



# Gahanna

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REQUEST FOR TAX ABATEMENT - PIONEER DEVELOPMENT  
PRESENTATION TO CITY COUNCIL  
JUNE 15, 2026

# Abatement Framework

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- A CRA property tax abatement is a discount on future taxes.
- Tax abatements aren't just ways for companies to meet their financial needs. They are also an opportunity for the City to work toward its strategic goals.
- They are a negotiated agreement of mutual benefit... a business deal.
- Each side also has to limit its risk of failure.

# Topics to Cover

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- Project introduction
- What are the terms of the business deal?
- What are the benefits to the City?
- How have we minimized risk?

# Project Introduction

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# Company Intro

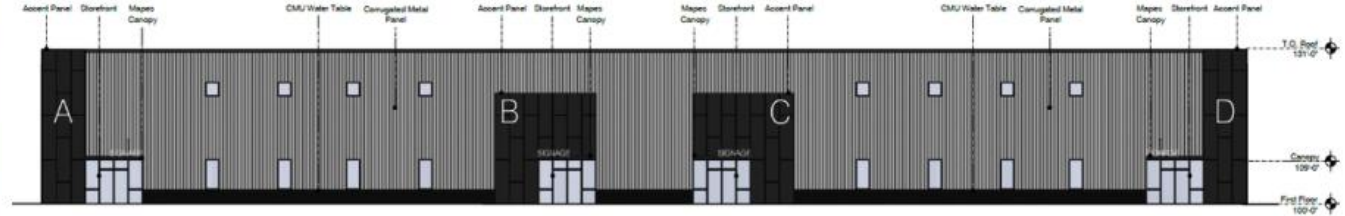
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- Joint Venture - Pioneer Development & Frances Family Investments (DeBellis)
- Regional projects & local ownership
  - Only have projects in Columbus Region
- Demonstrated success
  - Completed total of 400,000 SF - Marysville (2), Plain City, Grove City, Delaware (pending)

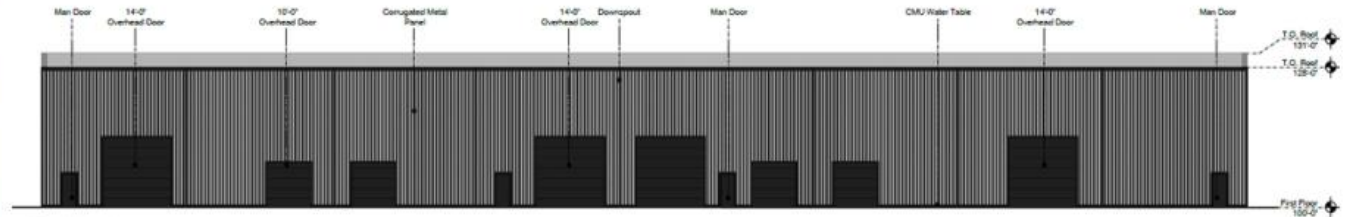
# Project Details



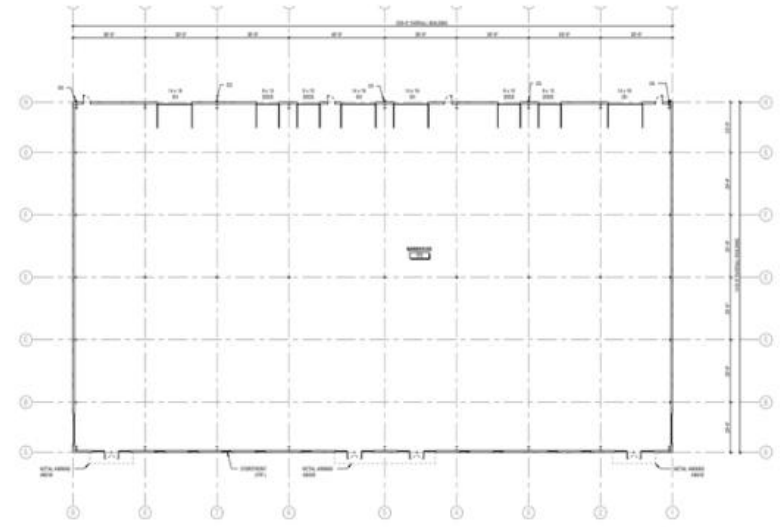
Street: Deffenbaugh Court  
Parcel ID: 025-014174  
Acres: 3.889 Acres  
Zoning: Innovation & Manufacturing (IM)



North Elevation  
SCALE: 1/8" = 1'-0"



South Elevation  
SCALE: 1/8" = 1'-0"



- Flexible multi-tenant design with suites ranging from 8,000-35,000sf
- Rear loading (minimum 1 dock and 1 drive-in per tenant suite)
- Office space built-to suit
- ESFR sprinkler system

# Company Introduction

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- David Sells – Partner – Pioneer Development



**Dave Sells, Partner**  
*Cleveland, OH*



**Aamer Patel, Partner**  
*New York, NY*



**Andrew DeBellis, Partner**  
*New Albany, OH*



**Adam DeBellis, Partner**  
*Columbus, OH*

# Terms of the Agreement

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WHAT DOES EACH SIDE GET?

# Terms of Agreement

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## THE COMPANY GETS:

- 75% Abatement for 10 Years
- 2-year ramp-up period for minimum payroll
- Gap financing to make rent affordable

## THE CITY GETS:

- \$4.9 MM in new construction
- 18 Jobs
- \$10.45 MM in guaranteed minimum payroll
- \$55,000 annual salary
- Discretionary assignability
- \$1,000 annual contribution to CIC

# Benefits to the City

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IS THIS A GOOD DEAL FOR THE CITY?

# Benefits

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- Aligns w. Our Gahanna & Economic Development Strategy
- **Acceptable** return per acre: \$265,000
- Net fiscal impact: +\$366,052 over abatement term
- **Average** jobs per square foot ratio
- **Above Average** pay for likely minimum jobs
- Meets market demand – 2.9% regional vacancy
- Efficient use of small lot
- Use fits the area
- Local owner & existing business

# VALUE PER ACRE CALCULATION

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ANNUAL OUTPUTS (INCOME TAX, INCREASED VALUE, PILOTS, NCA ETC.)



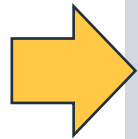
TOTAL PARCEL ACREAGE



VALUE PER  
ACRE

# VPA MATRIX

TIER	CATEGORY	DESCRIPTION	POLICY SIGNAL	QUARTILE	RATE %	TERM	VPA (\$)	TYPICAL USES
1	PREMIER	Reserved for the City's most fiscally productive land users. A likely catalyst project or comparatively major jobs and investment project.	MAXIMIZE INVESTMENT	4	100	15	525,000+	High efficiency, high value - HQ or corporate office campuses, high employment professional service hubs, Dense Class A innovation, Medical campuses, Vertical mixed use, Advanced manufacturing with high payroll.
2	STRONG	Solid fiscal return & efficient land use. Businesses represent growth opportunities or economic drivers.	PRIORITY SUPPORT	3	85-99	12-14	350,000 - 525,000	Modern Suburban office (Class A/B), smaller scale destination medical office, denser multi-tenant office clusters, mixed use nodes, higher employment light industrial.
3	MODERATE	Typical strong performance. Projects fall within the "average" category, which means moderate performance but a project that advances the economy of the City.	TARGET BASELINE	2	70-84	10-11	200,000 - 350,000	Traditional light industrial with moderate employment, Older suburban style office park, retail centers w. mixed service, smaller flex industrial w. office component.
4	ACCEPTABLE	High acreage/ low payroll per acre but alignment with goals or sectors make it worthy of an incentive	LIMIT ASSISTANCE	1	50-69	7-9	<200,000	Large parcel single story buildings w. high outdoor space needs, low intensity industrial, older strip centers, logistics & distribution, contractor yards. Legacy retention



# Risk Reduction

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HOW CAN WE ENSURE THIS HAPPENS?

# Risk Reduction

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## QUANTITATIVE EVALUATION

- **Ensured** - Guaranteed income tax collections
- **Verified** - Targeted abatement to be “just enough”
- **In Demand** - Demonstrated market-based need
- **Ensured** - Assignment approval by Council

## QUALITATIVE EVALUATION

- Governance Structure:
  - **Effective** - *Demonstrates that applicant is legally accountable and responsive.*
- Project Viability:
  - **High** – *Applicant has demonstrated experience and wherewithal to build project.*
- Regulatory Compliance & Financial Wherewithal:
  - **High** – *Company demonstrates regulatory compliance & sound financial practices.*

# APPROVAL CALENDAR

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June 15 – Committee Meeting

July 6 – First Reading

July 20 – Second Reading & Adoption