

November 29, 2010

Mr. Vic Grassman, CECD
Director of Economic Development
City of Janesville
18 North Jackson Street – P.O. Box 5005
Janesville, Wisconsin 53547

Subject: **Ady-Austin "Shovel-Ready" Site Designation Program for the Manufacturing and Distribution Sectors**
SHOVEL-READY DESIGNATION AWARD LETTER

Dear Vic:

Ady International Company and Austin Consulting congratulate you and the City of Janesville for all your hard work and effort in successfully fulfilling the Ady-Austin **"Shovel-Ready" Site Designation Program for the Manufacturing and Distribution Sectors**. By granting this designation, Ady-Austin is confident that manufacturing operations including alternative energy, aircraft components and aerospace, food and beverage processing, and distribution center uses can make a determination that your site is compatible for this or other industrial end-users based on a review of the comprehensive information contained in the **Shovel Ready Report**.

The "Shovel-Ready" designation applies to the Highway 11 Business Park located at 3598 Beloit Avenue, at the southwest corner of Wisconsin State Highway 11 and Beloit Avenue in Janesville, Wisconsin and is valid for up to two years, providing no major changes or alterations have occurred at the site. The entire site consists of approximately 224 acres, is rectangular in configuration and is located in an established industrial area. The "Shovel-Ready" designation of the Highway 11 Business Park is based on information arranged in the following categories:

- Ownership
- Property
- Transportation
- Utility
- Community
- Environmental

Ady-Austin evaluated over 200 critical variables based on the six major categories before designating the site as a shovel-ready property. As part of the process, Ady-Austin principals involved in the analysis performed a detailed field investigation of the site including meetings with economic development and utility officials at the city and county level.

Ady International Company and Austin Consulting firmly believe that a company or a site selector interested in a Midwest location can significantly decrease the amount of time and risks during the site selection process by reviewing the detailed information contained in the **Shovel Ready Report**.

Ady International Company and Austin Consulting appreciated the opportunity to provide the Shovel-Ready Site Designation Service to the City of Janesville and look forward to the near future when a quality manufacturing or distribution center operation(s) selects this property for their new facility.

Congratulations on this accomplishment and Janesville's efforts, dedication, and hard work in pursuing and receiving this special designation.

We have also included additional information on Ady International Company, Austin Consulting and The Austin Company that includes our credentials and leadership roles in site location and design-build-construction in the manufacturing sector. We believe this information will demonstrate to companies that Ady-Austin integrates the combined talents, experience, and resources of two premier companies.

Sincerely,

Robert M. Ady



President
Ady International Company

Frank Spano



Director
Austin Consulting

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