



# Quincy Data Centers “The Data Center Conversation”



# “When did this data center thing start?”

Data center activity in Quincy began with interest from Microsoft and Yahoo! in 2005.

First contact with Grant EDC, site selectors met with Port of Quincy, Grant PUD & City Representatives.

Property sales finalized in 2006

- Microsoft – 75.5 acres
- Yahoo! – 50 acres

## Current Data Centers:



# “Why Quincy?”



## Infrastructure

Fiber Optic  
Internet

Low Cost Power



## Available Property

Large Parcels  
Available

Low Cost Per Acre



## Legislative Support

Data Center Tax  
Incentive Bill



## Partnerships

Port of Quincy

City of Quincy

Grant PUD

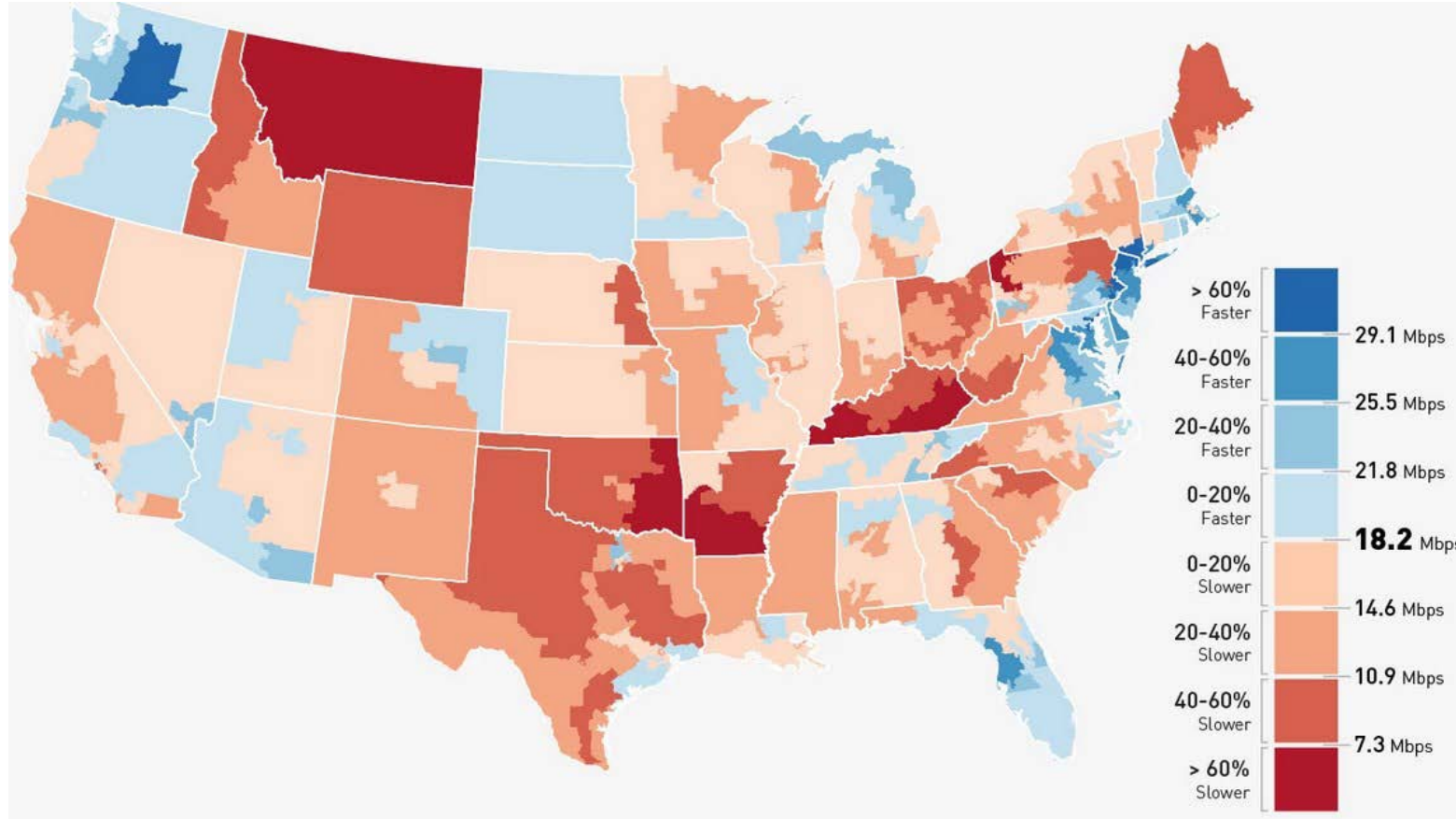
Grant County EDC

State of  
Washington





# Diverse Fiber Optic Internet



Central Washington has the fastest fiber optic network in the nation

Source: Washington Post Article, January 9, 2014

Six companies provide independent fiber optic capacity in Quincy:

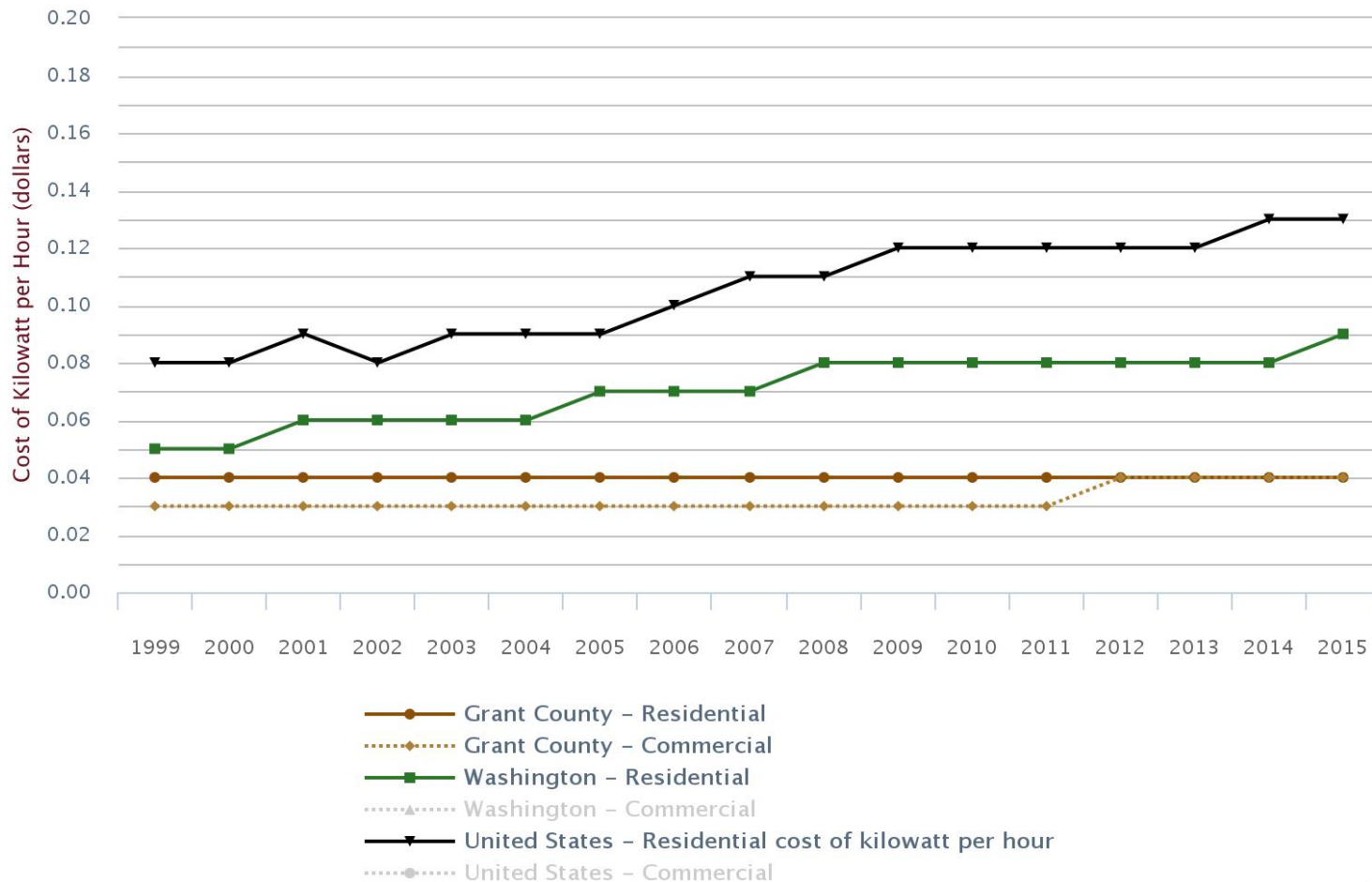
- Electric Lightwave
- Frontier
- Grant County PUD
- NoaNet
- Zayo

Four additional companies have lease agreements to provide additional capacity and service:

- Centurylink
- Level 3
- Noel Communications
- Verizon

# Affordable, Reliable Power

## 2.2.8 Annual Average Consumer Costs for Residential and Commercial Electricity



Grant County commercial power rates are the lowest in the US.

Since 2009, power rates in Grant County have been 1/3 the national average and 1/2 the state average.

Reliable power at a fraction of the national cost is a powerful economic development tool.

# Cost Effective Property

Quincy has been an attractive site for Data Centers in part because of the extensive acreage available.

## QUINCY DATA CENTERS



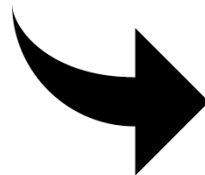
Microsoft	275 acres
Dell	82.5 acres
Vantage	68 acres
Yahoo!	66 acres
Intuit	63 acres
Sabey	38.5 acres



# Data Center Incentive Bill

“Legislation for the sales/use tax exemption on certain purchases made by eligible data centers.”

2006 Property Tax Statistics (before data center investment)			
Top Companies 2006	Assessed Value	Tax Paid	% of tax
JR Simplot	\$51,612,385	\$707,091	1.1%
Lamb Weston	\$42,840,855	\$690,047	1.0%
Inflation Systems	\$50,343,735	\$566,939	0.9%
Chemi-Con Materials	\$38,072,695	\$521,851	0.8%
EKA Chemicals	\$28,661,160	\$380,496	0.6%
Basic American Foods	\$24,184,160	\$331,037	0.5%
Columbia Colstor	\$20,882,130	\$276,548	0.4%
Solar Grade Silicon	\$20,107,815	\$275,612	0.4%
Advanced Silicon	\$18,411,340	\$252,359	0.4%
National Frozen Foods	\$17,861,035	\$244,816	0.4%
Totals for top ten	\$312,977,310	\$4,246,801	6.4%

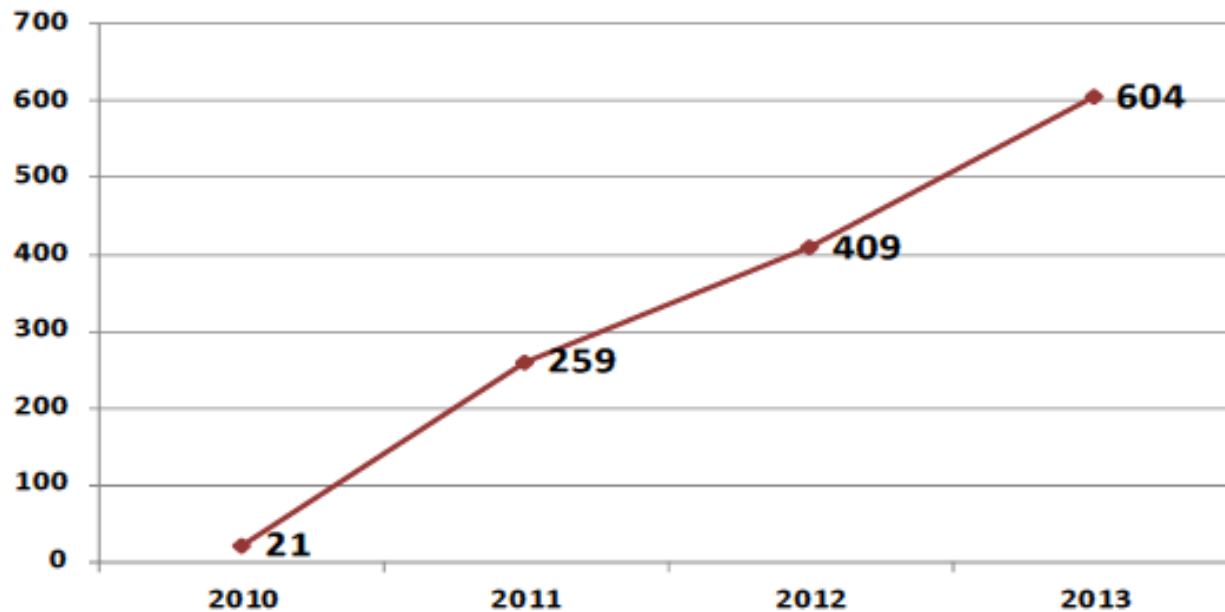


2013 Property Tax Statistics (after data center investment)			
Top Companies 2013	Assessed Value	Tax Paid	% of tax
REC Solar Grade Silicon	\$701,882,390	\$10,135,889	8.9%
<i>*Microsoft</i>	<i>\$465,239,690</i>	<i>\$5,425,205</i>	<i>4.8%</i>
<i>*Yahoo</i>	<i>\$200,200,400</i>	<i>\$2,341,132</i>	<i>2.0%</i>
<i>*Quincy Data Center/Intuit</i>	<i>\$190,000,000</i>	<i>\$2,221,846</i>	<i>2.0%</i>
<i>*Dell Marketing</i>	<i>\$100,000,000</i>	<i>\$1,169,428</i>	<i>1.0%</i>
SGL Automotive Carbon Fibers	\$61,362,500	\$867,383	0.8%
Pacific Coast Canola	\$60,697,885	\$840,451	0.7%
JR Simplot	\$52,934,080	\$782,997	0.7%
Conagra Foods Lamb Weston	\$44,343,260	\$511,540	0.5%
<i>*Intergate Quincy</i>	<i>\$41,500,000</i>	<i>\$483,996</i>	<i>0.4%</i>
Totals for top ten	\$1,876,660,205	\$23,980,570	21.73%

# “What’s the benefit?”

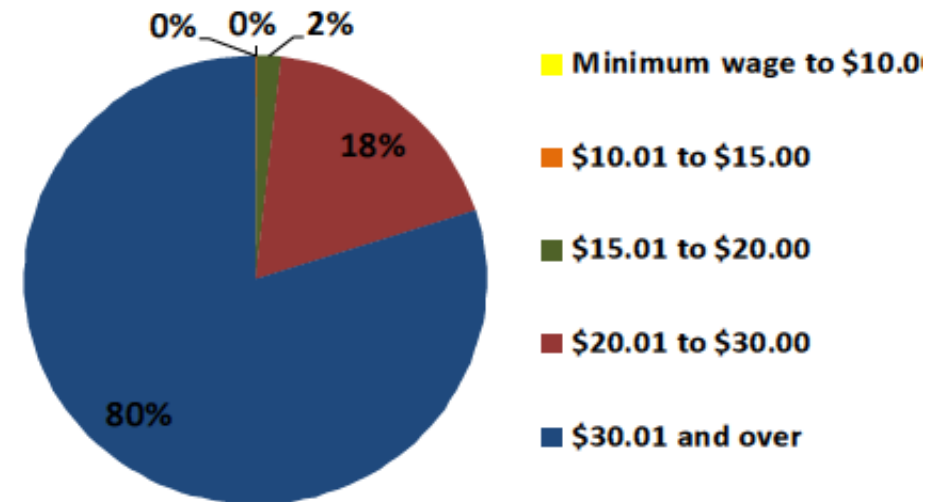
## Grant County Employment

**Employment Growth 2010 to 2013 at  
Tax Incentivized Data Centers**



Source: Washington State Department of Revenue Descriptive Statistics for Tax Incentive Programs 2013 Report to the Legislature

**Employee Wages at Tax Incentivized  
Data Centers in 2013**



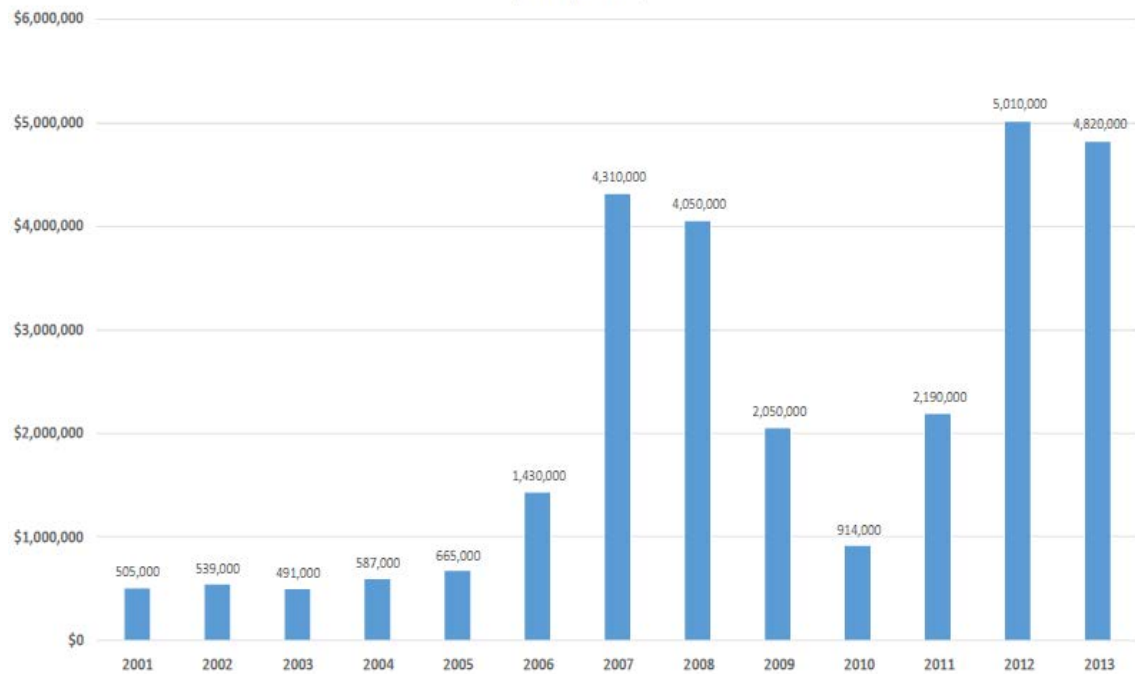
Source: Washington State Department of Revenue Descriptive Statistics for Tax Incentive Programs 2013 Report to the Legislature



# “Do they benefit the area?”

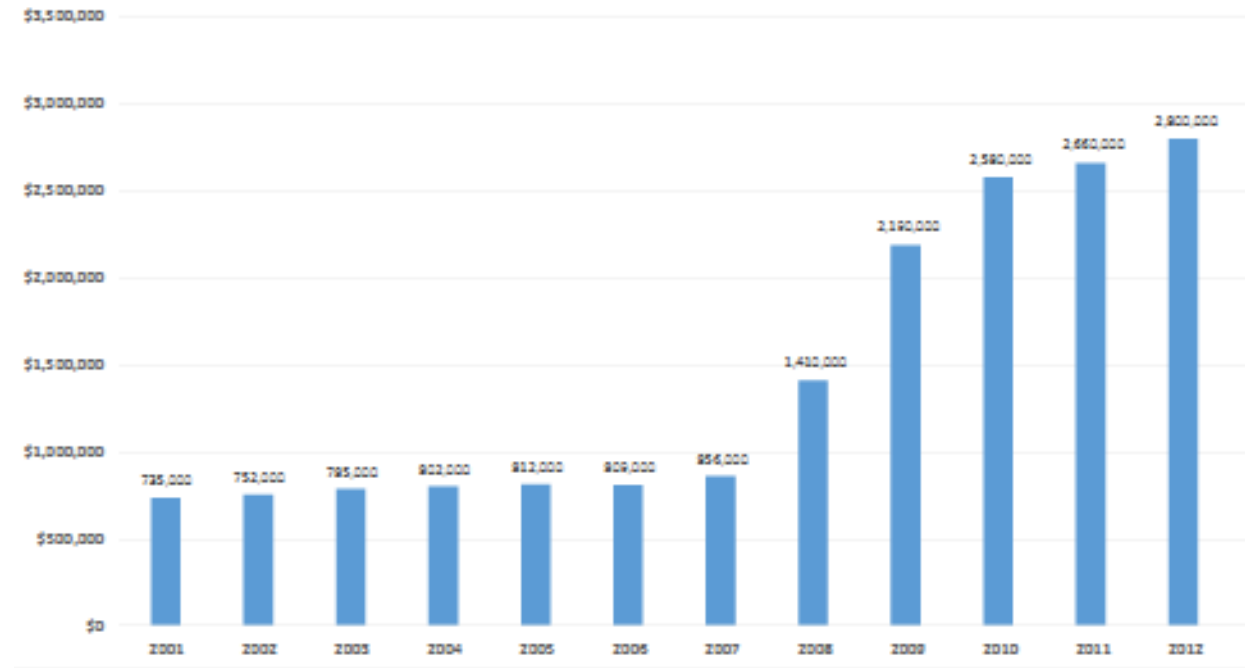
## City of Quincy Tax Revenues

City of Quincy Sales Tax Revenue  
(Annually in Dollars)



Source: City of Quincy

City of Quincy Property Tax Revenue  
(Annually in Dollars)



# Local Reinvestment

## New City of Quincy Police Department Building



# Local Reinvestment

## Quincy Public Library



Public investment enhances the overall quality of life in the Quincy area and Grant County.

Quality of life is a key factor for site selectors considering Grant County for their clients.



# “The Spotlight”



These companies have put a spotlight on Quincy and Grant County, illuminating the benefits we have to offer to other prospective companies.

The tangible benefits of employment and tax revenues, combined with intangible benefits of increased national attention make data centers in Grant County a powerful economic development partner.

Thank you WEDA for inviting us to participate in this event.

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