

# 01 Project and authority

Record the project, the people responsible and the decisions still available.

Type into the shaded fields or print and write. Save a local copy after entering data. Calculations are manual. Keep longer evidence and extra term records in separate attachments or saved copies.

|                                                                                   |                                       |
|-----------------------------------------------------------------------------------|---------------------------------------|
| <b>Community and state</b>                                                        | <b>Meeting date and version</b>       |
|                                                                                   |                                       |
| <b>Project name and site</b>                                                      | <b>Lead contact and role</b>          |
|                                                                                   |                                       |
| <b>Owner, developer, operator and proposed guarantor</b>                          |                                       |
|                                                                                   |                                       |
| <b>Current phase and proposed full buildout</b>                                   | <b>Next legal deadline and source</b> |
|                                                                                   |                                       |
| <b>What does the project need from us, and which authorized body controls it?</b> |                                       |
|                                                                                   |                                       |
| <b>Existing approvals, vested rights and matters outside local control</b>        |                                       |
|                                                                                   |                                       |
| <b>Authority reviewed by</b>                                                      | <b>Next action and owner</b>          |
|                                                                                   |                                       |

## 02 Evidence of leverage

Rate each item separately. Do not combine these into a single approval score.

Use 0 = absent or unknown, 1 = plausible but conditional, 2 = independently supported. Record the supporting document and date. A weak authority or readiness result remains a separate issue.

### Site advantage 1

**Score 0 to 2**    **Power timing and cost versus credible alternatives**



### Site advantage 2

**Score 0 to 2**    **Buildable land, water, access and fiber suitability**



### Community control 3

**Score 0 to 2**    **Public asset or discretionary transaction still required**



### Community control 4

**Score 0 to 2**    **Authority and process for relevant conditions confirmed**



### Project readiness 5

**Score 0 to 2**    **Operator, financing and credit support are credible**



### Project readiness 6

**Score 0 to 2**    **Utility path, project milestones and dependencies are supported**



**Our realistic alternative if no deal is reached**

# 03 Community priorities

Identify who is affected and establish the mandate for negotiations.

**Most affected neighborhoods and groups, including renters and nonparticipants**

**How they will be represented and how disagreements will be recorded**

**Priority 1 and intended recipients**

**Desired outcome and estimated cost**

**Priority 2 and intended recipients**

**Desired outcome and estimated cost**

**Priority 3 and intended recipients**

**Desired outcome and estimated cost**

**Non-negotiable outcomes or risks that money cannot offset**

**Who authorizes this mandate?**

**Public review or next meeting date**

# 04 Information request

Use this page as the cover sheet for the detailed request and evidence register.

Status key: verified, developer supplied, estimated or unknown. Include a source link or attachment number. A summary slide does not replace the underlying assumptions.

**Identity, corporate relationships, financing and project scope | Missing evidence, owner, due date and status**

**Power capacity, service timing, costs and contractual obligations | Missing evidence, owner, due date and status**

**Water demand, cooling, source, drought and discharge | Missing evidence, owner, due date and status**

**Noise, air, roads, construction and emergency response | Missing evidence, owner, due date and status**

**Taxes, incentives, infrastructure and public service costs | Missing evidence, owner, due date and status**

**Jobs, programs, ownership changes and closure | Missing evidence, owner, due date and status**

**Most important missing item and the decision it prevents**

# 05 Fiscal comparison

Prepare one sheet per public recipient. Use a year-by-year model for a real decision.

Government, district or utility receiving funds

Year, units and nominal or real dollars

Enter costs as positive numbers. Taxes are collectible amounts after existing exemptions, before the new discretionary abatement shown below. Baseline = current use; do not subtract it twice.

| Annual recurring item                         | Baseline | Offer | Counter |
|-----------------------------------------------|----------|-------|---------|
| A Taxes before new discretionary abatement    |          |       |         |
| B New discretionary abatement                 |          |       |         |
| C Contractual payments and public rent        |          |       |         |
| D Services and operations attributable to use |          |       |         |
| E Monitoring and administration               |          |       |         |
| F Annual net A - B + C - D - E                |          |       |         |

Annual increment over baseline = offer F minus baseline F, or counter F minus baseline F. Add other recurring costs or revenues as attachments; include debt only once.

Net year-zero cash flow by scenario

Annual increment over baseline by scenario

Horizon, discount rate and inflation

NPV of baseline, offer and counter

Depreciation, tax appeals, school offsets, restricted funds and one-time capital assumptions

NPV = year-zero net cash flow + sum of annual net cash flows divided by (1 + rate) to the relevant year power. Company investment, landowner proceeds and utility bill receipts are not interchangeable with net public value.

# 06 Downside cases

Record assumptions and who pays when the forecast fails. All calculations are manual.

Finance reviewer and model reference

Alternative use or no-deal baseline

## Base case

Key assumptions

NPV and public cash exposure

Protective term, responsible payer and remaining gap

## Two-year delay and partial buildout

Key assumptions

NPV and public cash exposure

Protective term, responsible payer and remaining gap

## Lower tax value or lower use

Key assumptions

NPV and public cash exposure

Protective term, responsible payer and remaining gap

## Default or early closure

Key assumptions

NPV and public cash exposure

Protective term, responsible payer and remaining gap

Do not give an uncertain guarantee full value. Identify the instrument, beneficiary, expiry and collection risk. Use an attachment for additional scenarios and year-by-year calculations.

# 07 Negotiating positions

Use separate saved copies for additional terms. This worksheet is not a binding offer.

For each ask, distinguish baseline cost recovery, impact mitigation and additional benefit. Record the lawful mechanism. Keep internal minimums appropriately restricted, subject to public records law.

**Priority 1 outcome, recipient and lawful mechanism**

| Opening ask | Target      | Minimum acceptable |
|-------------|-------------|--------------------|
| <div></div> | <div></div> | <div></div>        |

**What we can offer in exchange, and how we will verify delivery**

**Priority 2 outcome, recipient and lawful mechanism**

| Opening ask | Target      | Minimum acceptable |
|-------------|-------------|--------------------|
| <div></div> | <div></div> | <div></div>        |

**What we can offer in exchange, and how we will verify delivery**

**Priority 3 outcome, recipient and lawful mechanism**

| Opening ask | Target      | Minimum acceptable |
|-------------|-------------|--------------------|
| <div></div> | <div></div> | <div></div>        |

**What we can offer in exchange, and how we will verify delivery**

**Package-wide limits, unresolved terms and next counteroffer**

# 08 Electricity protections

Coordinate this page with the utility, regulator and independent adviser.

|                                                                                        |                                               |
|----------------------------------------------------------------------------------------|-----------------------------------------------|
| <b>Utility, regulator and applicable tariff</b>                                        | <b>Study and service agreement references</b> |
|                                                                                        |                                               |
| <b>IT load by phase in MW</b>                                                          | <b>Total facility and import MW by phase</b>  |
|                                                                                        |                                               |
| <b>Annual MWh and ramp schedule</b>                                                    | <b>Service date and remaining conditions</b>  |
|                                                                                        |                                               |
| <b>Dedicated and shared upgrade costs, allocator, payer and cost-shifting exposure</b> |                                               |
|                                                                                        |                                               |
| <b>Minimum billing, cancellation and exit obligations with duration</b>                |                                               |
|                                                                                        |                                               |
| <b>Collateral or guarantee, beneficiary, amount, expiry and renewal</b>                |                                               |
|                                                                                        |                                               |
| <b>Verified flexibility, emergency curtailment and generation restrictions</b>         |                                               |
|                                                                                        |                                               |
| <b>Independent reviewer and conclusion</b>                                             | <b>Open issue, owner and due date</b>         |
|                                                                                        |                                               |

A household assistance fund does not establish that utility costs are fairly allocated. MW is capacity; MWh is energy. A local agreement cannot guarantee regional electricity prices.

# 09 Water protections

Use provider and engineering evidence for hot weather, drought and full buildout.

|                                                                                   |                                                  |
|-----------------------------------------------------------------------------------|--------------------------------------------------|
| <b>Provider, source and basin</b>                                                 | <b>Cooling design and rejected heat pathway</b>  |
|                                                                                   |                                                  |
| <b>Annual withdrawal and consumption</b>                                          | <b>Peak day and peak hour use with units</b>     |
|                                                                                   |                                                  |
| <b>Potable and reclaimed volumes</b>                                              | <b>Discharge volume, destination and quality</b> |
|                                                                                   |                                                  |
| <b>Provider capacity confirmation, cumulative demand and fire-flow assessment</b> |                                                  |
|                                                                                   |                                                  |
| <b>Absolute limits, metering points, reporting and enforcement authority</b>      |                                                  |
|                                                                                   |                                                  |
| <b>Drought stages, curtailment actions, priority and responsible party</b>        |                                                  |
|                                                                                   |                                                  |
| <b>Upgrade and operating costs, payer, security and household exposure</b>        |                                                  |
|                                                                                   |                                                  |
| <b>Technical reviewer and document</b>                                            | <b>Unresolved issue and due date</b>             |
|                                                                                   |                                                  |

# 10 Neighbors and opportunity

Select measurable commitments and an accountable delivery owner.

## Noise air and construction

**Locations, baseline, measurement and limit**

**Monitoring, complaint route and corrective action**

## Safety and public services

**Required equipment, staffing, training and cost**

**Payer, delivery date and readiness check**

## Jobs and skills

**FTEs or labor hours, wages, local definition and training seats**

**Provider, reporting, placements and missed-target remedy**

## Community programs

**Priority beneficiaries, program, annual budget and duration**

**Administrator, eligibility, maintenance and public reporting**

Separate required mitigation from additional benefits. Address housing, traffic and vulnerable households if local evidence shows material impacts. Attach additional programs as needed.

# 11 Enforceable commitments

Complete one record per material promise. Use separate saved copies for extra records.

## Obligation record 1

Commitment and metric

Controlling document and section

Obligor and beneficiary

Start, due dates, term and escalation

Evidence, reporting schedule, reviewer and audit access

Notice, cure, remedy, enforcer and funded enforcement route

Security, transfer and closure survival requirements

## Obligation record 2

Commitment and metric

Controlling document and section

Obligor and beneficiary

Start, due dates, term and escalation

Evidence, reporting schedule, reviewer and audit access

Notice, cure, remedy, enforcer and funded enforcement route

Security, transfer and closure survival requirements

Counsel must confirm authority, valid consideration, remedies and signatures. Advisory committees need an actual enforcement party. Verify financial backing before the community becomes exposed.

# 12 Decision and follow through

Mark a box only when the item is complete. An unchecked gate stays unresolved.

- ☐ Authority, existing rights and required approvals reviewed
- ☐ Material project facts independently reviewed and gaps identified
- ☐ Fiscal comparison and downside exposure accepted by the responsible body
- ☐ Power, water and neighborhood requirements adequately resolved
- ☐ Final agreements, exhibits and side letters available for required review
- ☐ Correct parties and effective financial security verified
- ☐ Public input, conflicts and required decision procedures documented
- ☐ Compliance owner, budget, reporting and enforcement route established

**Decision or recommendation and reasons**

**Remaining conditions and what must happen before commitment or closing**

**Authorized decision body and date**

**Compliance administrator and backup**

**First payment or milestone date**

**Security review or renewal date**

**Public reporting location, next review date and action owner**

Options include proceeding, seeking revisions, deferring a discretionary commitment or declining through the lawful process. This worksheet records planning decisions and does not replace executed agreements.