



Mark R. Hogan  
Secretary and CEO

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June 2, 2017

Mr. Brian R. Smith  
Ernst & Young, LLP  
155 N Upper Wacker Dr.  
Chicago, IL 60606

Dear Mr. Smith:

Thank you for the opportunity for the State of Wisconsin ("Wisconsin") to submit a proposal and incentive offer for [REDACTED] Project 818 for Project Flying Eagle ("the Company"). Over the past four weeks, Wisconsin, led by Governor Scott Walker, has had the privilege to meet with key members of the Company's leadership, site development, and medical teams. Each visit provided valuable insight into important project details and a better understanding of the Company's long term goals in the United States. Based on those conversations, I am confident a partnership between Wisconsin and the Company will result in our achieving mutually beneficial long term goals.

Ernst & Young, LLP, and the Company can be confident that Wisconsin is the best location for [REDACTED] 818. Led by Governor Walker, and supported by majorities in our legislature, Wisconsin continues to identify opportunities to lower business costs, eliminate regulations, and create business-friendly policies. These steps have resulted in Wisconsin earning a top 10 ranking in the most recent CEO Magazine "Best Places to Conduct Business" survey, compared to a ranking of 41<sup>st</sup> when Governor Walker first took office in early 2011.

With the leadership and support of Governor Walker, as well as that of our partners in local government, academia, and industry, Wisconsin will deliver on its promise to hit each major milestone throughout the project timeline and build a workforce with the knowledge, skills, and abilities required for the Company to be successful with its U.S. strategy.

Wisconsin's proposal would require legislative action that would establish a special "manufacturing zone" dedicated to meeting the economic needs of the Company. The purpose of the special legislative action would be to modify and expand the earnings formula currently maintained in Wisconsin's statutes for Enterprise Zone awards. In addition, this legislative action would include modifying existing Wisconsin statutes to allow local and regional incentives to also be increased.

Given that additional information will be required from the Company to initiate these legislative actions, and based on the assumptions provided, Wisconsin's proposal includes state and local incentives of up to [REDACTED] and \$1.25 billion for [REDACTED] 818, [REDACTED]. I believe the Wisconsin Legislature would be receptive to these proposed changes and would work quickly to enact them. We are very interested in working with you and the Company to better define these assumptions, which may also result in increased incentives.

Over the course of the past few weeks, we have also had significant conversations with the Company's leadership about Wisconsin's Centers of Excellence that have formed around the water, energy, power & controls, food & beverage, aviation, and advanced manufacturing industries. These Centers of Excellence are supported by the State of Wisconsin, but are also influenced heavily by industry and academic partners. Wisconsin is excited for the opportunity to collaborate with the Company to establish a Center of Excellence dedicated to Technology. There has been great ongoing interest to pursue this course in recent years and the Company's presence in Wisconsin would provide the necessary impetus to develop a best-in-class facility.

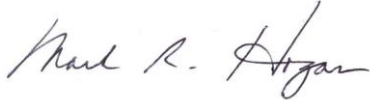


Led by Governor Walker, the Company will have the full support of all levels of government, as well as the academic and business communities in Wisconsin. We would commit to establishing a project team consisting of the various constituencies whose sole purpose will be to assist the Company in achieving success in Wisconsin.

The accompanying information represents a preliminary estimate, contingent upon the receipt of your completed application, WEDC's underwriting and review, the availability of funds, the legislative actions discussed earlier, and approval by WEDC's Board of Directors.

Thank you for this unique opportunity that will positively impact friendships and relationships for generations to come. It will be a distinct privilege to work with you and the Company to move this project forward in Wisconsin.

With best regards,

A handwritten signature in dark ink, appearing to read "Mark R. Hogan". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Mark R. Hogan  
Secretary & CEO

cc: Governor Scott K. Walker  
Tricia Braun, Deputy Secretary/COO  
Coleman Peiffer, Business and Investment Attraction Director