

Corporate Accountability for Tax Expenditures Act 93-552

Annual Project Progress Reports for 2015

Salesforce.com, inc.

Chicago

I. Development Assistance Agreements Awarded in 2012

	Assistance Amount	Agreement Number
EDGE Tax Credit	0.00	12 ZCA762

II. Organization/Project Site Information

Chief Officer or authorized designee	Darryl Delmonico
Title	Senior Director of Tax
Address	The Landmark @ One Market
	San Francisco, CA 94105
	USA
Phone	415 624 6082
E-mail	ddelmonico@salesforce.com
Standard Industrial Classification Number (SIC#)	7379
North American Industry Classification System (NAICS)	518210

III. Did the recipient's use of the State Funding reduce employment at any other site in Illinois? No

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IV. Job Creation and Retention Data

Program Type EDGE Tax Credit

Agreement Number 12 ZCA762

Assistance Amount 0.00

Report Header Definitions	
Wages	Average Annual Salary by Classifications
Full-Time	Permanent Full-Time
+/-	Gain or (Loss)

Number of Employees At the Time of Application

Job Classification	Avg Annual Salary	Positions	Full-Time	Part-Time	Temporary
Sales/Account Managers	0.00	0	0	0	0
Sales Engineering	0.00	0	0	0	0
Technical Consulting	0.00	0	0	0	0
Support	0.00	0	0	0	0
Totals:		0	0	0	0

Number of Employees As of the Date of the Report (12/31/2015)

Job Classification	Avg Annual Salary	Positions	Full-Time	+/-	Part-Time	+/-	Temporary	+/-
Sales/Account Managers	142382.00	379	379	379	0	0	0	0
Sales Engineering	161091.00	57	57	57	0	0	0	0
Technical Consulting	134341.00	32	32	32	0	0	0	0
Support	97820.00	34	34	34	0	0	0	0
Totals:		502	502	502	0	0	0	0

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Number of Jobs Stated in the Agreement that would be Created at the Site as a Result of Assistance

Job Classification	Avg Annual Salary	Positions	Full-Time	Part-Time	Temporary
Sales/Account Managers	125000.00	100	100	0	0
Sales Engineering	125000.00	40	40	0	0
Technical Consulting	125000.00	40	40	0	0
Support	125000.00	20	20	0	0
Totals:		200	200	0	0

Number of Jobs Stated in the Agreement that would be Retained at the Site as a Result of Assistance

Job Classification	Avg Annual Salary	Positions	Full-Time	Part-Time	Temporary
NONE	0.00	0	0	0	0
Totals:		0	0	0	0

Number of Full-Time Permanent Employees Anticipated To Be Hired at this Site on 12/31/2015

Job Classification	Anticipated Starting Dates	Number of Positions to be Hired in this Category	Average Annual Wage per New Employee	Total New Payroll to be Created
NONE		0	\$0.00	\$0.00
Totals:		0		\$0.00

Job Creation Data Explanatory Notes

If the change (gain/loss) in the number of full-time permanent employees as of the date of the report plus the number of full-time permanent employees anticipated to be hired after date of the report does not equal the number of full-time permanent employees stated in the Agreement that would be created at the site as a result of the assistance, then please explain why not:

Salesforce significantly exceeded its hiring plan and will continue to add headcount throughout the remainder of the EDGE Agreement

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I, Darryl Delmonico, as the chief officer or authorized designee of the recipient, verify that the information in the progress report contains no knowing misrepresentation of material facts upon which eligibility for development assistance is based. I further certify that, to the best of my knowledge, the recipient is in compliance with the development assistance agreement(s) between, or on behalf of, the recipient and the Illinois Department of Commerce and Economic Opportunity and/or the Illinois Department of Transportation and/or the office of the Illinois State Treasurer

Signature on File

Signature

8/4/2016

Date

Senior Director of Tax

Title