Total Industrial Park Potential</b>	<b>31</b>		<b>1,310,000</b>		<b>1,310,000</b>	<b>87,869,223</b>	<b>1,783,745</b>
<b>Total New Floorspace/Revenue</b>		<b>215,733</b>	<b>1,645,388</b>	<b>40,000</b>	<b>1,901,121</b>	<b>\$119,387,800</b>	<b>\$2,428,258</b>
Total Developing Building Opportunities	8				355,431		
<b>Total - All Building Floorspace</b>	<b>46</b>				<b>946,552</b>		
<b>Revenue Forecasts - High Value Projects</b>				<b>2007-2008</b>	<b>2008-2009</b>	<b>2009-2010</b>	<b>Annual</b>
Spectra Energy - Oxford Compressor Station					\$500,000	\$500,000	\$500,000
CL&P Distribution Substation					\$284,000	\$284,000	\$284,000
Towantic Energy Tax Revenue - Received from GE				\$800,000	\$1,175,000	\$4,350,000	\$2,350,000
Towantic Water Lift Station				\$400,000			
Towantic Community Development - Ladder Truck received from GE				\$900,000			
Towantic Energy - Build Wycoff Drive					\$4,500,000		
<b>Total Tax Revenues by Fiscal Year - High Value Projects</b>				<b>\$2,100,000</b>	<b>\$6,459,000</b>	<b>\$5,134,000</b>	<b>\$3,134,000</b>
<b>Total New Tax Revenues Generated by Oxford Economic Development - 2009-2010 Ongoing</b>							<b>\$5,562,258</b>
<b>Historical Comparison - Floor Space</b>							
Installed Floorspace as of January, 2004							1,261,770
<b>Potential Floorspace - March, 2008</b>				<b>Percentage Increase over 2004</b>			<b>3,162,891</b>
<b>Building Floorspace - March 2008</b>				<b>Percentage Increase since 2004</b>			<b>591,121</b>
<b>Profit &amp; Loss Statement January 2006 - March 2008 - Town Owned Land Development Projects</b>						<b>2009</b>	<b>2009 Plus</b>
Total Revenue - Lot Sales						2,888,725	3,138,725
EDC Budgeted Expenses thru 2007-2008						-125,000	-78,700
Infrastructure Project Costs						-2,551,000	-2,676,000
<b>Profit/Loss</b>						<b>212,725</b>	<b>384,025</b>
<b>Percent Return on Investment</b>						<b>7.9%</b>	<b>49.0%</b>

**Oxford Economic Development Scorecard  
Summary of New Industrial & Commercial Floorspace January 2004 - March 2008**

Building Details						Revenue @.02030			
Description	Number	Square Foot Built	SF Approved	SF Planned	Basis for Estimate	Assessed Value	0.02030	Rev Per Sf Built	CO Year
HI Stone Willenbrock (CO)	1	7,200				\$326,100	\$6,620	\$0.92	2006
Guerrera Construction	1	4,000			Est.(Tower 1)	\$456,044	\$9,258	\$2.31	2008
Kenneth Lynch Willenbrock (CO)	1	36,000				\$1,370,120	\$27,813	\$0.77	2007
Elco Inc Riggs Street (CO)	1	7,928				\$303,880	\$6,169	\$0.78	2007
A&B Wood Design Riggs Street (CO)	1	19,900				\$541,820	\$10,999	\$0.55	2007
Collins Box (CO)	1	15,000			Est. (A&B)	\$408,407	\$8,291	\$0.55	2/21/2008
Zackin Publishing (CO)	1	10,105				\$850,940	\$17,274	\$1.71	2005
<b>Total Built &amp; Owner Occupied</b>	<b>7</b>	<b>100,133</b>				<b>\$4,257,311</b>	<b>\$86,423</b>	<b>\$0.86</b>	
Hurley Building 8 (CO)	1	14,000			Est. (Hurley)	\$481,765	\$9,780	\$0.70	2008
Hurley Building 9 (CO)	1	14,000			Est. (Hurley)	\$481,765	\$9,780	\$0.70	2008
One Jacks Hill (CO)	1	36,000				\$1,661,990	\$33,738	\$0.94	2006
3 Morse Road (CO)	1	30,000			Est.(1 Jacks Hill)	\$1,384,992	\$28,115	\$0.94	1/30/2008
Tower Business Park 1	1	6,000			Est (Tower 2)	\$684,066	\$13,887	\$2.31	2008
Tower Business Park 2	1	6,400				\$729,670	\$14,812	\$2.31	2008
<b>Total Flex Space Built</b>	<b>6</b>	<b>106,400</b>	<b>0</b>	<b>0</b>		<b>\$5,424,247</b>	<b>\$110,112</b>	<b>\$1.03</b>	
Tower Business Park 3	1		16,800		Est.(Tower 1)	\$1,915,384	\$38,882	\$2.31	
Tower Business Park 4	1		16,000		Est.(Tower 1)	\$1,824,175	\$37,031	\$2.31	
Tower Business Park 5	1		8,800		Est.(Tower 1)	\$1,003,296	\$20,367	\$2.31	
Sultan Medical Center	1		32,000		Est(1 Jacks Hill)	\$1,477,324	\$29,990	\$0.94	
Ziat 2 (Construction Started 11/1/2007)	1		10,000		Est.(Tower 1)	\$1,140,109	\$23,144	\$2.31	2008
<b>Total Flex Space Approved</b>	<b>5</b>	<b>0</b>	<b>83,600</b>	<b>0</b>		<b>\$7,360,289</b>	<b>\$149,414</b>	<b>\$1.79</b>	
CED - Fox Hollow Lot 2	1		30,000		Est(1 Jacks Hill)	\$1,384,992	\$28,115	\$0.94	2008
Roller Bearing - (Approved 10/15/2007)	1		72,000		Est(1 Jacks Hill)	\$3,323,980	\$67,477	\$0.94	
Woodbury Supply - Approved Oct, 2007	1		10,000		Est(1 Jacks Hill)	\$461,664	\$9,372	\$0.94	
Kulinkowsky Donovan Lot 80	1		6,000		Est(1 Jacks Hill)	\$276,998	\$5,623	\$0.94	2008
Soil Testing Donovan Lot 1B	1			11,000	Est(1 Jacks Hill)	\$507,830	\$10,309	\$0.94	2008
Connecticut Concrete Building 2	1		8,025		Est(1 Jacks Hill)	\$370,485	\$7,521	\$0.94	2008
Bill Valentine	1		2,280		Est(1 Jacks Hill)	\$105,259	\$2,137	\$0.94	2008
Earthworks Inc Fox Hollow Lot 5	1		11,000		Est(1 Jacks Hill)	\$507,830	\$10,309	\$0.94	2008
Buddy's Fuel Oil Fox Hollow Lot 6	1		10,439		Est(1 Jacks Hill)	\$481,931	\$9,783	\$0.94	2008
Russo (Larkey Road Development LLC)	1		5,000		Est(1 Jacks Hill)	\$230,832	\$4,686	\$0.94	2008
B United Internation Brewing Inc	1		15,000		Est(1 Jacks Hill)	\$692,496	\$14,058	\$0.94	2008
XAL (Xenon) Fox Hollow Lot 7	1		54,000		Est(1 Jacks Hill)	\$2,492,985	\$50,608	\$0.94	
<b>Total Planned Owner Occupied</b>	<b>12</b>	<b>0</b>	<b>223,744</b>	<b>11,000</b>		<b>\$10,837,283</b>	<b>\$219,997</b>	<b>\$0.94</b>	
5 Morse Road	1			24,000	Est(1 Jacks Hill)	\$1,107,993	\$22,492	\$0.94	
North Larkey Road Investors (Russo)	1			5,000	Est(1 Jacks Hill)	\$230,832	\$4,686	\$0.94	2008
<b>Total Planned Flex Space</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>29,000</b>		<b>\$1,107,993</b>	<b>\$27,178</b>	<b>\$0.94</b>	
Mahabar Building - Oxford Road	1	9,200			Est (71 Oxford Rd)	\$625,319	\$12,694	\$1.38	2/21/2008
Village Retail Phase 1, Oxford Rd	1		13,044		Est (71 Oxford Rd)	\$886,593	\$17,998	\$1.38	2008
Oxford Oaks - Oxford Road	4		15,000		Est (71 Oxford Rd)	\$1,019,542	\$20,697	\$1.38	
<b>Total Commercial</b>	<b>6</b>	<b>9,200</b>	<b>28,044</b>	<b>0</b>		<b>\$2,531,454</b>	<b>\$51,389</b>	<b>\$1.38</b>	
<b>Total Floorspace by Category</b>	<b>38</b>	<b>215,733</b>	<b>335,388</b>	<b>40,000</b>		<b>\$31,518,577</b>	<b>\$644,513</b>		
<b>Grand Total - Built/Approved/Planned</b>				<b>591,121</b>					

Projects Under Development	Number				Square Foot
Sippen Lot 4 Commerce Drive	1	Engineering			48,000
Village Retail Phase II, Driving Range	2	Requires Sewer & Water			64,331
Onyx France - 27acre North Larkey	1	Distribution Warehouse - Marble Product			50,000
New Medical Building - 100 Oxford Rd	1	Need Sewer on Route 67			20,000
360 Oxford Road John Guedes	1				8,100
Pilot's Mall - Technology Park	1	STC Certificate plus utility extensions			40,000
Claris Corporation Lot 10		Aggregate for Keystone Hanger Project			85,000
ViP Development(JV Precision Machine)	1	Lot 12 WHIP			40,000
<b>Total Additional Projects</b>	<b>8</b>				<b>355,431</b>
<b>Total Floorspace by Category</b>	<b>46</b>	<b>215,733</b>	<b>335,388</b>	<b>40,000</b>	<b>591,121</b>
<b>Grand Total - Built, Partially Approved or Under Development</b>					<b>946,552</b>

Sales Agent	CO Year
BG	
HVS	
HVS	
HVS	
HVS	
HVS	

New Flex-Space Businesses									
New Flex-Space Businesses	Number				Square Foot	Date	Comment	Sales Agent	CO Year
Jefferson Pine	Hurley Farms, Building 8			Lease	9,000			EG	1/8/08
Aprea	One Jacks Hill Road			Lease	4,000			EG	1/8/08
Oxford Floor Covering	Oxford Road Tommy K's Plaza			Lease	2,500		In town move		
Woodbury Supply	101 Willenbrock *10,000sf Addition			Sale	23,000			HVS	10/1/07
XAL Inc	3 Morse			Sale	13,000			HVS	1/8/08
Tauton Packaging	115 Hurley Road			Lease	14,000			EG	2/7/08
Michele Zurko Smith Florist	308 Oxford Road			Lease	1,800	02/07/08	Pending		
DTI Enterprises(Oxford Pharmacy)	100 Oxford Road			Lease	1,800		In town move		2/7/08
Colls Corporation (Chair Manufacturer)	Tower Business Park			Lease	6,400	04/01/08		HVS	4/1/08
John Barna	365 Christian Street			Lease	7,000	03/01/08	Pending Use		4/10/08
					<b>82,500</b>				

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		
Fox Hollow Lot 3		\$65,875		
Fox Hollow Lot 8		\$65,875		
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 - Town Meeting Required	HVS
WHIP Lot 11		\$351,000	Approved by Town Meeting 4/24/2008	HVS
WHIP Lot 12	\$259,350		Approved by Town Meeting 4/24/2008	HVS
<b>Total Lot Sales/Potential Lot Sales</b>	<b>\$2,888,725</b>	<b>\$2,514,625</b>		
<b>Total Lot Sales thru WHIP Phase I</b>		<b>\$5,403,350</b>		

\$588,725

Town Industrial Land Development - Profit & Loss Statement January 2006 - March 2008			
Description	Results to Date	Forcasted Results	Comment
<b>Town Budget Investments</b>			
EDC Budget 2006-2007	\$60,000		
EDC Budget 2007-2008	\$65,000		
EDC Budget 2008-2009		\$78,700	
<b>Total Budgeted Investments</b>	<b>\$125,000</b>	<b>\$78,700</b>	
<b>Engineering &amp; Construction Costs</b>			
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
Woodruff Hill Road	\$2,200,000		Build Woodruff Hill Road - Open Phase I, WHIP 8 lot sub-division
<b>Total Infrastructure Costs</b>	<b>\$2,551,000</b>	<b>\$2,551,000</b>	
<b>Total Revenue/Potential Revenue</b>	<b>\$2,888,725</b>	<b>\$5,403,350</b>	
<b>Total Investment to Date</b>	<b>\$2,676,000</b>	<b>\$2,754,700</b>	
<b>Gain/Loss on Investment</b>	<b>\$212,725</b>	<b>\$2,648,650</b>	
<b>Percent Return to Date/Potential Return</b>	<b>7.4%</b>	<b>49.0%</b>	