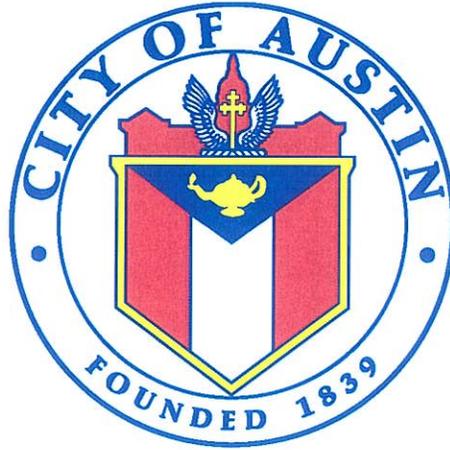


Austin, Texas



Business Information Form

Office of Economic Development
"Investing in Austin's Future"

Date Received: _____

Project: _____



Instructions

The Business Information Form is intended for internal City of Austin economic development analysis and efforts will be made to restrict circulation of the information included on the form to appropriate members of the City of Austin Office of Economic Development. However, please note that the Texas Open Records Act provides that information collected, assembled, or maintained by the City under a law or ordinance or in connection with the transaction of official business is generally considered to be public information. However, the Texas Public Information Act does provide that information relating to economic development negotiations with a business prospect is withheld from disclosure unless and until an agreement is reached. If an agreement has been reached and is ready for City Council consideration, this document will be posted to the City of Austin's website for public disclosure.

Questions or Comments

Please contact

Ben Ramirez

Acting Economic Development Manager

ben.ramirez@austintexas.gov

301 West 2nd Street

Suite 2030

Austin, TX 78701

(P) 512-974-6416

(F) 512-974-7825



Company Information

Company Name: National Instruments Corporation

Parent Company: National Instruments Corporation

Headquarters Location: City: Austin State: Texas

Contact Name: First Name: David Last Name: Hugley

Contact Title: Vice President

Mailing Address: 11500 N. Mopac Expressway

City: Austin State: TX

Zip: 78759

Phone: 512-683-5713 Fax: 512-683-6913

Mobile: 512-751-3334 Other Phone: 512-683-0100

Email Address: david.hugley@ni.com Website: ni.com

Business Description:

Since 1976, National Instruments (www.ni.com) has equipped engineers and scientists with tools that accelerate productivity, innovation and discovery. National Instruments provides a software and hardware platform that speeds the development of any system needing measurement and control. The company's long-term vision and focus on improving society through its technology supports the success of its customers, employees, suppliers and shareholders.

Federal Tax ID Number: 74-1871327 NAICS: 334110 SIC: 7372

Company Age: 36 years

Business Structure: Private Public Ticker Symbol NATI

Number of Austin Locations: 1 U.S. Locations: 14 Global Locations: 45



Project Information

Are the company and the Project located in the Desired Development Zone: Yes No

Will the company comply with current City of Austin water quality regulations for the Project and during the term of an incentive agreement: Yes No

Please describe the Project:

Austin is being considered as a potential location for National Instruments to make a significant investment in research and development including the hiring of engineering and technology jobs. This project includes a 300,000 square-foot facility on approximately 8.1 acres (see attachment) adjacent to the current site to house 1,000 new staff and engineering support. The project would result in hiring before completion of the new building, thus requiring temporary lease space until completion. This project is in competition with Malaysia, and timing of the investment location selection is critical with a decision needed by mid-February.

Is the company considering other Texas Locations? Yes No

Is the company considering other U.S. Locations? Yes No

Is the company considering other Global Locations? Yes No

If the company is considering other locations, please list below:

Penang, Malaysia. We have recently opened a new facility in Malaysia with a significant number of engineering employees and we may expand there as an alternative.

Market for Product of Activity: Local State U.S. Global

Location of Planned Investment:

Location of Planned Investment:
If Austin is selected the proposed location is adjacent to our existing facility at 11500 N. MoPac Expressway (MoPac at Braker & Duval)



Project Timeline

Expected Start Date: 07/01/2013

Expected Complete Date: Building completed Q4 2015, hiring not complete until 2025

Project Capital Investment (U.S. Dollars)

Leasing Plans: Yes No

Land: Owned Total Acres: 8.1 acres

Building: approximately \$80 million Square Feet: 300,000

Investment Schedule

(Please provide a 10-year list of the following items.)

<u>Year</u>	<u>Land</u>	<u>Building Materials</u>	<u>M&E</u>	<u>FF&E</u>	<u>Taxable Inventory</u>	<u>Construction Labor</u>	<u>Total</u>
<u>2014</u>	<u>-0-</u>	<u>\$4.0 m</u>	<u>---</u>	<u>---</u>	<u>---</u>	<u>\$8.0 m</u>	<u>\$12.0 m</u>
<u>2015</u>	<u>-0-</u>	<u>\$10.079 m</u>	<u>\$23.115 m</u>	<u>\$10.238 m</u>	<u>---</u>	<u>\$24.850 m</u>	<u>\$68.282 m</u>
TOTALS	<u>-0-</u>	<u>\$14.079 m</u>	<u>\$23.115 m</u>	<u>\$10.238 m</u>	<u>-----</u>	<u>\$32.850 m</u>	<u>\$80.282 m</u>

PROJECT TOTAL \$80.282 m

For M&E and FF&E, please indicate how much (if any) of the amounts indicated above will be purchased locally, and therefore subject to sales tax.

M&E: 100%

FF&E: 64%



Depreciation Schedule

<u>Item</u>	<u>Years</u>	<u>Percent per Year</u>	<u>Item</u>	<u>Years</u>	<u>Percent per Year</u>
M&E	<u>40</u>	<u>18%</u>	Building	<u>40</u>	_____
FF&E	<u>7</u>	<u>45%</u>	Other	_____	_____

Job Categories and Wage Distributions

Job Category	Number of Jobs (employed by company)	Number of Jobs (vendor or contract)	Average Annual Wages	Percent to be Locally Hired
Executive		-0-		
Manager		-0-		
Supervisor	150	-0-	\$92,979.63	35%
Staff	850	-0-	\$69,734.73	35%
Entry Level		-0-		

What is the expected average wage for the lowest paid 10% of local workers? \$40,000

Job Creation Schedule

(Please provide a 10-year list of new jobs created and wage information – *EXCLUDE BENEFITS*).
For Existing Jobs, will the jobs leave the area if the project does not move forward? Yes ___ No X ___

<u>Year</u>	<u>Existing Jobs</u>	<u>New Jobs</u>	<u>Total Jobs</u>	<u>Average Annual Wage</u>	<u>Median* Annual Wage</u>
<u>2013</u>	<u>2440</u>	<u>51</u>	<u>2491</u>	<u>63,000</u>	<u>55,667</u>
<u>2014</u>	<u>2491</u>	<u>91</u>	<u>2582</u>	<u>64,890</u>	<u>57,277</u>
<u>2015</u>	<u>2582</u>	<u>94</u>	<u>2676</u>	<u>66,837</u>	<u>58,935</u>
<u>2016</u>	<u>2676</u>	<u>98</u>	<u>2774</u>	<u>68,842</u>	<u>60,643</u>
<u>2017</u>	<u>2774</u>	<u>101</u>	<u>2875</u>	<u>70,907</u>	<u>62,402</u>
<u>2018</u>	<u>2875</u>	<u>105</u>	<u>2980</u>	<u>73,034</u>	<u>64,214</u>
<u>2019</u>	<u>2980</u>	<u>109</u>	<u>3089</u>	<u>75,225</u>	<u>66,081</u>
<u>2020</u>	<u>3089</u>	<u>113</u>	<u>3202</u>	<u>77,482</u>	<u>68,003</u>
<u>2021</u>	<u>3202</u>	<u>117</u>	<u>3319</u>	<u>79,807</u>	<u>69,983</u>
<u>2022</u>	<u>3319</u>	<u>121</u>	<u>3440</u>	<u>82,201</u>	<u>72,023</u>

*The median annual wage is calculated on new jobs only.



Service Requirements

Electric

Peak Monthly Demand in Kilowatts (KW): 1,420

Average Monthly Usage in Kilowatt Hours (kWh): 686,000

Average Monthly Load Factor: 64%

Dual Feed Required: Yes (existing) No

Current Rate (cents per kWh): \$0.07/KWH per long term contract

Water

Average Monthly Usage: 571,000 gallons

Meter Size: 4" feed reduced to 3" at meter

Waste Water

Average Monthly Discharge: 250,000 gallons

Miscellaneous

Building Size: 300,000 sf Manufacturing Space: none

Office Space: 266,000 sf Ceiling Heights: 10'-0"

Acres: 8.1 acres Docks/Type: 1 - general purpose

Parking Requirements: 1160 spaces

Rail: Yes No Interstate: Yes No n/a

Commercial Airport: Yes No Fiber: Yes (existing)

Does the company intend to locate near transit developments or transportation hubs, such as bus stops, rail stations, or park & rides?

Yes (existing) No

If the company answered no to the question above, would the company be interested in learning more about transit developments and transportation hubs in and around the City of Austin?

Yes No



Economic Impact of Project

Will the Project Generate:

Property Tax:

Land: Yes No
Building: Yes No
M&E: Yes No
Inventory: Yes No

Local Sales Tax: Yes No

State Sales Tax: Yes No

Total annual company purchases subject to local sales tax:

Economic Impact of Project: If Austin is selected the projected local expenditures for the project will be approximately \$5 million.

(For example: office supply purchases, operating expenses, and taxable professional services)

Indirect Local Revenue: Yes No

Describe:

This project will generate additional revenue including electric, water and any other local utilities or similar services.

Other Local Revenue: Yes No

Describe:

If Austin is selected local revenue will be generated as a result of in discretionary spending of the new employees.

Does the company have either of the following: (1) Historical data that demonstrates that the company has been successful in achieving diversity in vendor contracting through its existing programs or policies, or (2) A policy or plan for establishing goals for diversity in vendor contracting: Yes No

If so, please describe the historical data or policy/plan and attach the historical data or policy/plan:

National Instruments has an Annual Commercial Subcontracting Plan which includes small business, Veteran-owned and service disabled veteran owned, hub zone small business, small disadvantaged and women owned business.

<http://www.ni.com/company/suppliers/supplierdiversity.htm>



Employee Benefits and Labor Force Practices

- | | |
|---|---|
| <input checked="" type="checkbox"/> <input type="checkbox"/> Health Insurance | <input checked="" type="checkbox"/> <input type="checkbox"/> Life Insurance |
| <input checked="" type="checkbox"/> <input type="checkbox"/> Dental Insurance | <input checked="" type="checkbox"/> <input type="checkbox"/> Prescription Drug Plan |
| <input type="checkbox"/> Retirement Plan | <input checked="" type="checkbox"/> <input type="checkbox"/> Vision |
| <input checked="" type="checkbox"/> <input type="checkbox"/> 401(k) | <input checked="" type="checkbox"/> <input type="checkbox"/> Flexible Spending Accounts |
| <input checked="" type="checkbox"/> <input type="checkbox"/> Paid Leave | <input checked="" type="checkbox"/> <input type="checkbox"/> Tuition Reimbursements |
| <input type="checkbox"/> Pension | <input checked="" type="checkbox"/> <input type="checkbox"/> Disability |
| <input checked="" type="checkbox"/> <input type="checkbox"/> Counseling | <input checked="" type="checkbox"/> <input type="checkbox"/> Other: <u>On-site medical clinic</u> |

Please describe training provided to employees:

Superior employee development (SED) is one of three important components to the "NI people advantage" the other two aspects are recruiting the best and brightest and maintaining a great work environment. The focus on employee development involves providing opportunities to grow through challenging work and career path opportunities. Training is very important to NI and our employees. The average number of training hours per employee for 2012 was approximately 40 hours.

Does the company provide opportunities for employee advancement: Yes No
Describe:

Our program includes 30 hours directed toward growth and development opportunities for our employees. We estimate 80% of our employees are promoted during their career at NI.

Are there funds for additional employee education (tuition match, etc.): Yes No
Describe:

NI's tuition reimbursement program includes reimbursement up to a maximum of \$7,500 per year.

Does the company actively promote diversity in hiring and promotion: Yes No
Describe:

NI also demonstrates constant respect for the variety of cultures of our employees. At last count, employees working at NI corporate headquarters in Austin represent more than 60 national origins, which reflects the success of our Affirmative Action Plan. To help capture inclusiveness and respect for cultural differences by all employees, NI now offers a Cultural Awareness training course.



Does the company provide non-discrimination policies that include both sexual orientation and gender identity: Yes No

If so, please describe and attach the company policy(ies):

National Instruments is an equal opportunity employer. NI is committed to providing a work environment free of discrimination on the basis of race, gender, age, religion, sexual orientation, disability, veteran status or national origin.

Does the company provide domestic partner benefits to their lesbian, gay, bisexual, and transgender employees and their families: Yes No

If so, please describe and attach the company policy(ies):

National Instruments offers domestic partner benefits to same sex couples.

Does the company have either of the following: (1) Historical data that demonstrates that the company has been successful in achieving diversity in hiring through its existing programs or policies, or (2) A policy or plan for establishing goals for diversity in hiring: Yes No

If so, please describe the historical data or policy/plan and attach the historical data or policy/plan:

National Instruments maintains an Affirmative Action Plan from year to year and complies with that program. National Instruments has been listed on the Best Places to Work list in Fortune magazine for 13 consecutive years. In 2011, NI was named among the top 25 companies to work for in the world by Great Places to Work.

Cultural/Quality of Life Considerations

Does the company actively encourage volunteer/charitable efforts or have a cultural outreach program: Yes No

Describe:

Last year's total contributions were \$1.8 million and in addition our Spring Volunteer Campaign had 248 volunteers completing more than 900 hours of volunteer service. NI inspires and prepares today's students to become tomorrow's innovators by investing heavily in improving STEM education, engaging students with technology and equipping educators with resources to teach engineering concepts in a fun, hands-on way. In addition to developing the software that powers LEGO MINDSTORMS, NI is a strategic partner to *FIRST*, and key technology supplier to Project Lead The Way and the Infinity Project. Locally, NI partners with many non-profits, including the Austin Children's Museum, Breakthrough Austin, GirlStart and the Boys and Girls Club.

Does the company provide assistance to employees to utilize alternative transportation (subsidized bus passes, bike parking, incentives, etc.): Yes No



Describe:

National Instruments provides on-site car charging stations, bicycle paths and parking.

Is the company willing to work with organizations specializing in the development of a local recruitment strategy for ex-offenders: Yes No
(for this project)

Green Building Initiatives

Does the Project meet Austin Energy Green Building Program 2-Star rating or USGBC LEED Certified rating: Yes No

Describe:

Should we select Austin as our final site, our design plans will include criteria and tangibles to achieve LEED Certification.

Signature

Please provide any additional thoughts or comments related to your project that could be pertinent to the evaluation process.

National Instruments has been a hi-tech leader for more than 35 years. As the company continues to grow and invest in research and development we must hire more engineers and technology specialists to stay competitive in the test and measurement industry. Our company has a significant global footprint, operating throughout the US, Canada and 45 other countries, and is considering an expansion in either Austin, Texas or Penang, Malaysia.

NI's commitment to solving global and local engineering challenges - like SpaceX and Formula 1 - contributes to high job satisfaction among employees. The NI collaborative culture has resulted in the company being among Fortune's 100 Best Places to work for 13 consecutive years.

To the best of my knowledge, the information included in this City of Austin Business Information Form is true and correct, as evidenced by my signature below.

Signature: _____

12.04.12