

Average Electric Rates

Metro Area	Cost/kWh
I&M—Michigan	\$.0771
Milwaukee	\$.0755
Chattanooga	\$.0535
Des Moines	\$.0477

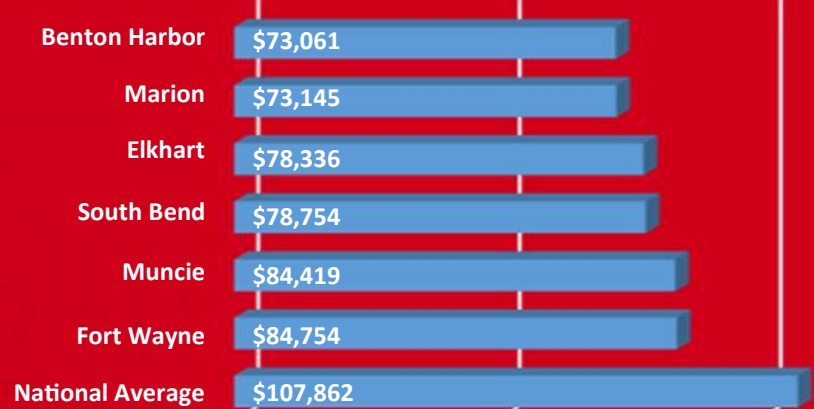
Source: Indiana Michigan Power, 2014

Annual Business Costs

Metro	Total Combined Cost
Milwaukee	\$8,054,529
Des Moines	\$7,022,049
Chattanooga	\$6,597,820
I&M Average	\$6,177,151

Source: Extrapolation of RSMean and Economic Development Data

Average Annual Salaries



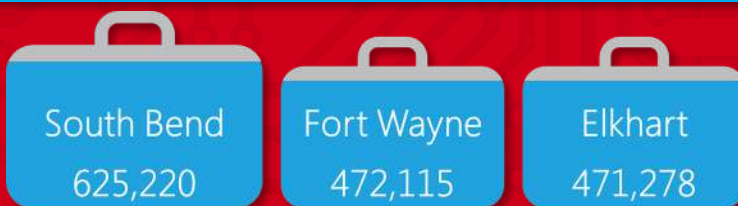
Source: EMSI Analyst 2014.3

Tax Environment

State	Overall Rank	Corporate Tax Rank	Sales Tax Rank
Indiana	8	22	10
Michigan	13	10	7
Tennessee	15	15	47
Wisconsin	43	33	14
Iowa	41	49	23

Sources: State and National Economic Development Websites

Labor Force



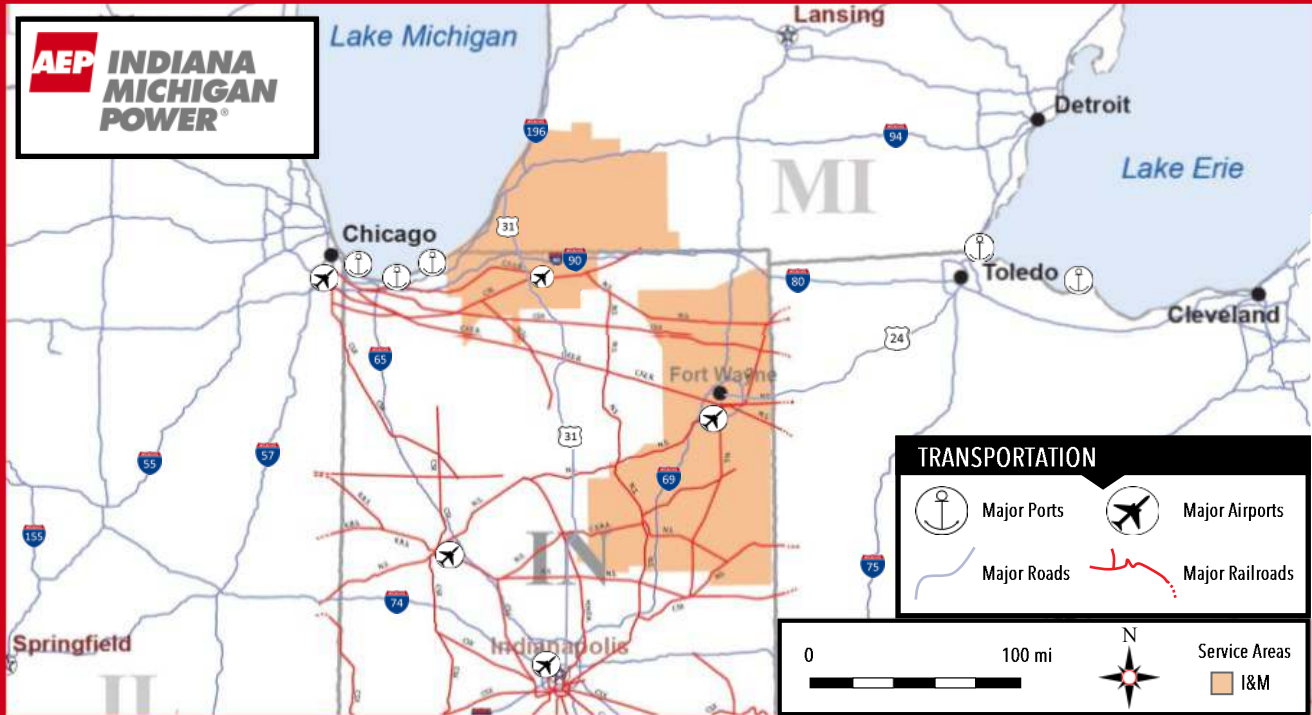
Source: BLS Local Area Unemployment Statistics, 2014

Tax Exemptions

Enterprise information technology equipment is exempt from Indiana business personal property tax. Requirements include a threshold investment amount of \$10,000,000 in real and personal property aggregated between the business entity, the lessor of qualified property, and the lessees of qualified property. The entity must also be located in an area designated as a high technology district area and provide an average wage at least 125% of the county average wage.

Free Cooling Days

Data centers in I&M regions are well positioned to take advantage of “free cooling” options to reduce Power Usage Effectiveness (PUE), a measurement of total energy load to IT load. According to the Data Center Site Qualification Program Phase I Report presented to AEP in 2012, a survey of 25 data centers revealed an average PUE of 1.83, with an ideal PUE of 1.0.



The road systems in the I&M service territory provide excellent access to a large number of municipalities across the midwest. In Benton Harbor, there is easy access and proximity to I-94 and I-196. This allows a data center the ability to be easily connected to both Chicago and several large communities in Michigan, including Grand Rapids, Kalamazoo, Battle Creek and Detroit. Several communities have easy access and proximity to I-80/I-90, including South Bend and Elkhart. This allows for a data center to have access to Chicago and several communities across northern Indiana into Ohio. Muncie and Marion offer access to the I-69 corridor, providing accessibility to Indianapolis, which can also connect to I-65, allowing for access all the way South to Louisville and beyond.

What makes the Indiana-Michigan workforce effective is their tenacious commitment to values and an unwavering work ethic. The welcoming region offers one of the most loyal, resilient and hard-working labor forces in the entire nation and provides an unmatched opportunity for many industries.



In addition, in 2012 Indiana became the first state in the industrial Midwest to pass right-to-work legislation, with Michigan following suit shortly thereafter. This creates an attractive environment for businesses to establish their operations in the state.