

RESOLUTION

WHEREAS, **EXEL INC. D/B/A DHL SUPPLY CHAIN (USA)** or an affiliate (the “Company”) wishes to finance the development of an approximately 239,000 square foot warehouse and distribution center to be located on Bohannon Road in the City of Fairburn, Fulton County, Georgia (the “Project”) and wishes to have the **DEVELOPMENT AUTHORITY OF FULTON COUNTY** (the “Authority”) issue its taxable revenue bonds to provide financing for such purposes; and

WHEREAS, an Inducement Letter attached hereto has been presented to the Authority under the terms of which the Authority agrees, subject to the provisions of such Inducement Letter, to issue its revenue bonds for the aforementioned financing purpose.

NOW, THEREFORE, BE IT RESOLVED BY THE DEVELOPMENT AUTHORITY OF FULTON COUNTY:

1. That the Chairman or Vice Chairman of the Authority is hereby authorized to execute an Inducement Letter with the Company, in substantially the form attached hereto, or with such changes therein as shall be approved by the officers executing the same. The Authority expressly finds that the Project will further the Authority’s public purpose in furtherance of the development of trade, commerce, industry and employment opportunities as set forth in the Development Authorities Law of the State of Georgia (O.C.G.A. § 36-62-1, et seq.) and more specifically the Project is being approved under O.C.G.A. § 36-62-2(6)(N).

2. That the officers, employees and agents of the Authority are hereby authorized to take such further action as is necessary to carry out the intent and purpose of the Inducement Letter as executed and to cause its taxable revenue bonds to be issued upon the terms and conditions stated in the Inducement Letter, which is hereby made a part of this Resolution.

3. That the Authority finds, considers and declares that the issuance and sale of such revenue bonds for the purpose set forth in this Resolution will be appropriate and consistent with the objectives of the laws of the State of Georgia, and that the adoption of this Resolution is and constitutes the Authority's declaration of “official intent” (within the meaning of Treasury Regulation Section 1.150-2) toward the issuance of the revenue bonds referred to above.

ADOPTED this 26th day of March, 2019.

DEVELOPMENT AUTHORITY OF FULTON COUNTY

[S E A L]

By: _____
Chairman

A T T E S T:

By: _____
Secretary

Inducement Resolution – *Exel Inc. d/b/a DHL Supply Chain (USA)*

I hereby certify that I am the Secretary of the Development Authority of Fulton County, and that the foregoing is a true and correct copy of a Resolution duly adopted by said Authority at a duly held meeting.

This 26th day of March, 2019.

Secretary
Development Authority of Fulton County

March 26, 2019

Exel Inc. d/b/a DHL Supply Chain (USA)
570 Polaris Parkway
Westerville, Ohio 43082

Ladies and Gentlemen:

The Development Authority of Fulton County (the “Authority”) is informed that **EXEL INC. D/B/A DHL SUPPLY CHAIN (USA)** or an affiliate (the “Company”) is considering financing the development of an approximately 239,000 square foot warehouse and distribution center to be located on Bohannon Road in the City of Fairburn, Fulton County, Georgia (the “Project”) and that the proposed project will permit the creation (by the tenants of the Project) of approximately 75 full-time jobs (based upon the Company’s comparison of the Project to similar developments) and 200 to 250 construction jobs in Fulton County. It is our understanding that the availability of revenue bonds or similar financing in Fulton County for the purpose of facilitating the Project is a factor under consideration by the Company in connection with the feasibility of the Project.

As a result of our discussions with your officers and agents, the Authority has determined that its issuance of revenue bonds to assist the Company in financing the proposed Project will develop and promote for the public good and general welfare trade, commerce, industry and employment opportunities in Fulton County and promote the general welfare of the State of Georgia, and, therefore, by assisting the financing of the proposed Project, the Authority will be acting in furtherance of the public purpose for which it was created.

Accordingly, the Authority agrees to issue its revenue bonds, subject to the following terms and conditions:

1. The Authority will issue its taxable revenue bonds in the aggregate principal amount of no greater than \$12,900,000 (the “Bonds”) for the purpose of paying the costs of the planning and implementation of the proposed Project.

2. The terms of the Bonds (maturity schedule, interest rates, denominations, redemption provisions, etc.) will be determined by bond purchase contracts to be entered into between the Authority and the proposed purchaser or purchasers of the Bonds, subject to the approval of the Company.

3. Simultaneously with the delivery of the Bonds, the proposed Project will be leased by the Authority to the Company and the proceeds from the sale of the Bonds will be utilized by the Company, in its capacity as tenant, to enable it to plan and implement the proposed Project, and the terms and provisions of such lease agreement will be substantially in the form generally utilized in connection with such financial undertakings, as agreed upon by the Authority and the Company. Such lease agreement (hereinafter referred to as the “Basic Security Document”) will contain, in substance, the following provisions:

(a) The Basic Security Document will be dated contemporaneously with the Bonds to be issued by the Authority and the term of the Basic Security Document will coincide with the terms of the issued Bonds. It is anticipated that the term of the Basic Security Document will commence on the

issuance of the Bonds and terminate on December 31 of the tenth (10th) calendar year after the year in which a certificate of occupancy is issued for the first occupant of the Project.

(b) The amounts payable under the Basic Security Document may be paid directly to a corporate trustee designated by the Company and approved by the Authority (the “Corporate Trustee”) at such times and in such amounts as will be timely and sufficient to pay the principal of, redemption premium (if any) and the interest on the Bonds as the same become due and payable. The obligation of the Company to make all payments required under the Basic Security Document will be absolute and unconditional after the delivery of the Bonds.

(c) At the request of the Authority, the proceeds from the sale of the Bonds may be deposited in a construction fund to be held by the Corporate Trustee and disbursed pursuant to requisitions in accordance with the requirements of the Basic Security Document. During the construction period, moneys in the construction fund may be invested in obligations which represent legal investments for proceeds of the Bonds.

(d) The Company will be permitted to replace or substitute obsolete or worn out machinery, equipment and related personal property which constitutes part of the proposed Project or add additional machinery, equipment and related personal property as part of the Project.

(e) The Company will pay any taxes, assessments or utility charges which may be lawfully levied, assessed or charged upon the Company, the Authority, the proposed Project, or the payments under the Basic Security Document, if such taxes, assessments or charges would result in a lien or charge upon the proposed Project or the revenues of the Authority therefrom.

(f) Subject to such other additional requirements as may be set forth in the Basic Security Document, the Company will keep the proposed Project insured against loss or damage or perils generally insured against in comparable circumstances by industries similar to the Company, and will carry general commercial liability insurance covering personal injury, death, or property damage with respect to the proposed Project, but may, under certain limited circumstances be self-insured to the extent permitted in the Basic Security Document.

(g) The Basic Security Document will provide that in the performance of the covenants contained therein on the part of the Authority, any obligations it may incur for the payment of money will not be a general debt on its part or of Fulton County, but will be payable solely from the specific payments received under such Basic Security Document or from proceeds of the Bonds, insurance proceeds and condemnation awards.

(h) The Basic Security Document will contain covenants providing for the indemnification of the Authority and the individual members and officers thereof by the Company, and such other affiliated or related entity or person as may be reasonably requested by the Authority, as provided in item 9, below.

4. The Authority may enter into a trust indenture with the Corporate Trustee, and such trust indenture will pledge such loan agreement, and the amounts derived or derivable by or on behalf of the

Authority pursuant thereto, to the Corporate Trustee for the benefit of the bondholders, and the terms of such trust indenture shall be agreed upon by the Authority, the Company and the Corporate Trustee.

5. The Authority will assist in the prompt preparation of the Basic Security Document, the trust indenture, the bond, the bond purchase agreement, the security agreement and assignment of rents and leases, a home office payment agreement, and all related bond documents, and the Authority will proceed with the validation of the Bonds in the Superior Court of Fulton County, Georgia. At the request of the Company, any agreement among the Company, the Authority and the Fulton County tax assessor will be included among the documents validated at such hearing.

6. Upon the delivery of the Bonds, the provisions of this proposal and the agreement resulting from its acceptance by the Company will have no further effect and, in the event of any inconsistency between the terms of this proposal and (as the case may be) the terms of the lease agreement, trust indenture, and other agreements executed and delivered by the parties at the time of the issuance of the Bonds (collectively, the “Definitive Documents”), the provisions of such Definitive Documents will control.

7. If for any reason the initial issuance of the Bonds are not delivered by one year from the date of execution of this letter, the provisions of this proposal and the agreement resulting from its acceptance by the Company will, at the option of either party as evidenced by written instrument, be canceled and neither party shall have any rights against the other and no third parties shall have any rights against either party except the Company will pay the out-of-pocket reasonable expenses of members of the Authority, Counsel for the Authority and Bond Counsel incurred in connection with the proposed Project and the proposed issuance of the Bonds, and will pay Counsel for the Authority and Bond Counsel reasonable fees for legal services related to the proposed Project and the proposed issuance of the Bonds.

8. Notwithstanding the foregoing, the Authority reserves the right to charge, and the Company agrees to pay, such reasonable expenses, including reasonable attorneys’ fees incurred by the Authority, incurred in connection with the proposed Project, to the extent that the issuance of the Bonds therefor is significantly delayed beyond one year. The Company will utilize Troutman Sanders LLP or engage other nationally recognized Bond Counsel as may be approved by Counsel for the Authority, which counsel shall be responsible for taxation or securities matters relating to the issuance of the Bonds.

9. The Company will hereby agree to indemnify, defend and hold the Authority and the individual members, directors, officers and agents thereof harmless against any loss or damage to property or any injury or death of any person or persons occurring in connection with the planning and implementation of the proposed Project, or against any liability whatsoever arising out of the Project or the agreement resulting from the Company’s acceptance of this proposal other than as a result of the gross negligence or willful misconduct of any indemnified party. The Company also agrees to reimburse or otherwise pay on behalf of the Authority any and all reasonable expenses not hereinbefore mentioned incurred by the Authority in connection with the proposed Project. This indemnity shall be superseded by a similar indemnity in the Basic Security Document, and, if the Bonds are not issued and delivered, this indemnity shall survive the termination of this proposal.

10. The rights and obligations of the Company hereunder may be assigned to and exercised by such person, firm or corporation as may be selected by the Company, and approved by the Authority. It is expressly agreed by the Authority that this proposal (and the Definitive Documents) will be assignable to a Qualified Real Estate Investor (as that term is defined in the standard documents that the Authority has provided to the Company for review prior to the date of this proposal).

11. The Company will pay the Authority upon the issuance of Bonds, a fee of one eighth of one percent (0.125%) of the bonds issued. Payment of such fee is contingent upon the issuance and sale of the Bonds.

12. All fees, including the fees and expenses of the Authority's legal counsel, will be paid at closing or, with the prior written permission of the Authority, within one week of closing.

13. The issuance of the Bonds is conditioned upon the Authority's approval of a final bond resolution incorporating such terms or conditions as the Authority, in its sole discretion, deems appropriate and the receipt of evidence satisfactory to the Authority that (i) if the Bonds are to be sold through a public offering, the Bonds must carry a rating, at a minimum, of investment grade, as determined by the Authority, and the Company will have sufficient revenues and financial ability to provide for payment of the principal of and interest on the Bonds as the same become due and payable or (ii) the Bonds have been offered only to, and are being placed in their entirety with, (x) the Company or an affiliate of the Company, or (y) an institutional investor or investors, with such knowledge and experience in financial and business matters that it or they are capable of evaluating the merits and risks of purchasing the Bonds, are able to bear the economic risk of purchasing the Bonds and are purchasing the Bonds for investment only.

14. It is the policy of the Authority that discrimination against businesses by reason of the race, color, gender or national origin of the ownership of any such business is prohibited. The Company shall utilize contractors, subcontractors, suppliers and vendors that do not discriminate against employees or employment applicants because of race, color, gender or national origin, in connection with the development of the Project. The Company shall also make a good faith effort to utilize, to the extent feasible and reasonable under the circumstances, minority or female owned enterprises in connection with the development of the Project. In furtherance of this effort, the Company shall furnish to the Authority, at or before the earlier of the date of submission of TEFRA approval documentation, if applicable, or adoption of the final bond resolution, a written report (i) projecting its utilization of minority and female owned business enterprises in connection with the construction and/or equipping of the proposed Project, (ii) identifying all significant contractors, subcontractors, suppliers, or vendors engaged or utilized to date in connection with the development of the Project, and (iii) specifically identifying all minority or female owned contractors, subcontractors, suppliers or vendors engaged or utilized to date. The report shall also identify a Company representative who will be responsible for future contact and information regarding minority and female owned business enterprise utilization in connection with Project construction and/or acquisition of personal property in conjunction with the Project. In addition to the aforementioned initial written report, the Company shall file updated reports with the Authority on a quarterly basis, beginning with the first full quarter following the date of final bond resolution and continuing through the date of completion of the Project. The Company shall also consent to on-site monitoring visits by the Authority in furtherance of this Policy.

15. Unless the Authority and the Company shall have entered into a memorandum of understanding with the Fulton County Board of Assessors (the “Assessors”), relating to the ad valorem taxation of the proposed Project, the Company will pay all ad valorem taxes with respect to the Project or the site thereof, as though it were the fee simple owner thereof regardless of the fact of any ownership interest of the Authority in the Project or the site thereof; provided, that the foregoing shall not preclude the Company from asserting a claim for ad valorem tax exemption to which it would be entitled under the laws of the State of Georgia, as fee simple owner of the Project or the site thereof.

16. The Authority will use its best efforts to assist the Company to enter into an agreement by and between the Assessors, the Authority and the Company establishing the valuation of the Company’s interest in the Project prior to the issuance of the Bonds. At the Company’s sole election, if an agreement is not so entered into with the Assessors, or if the Company otherwise elects at any time not to go forward with the transaction structure contemplated in this proposal, the Company may terminate further negotiations as contemplated by this proposal. In such event, the Company agrees it is responsible for the hourly fees of the Authority’s counsel as set forth in the engagement letter with Arnall Golden Gregory LLP.

If the foregoing proposal is satisfactory to you, you may so indicate by having the following acceptance executed by a duly authorized officer of the Company and returning a copy to the Authority. This proposal and your acceptance will then constitute an agreement in principle with respect to the matters herein contained as of the date hereof.

Yours very truly,

DEVELOPMENT AUTHORITY OF FULTON COUNTY

By: _____
Chairman

(S E A L)

**ACCEPTANCE OF INDUCEMENT LETTER AND RESOLUTION
OF THE
DEVELOPMENT AUTHORITY OF FULTON COUNTY**

The terms and conditions set out in the Inducement Letter, Inducement Resolution and Engagement Letter dated March 26, 2019, are hereby accepted.

EXEL INC. D/B/A DHL SUPPLY CHAIN (USA)

By: _____

Name: _____

Title: _____