VEGI CLIENT PIPELINE 2007~2016

Total: 363
$100 Million (Potential)

From all Inquiries to Active Projects

Applications: 105
$72.7 Million

Authorized: 83
$54.6 Million

Incentives Authorized $54.6 M; 83; 79%

Why Terminated: 38

- Did Not Meet PRs 20, 53%
- Did not File Claim 18, 47%

Project Status: 38

- Operating 24, 63%
- Closed 7, 18%

Denied $2.2 M; 5; 5%
Rescinded $4.4 M; 10; 9%
Withdrawn $1.3 M; 7; 7%

Active
$37.4 M; 45; 54%

Terminate
$17.9 M; 21; 46%

No Project
7, 18%

Active: 45
$37.4 Million

Projects Started in 2015, Per Claim File in 2015 9, 20%
All Incentives Earned and Paid
(may be paid in 2016-2018) 5, 14%
SRB Saving (2011-2014) 20, 44%
Property not Paid
Commenced (2015-may) 7, 18%

By Calendar Year

From all Inquiries to Active Projects

<table>
<thead>
<tr>
<th>Year</th>
<th>Active</th>
<th>Terminated</th>
<th>Rescinded</th>
<th>Denied</th>
<th>Withdrawn</th>
<th>Pre-Application</th>
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</table>
VEGI CLIENT PIPELINE 2007~2016

By Type of Project
From all Inquiries to Active Projects

TOTAL: 363
- Domestic Expansion: 171 (47%)
- Recruitment/Relocation: 90 (25%)
- Recruitment/Expansion: 34 (9%)
- Start-Up: 9 (3%)
- Plant Re-Start: 9 (3%)

APPLICATIONS: 105
- Domestic Expansion: 54 (51%)
- Recruitment/Relocation: 19 (18%)
- Recruitment/Expansion: 12 (12%)
- Start-Up: 10 (9%)
- Plant Re-Start: 5 (5%)

AUTHORIZED: 83
- Domestic Expansion: 48 (58%)
- Recruitment/Relocation: 14 (17%)
- Recruitment/Expansion: 9 (11%)
- Start-Up: 6 (7%)
- Plant Re-Start: 4 (5%)

ACTIVE: 45
- Domestic Expansion: 32 (71%)
- Recruitment/Relocation: 6 (13%)
- Recruitment/Expansion: 4 (9%)
- Start-Up: 1 (2%)
- Plant Re-Start: 1 (2%)
Non Vermont Origin Profile
From all Inquiries to Active Projects

By Origin: 135

By Foreign or US Domestic: 135

Foreign

US Domestic

61%

83%

39%

52%