

**CITY OF STOUGHTON**  
**APPLICATION FOR TAX INCREMENT FINANCING (“TIF”)**

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| PROJECT NAME: <u>Kettle Park West – Phase 2</u>                |
| SUBMITTAL DATE: <u>August 22, 2016</u>                         |

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## INTRODUCTION

In accordance with the Tax Increment Financing (TIF) policies adopted by the City of Stoughton Common Council, Kettle Park West LLC (KPW LLC) is pleased to present its written proposal to the City of Stoughton for tax increment financing of the public infrastructure required for the second phase of Kettle Park West (KPW). At full build-out, Kettle Park West is projected to add more than \$94,000,000 of tax base to the City of Stoughton.

As discussed more fully below, the public infrastructure necessary to ready KPW Phase 2 for development is grouped into two categories: (i) On-Site Infrastructure Projects (e.g. water, sanitary sewer, stormsewer, streets, etc.) and (ii) Off-Site Infrastructure Projects (e.g. highway upgrades, forcemain, etc.). The total estimated cost of all On-Site Infrastructure Projects is \$5,447,694. The total estimated cost of all Off-Site Infrastructure Projects is \$5,740,862. Together, these two categories total \$11,188,556. These project costs will be repaid with a portion of the \$34,579,371 of incremental tax revenue that is projected to be generated by Kettle Park West over the 20-year lifespan of TID #7.

The balance of the incremental tax revenues generated by Kettle Park West is available to the City to (i) retire the borrowing undertaken by the City for the Kettle Park West Commercial Center, (ii) fund city administrative costs, (iii) cover the cost of other eligible projects the City may wish to undertake and/or (iv) retire TID #7 early.

## OVERVIEW

Forward Development Group, LLC, the developer of Kettle Park West, began working with the City of Stoughton in 2009. During the planning phase that took place between 2009 and 2013, there was extensive discussion about the new public infrastructure that would be necessary in order to make this area of the City ready for development. Those discussions ultimately lead to the City Council's approval, in April 2013, of a Pre-Annexation Agreement with KPW LLC. The Pre-Annexation Agreement specifically acknowledged that "development of the Subject Property may be facilitated by the use of tax increment financing." (See Appendix 1. Pre-Annexation Agreement, dated April 19, 2013.) The detailed cost estimates attached to the 2013 Pre-Annexation Agreement totaled more than \$12.6M, including stormwater management facilities, water and sanitary sewer utilities, grading, streets, highway work, engineering fees and a range of other costs. Without the availability of TIF to finance these public improvements, KPW LLC could not have undertaken this development.

The 2013 Pre-Annexation Agreement contemplated that Kettle Park West would be developed in three phases. This phased approach to development was endorsed by the Common Council when it approved the 51 x 138 Detailed Neighborhood Plan in the spring of 2012. In-depth preparations for the first phase of KPW—a 35-acre portion of the site known as the "Kettle Park West Commercial Center"—began in 2013 following the City Council's approval of the Pre-Annexation Agreement.

In the fall of 2014, the City Council approved Tax Increment District #7 (TID #7), a 140-acre TIF district encompassing the entire KPW planning area. At the same time, the City Council also approved a TIF project plan that contemplated approximately \$5M in TIF support for the Kettle Park West Commercial Center, to be anchored by a Walmart Supercenter. Responding to criticism from an active group of constituents, the City Council chose to place several advisory referendum questions on the ballot in the spring of 2015, asking voters whether they agreed with the Council's approval of TIF for the KPW Commercial Center. Only 40% of the residents who voted in that election said they agreed with the Council's decision to borrow money for that purpose, though voters were split more evenly on a question that removed city borrowing from the equation. Notwithstanding the referendum results, the City Council subsequently voted to continue with the KPW project.

Construction of the Kettle Park West Commercial Center began in the fall of 2015 and is proceeding according to schedule. The community is already benefiting from the traffic upgrades that are being made to the US Highway 51 corridor and, in its first year, the Kettle Park West Commercial Center has already generated \$10.8M of new tax base for the City, which is right on target with the projections the City made when the TIF was initially approved. Plans are also now moving ahead for a hotel and senior housing project within the previously-approved Kettle Park West Commercial Center (Lot 8 of KPWCC, recently replatted as Lots 15 and 16). None of this would have been possible without the City's use of TIF.

With construction of Kettle Park West Commercial Center well underway, and with TID #7 performing as anticipated, KPW LLC has begun planning for the second phase of development. This next phase includes: development of single-family residential lots; development of parcels for market rate multi-family buildings; development of a parcel designated for office use; grading, restoration and improvement of a large neighborhood park; expansion of the stormwater management system and preservation of existing natural habitat areas.

In order to prepare the second phase of KPW for development, the City has required the construction of additional public infrastructure, including: highway/intersection upgrades at Hwy 51 and Roby Road and at Hwy 138 and Oak Opening Drive, installation of a collector street (Oak Opening Drive) through the site, new stormwater facilities, water main extension and park improvements. The current cost estimates for this second phase of public infrastructure (both On-Site and Off-Site) total \$11,188,556. Without the availability of TIF to cover these infrastructure costs, KPW LLC will be unable to develop the second phase.

Kettle Park West LLC is asking for the City's continued support of the plan to develop the Kettle Park West neighborhood.

## **1. APPLICANT BACKGROUND AND EXPERIENCE**

Forward Development Group, LLC (FDG) was established as a development company focused on combining the vision of responsible development with the science of today's best development practices. With expertise in the development and construction industry that spans over 25 years, we pride ourselves on our professionalism, experience and expertise to create, own and manage properties. With our capability to customize the ownership and management aspects of our projects, we have created a platform for long-lasting and effective relationships with clients, tenants and investment partners.

FDG focuses on seeking out and developing the best properties available in response to the rapidly changing needs of mixed-use development clientele. Our project portfolio encompasses a broad range of projects ranging from commercial and retail spaces, hotels and residential projects including senior housing, condominiums, multi-family development and single-family home sites.

Bios of the FDG executive team members are attached as Appendix 2. Collectively, the executive team support our investors and clients with decades of experience and diverse expertise in survey and mapping, architecture, engineering, land development, strategic planning, risk management, real estate ownership portfolios, construction management, operational planning, capital formation and syndication. Our affiliation with JSD Professional Services, Inc. provides our clients access to qualified professionals with technical knowledge and experience in civil engineering, structural engineering, transportation engineering, stormwater management, water resources management, planning, landscape design, surveying and construction management.

In 2011, FDG formed an affiliated company, Kettle Park West, LLC, specifically for the purpose of undertaking the development of Kettle Park West.

## **2. KETTLE PARK WEST LLC'S CONSULTANT TEAM**

Kettle Park West LLC will continue to employ the assistance of JSD Professional Services to provide civil engineering, surveying, general planning and landscape architecture services for the planning and implementation of Kettle Park West Phase 2. As necessary, additional specialized consulting services will be retained to support design and analysis of specific technical elements of the project. Legal services will be provided by the law firm Michael Best and Friedrich, LLP.

## **3. PROJECT DESCRIPTION**

The first phase of Kettle Park West—the Kettle Park West Commercial Center—is now under construction. This phase has created over 28 net acres of new commercial development sites, with more than 240,000 SF of new building construction anticipated during the next 18 months. This successful project activity has set the stage for Phase 2 of the KPW neighborhood development.

Phase 2 establishes the primary traffic circulation network northwest of US Highway 51 and State Highway 138 as shown in the adopted Westside Neighborhood Plan (Jackson Street extended and Oak Opening Drive) and will open up 81 acres for development including: single family and moderate density residential parcels, a small site for potential office development and over 38 acres of open space including public parkland, stormwater management facilities and a natural area conservancy.

The details of the land uses proposed in the Phase 2 area are presented Exhibits 1 and 2. (Note: information summarized in Table 1 also relate to the current status of Phase 1 development activities.)

Overall, the development characteristics within TID #7 are 23% Commercial, 1% Office, 26% Residential, 28% public open space and 22% for ROW which is compliance with statutory requirements for a mixed-use TID.

## **4. LEGAL DESCRIPTION AND MAP OF TID #7**

The boundary of TID #7 remains unchanged from the original configuration approved on October 16th, 2014.

This TIF application references the second phase of development within the geographic area of TID #7. Proposed TIF-eligible projects relate to required infrastructure improvements to support the development of lands encompassed by the certified survey maps for the Kettle Park Commercial Center and the Kettle Park West Preliminary Plat (conditionally approved on May 10<sup>th</sup>, 2016). These projects are located either within the boundaries of these CSMs/plats or are within one-half mile of the boundary of TID #7. The Boundary Map of TID #7 and Legal Description of the District Boundary are shown in Exhibits 3 and 4. See also the Project Plan for TIF District No. 7 as Appendix 3.

## **5. PROJECT AREA OWNERSHIP**

As designated by the Dane County Land Information Office, Dane County Tax Assessment Office and the City Assessor's Office, the 2016 Tax Parcel #'s and Land Owners for lands within the district are listed in Exhibit 5. The total project area for Kettle Park West and the Kettle Park West Commercial Center encompasses 109 acres; net of dedicated public rights-of-way. Kettle Park West LLC holds fee interest, subject to mortgages, in approximately 48 acres and has options to purchase an additional 61 acres from the Leslie Mabie Estate.



## 6. PROJECT AREA ZONING MAP

The zoning for the proposed Kettle Park West Plat is depicted on Map 3 (Exhibit 6). This zoning was proposed to the City and conditionally approved by the Common Council on May 10, 2016. The City's approval conditions relate to phasing considerations involving property development and traffic forecasts for the US Highway 51 and State Highway 138 intersections, coordination of Wisconsin Department of Transportation Access Permits and establishing the framework for long-range transportation planning to support continued community development on the City's west and southwest peripheral areas.

Per the City's conditional approval of the preliminary plat for Phase 2, all development (except for Lot 15 and Lot 16) within the Kettle Park West Plat is prohibited until, among other things:

- a plan or agreement, acceptable to the City, is in place for the completion of street improvements within the Town of Rutland, including bike/pedestrian accommodations and traffic signals at the Roby Road/Deer Point Drive and USH 51 intersection; and
- the connection of Oak Opening Drive to Highway 138 has been resolved to the City's satisfaction.

Conceptual engineering designs have been discussed with the Town of Rutland and the City of Stoughton and have been submitted to the Wisconsin Department of Transportation. The Department is evaluating long- and short-term improvements to the intersection of USH 51 and Roby Road/Deer Point Drive. The Department is also reviewing access requirements for Oak Opening Drive/STH 138 concept plans. The Town of Rutland has approved the conceptual plans for Oak Opening Drive and Deer Point Drive.

## 7. NATURE OF ANY ANTICIPATED RELOCATION OF ECONOMIC ACTIVITY

Kettle Park West Commercial Center and Kettle Park West provide opportunities for new business recruitment into the community and for the expansion of existing business enterprises – either through relocation or expansion. The relocation of Walmart from its current 40,000 SF building to a 152,000 SF building is a notable example of business expansion supported by the creation of new commercial sites at the KPW Commercial Center (Phase 1). Phase 2, which is the subject of this application, consists primarily of residential uses, park and open space, includes one site for potential office development, providing opportunity for new business recruitment or a growth opportunity for existing office tenants in Stoughton.

## 8. DESCRIPTION AND JUSTIFICATION FOR TAX INCREMENT FINANCING

The KPW Phase 2 development will require substantial public infrastructure including: the extension of planned collector streets, highway intersection safety and capacity upgrades, new water distribution and wastewater collector mains and regional stormwater management facility improvements. These infrastructure projects are described below and are outlined in Exhibits 7 and 8.

***On-Site Infrastructure Projects*** are those projects and project elements located within the boundary of KPW and are directly related to providing the necessary infrastructure (water, sanitary sewer, stormsewer, streets and parkland) to support the approved residential neighborhood and the completion of the overall KPW stormwater management system [note: Items A and B were completed as part of Phase 1). **TOTAL ESTIMATED COST: \$5,447,694 [items C through G]**

- A. *Installation of initial components of the regional stormwater management treatment and infiltration basins.*
- B. *Construction of the Jackson Street and US Highway 51 intersection and the construction of the interim State Highway 138 and US Highway 51 intersection improvement.*

- C. Completion of the Jackson Street Extension from Phase 1 (at the western edge of Lot 16) to Oak Opening Drive.
- D. Construction of Oak Opening Drive from the northern plat boundary south towards State Highway 138.
- E. Expansion of the Stormwater Treatment and Rate Control Management Facility located along Jackson Street.
- F. Expansion of the Stormwater Infiltration Facility in the northeast corner of the plat.
- G. Grading and Initial Site Restoration for the Neighborhood Park Site

**Off-site Infrastructure Projects** are those projects and project elements located outside of the KPW Plat Boundary, but within one-half mile of the TID #7 boundary, that the City has determined are necessary to resolve existing deficiencies at the Roby Road and US Highway 51 intersection and to address projected long-range impacts generated by the completed build-out of the Kettle Park West plat. These projects are conditions of approval of the preliminary plat for the Phase 2 area of Kettle Park West. **TOTAL ESTIMATED COST: \$5,740,862**

- H. Improving Oak Opening Drive/Deer Point Drive in the Town of Rutland from the KPW boundary to the Roby Road – US Highway 51 intersection
- I. Reconstruct and Signalize the Roby Road - US Highway 51 Intersection
- J. Connect Oak Opening Drive and Construct a “T” Intersection (Type B-2) with State Highway 138
- K. Completion of the Jackson Street Storm Sewer Forcemain

KPW LLC is proposing two differing financing mechanisms for these two classifications of project costs:

- On-Site Infrastructure [Projects C thru G]. Although KPW LLC remains open to other options, this application proposes that any projects in this category would be financed through a “developer-funded” or “Pay-as-you-go” TIF, subject to terms and conditions of a written TIF agreement between KPW LLC and the City. Under a “Pay-as-you-go” TIF, the developer is responsible for securing bank financing for the up-front cost of the improvements, subject to an agreement between the developer and the City that would provide for reimbursement of eligible expenses on an annual basis from the tax increment actually generated by new development within the TID. If the actual tax revenues collected by the City fall below the developer’s projections, the developer is responsible for the shortfall. This option minimizes risk to the City for expenses associated with the development on private property.
- Off-Site Infrastructure [Projects H thru K]. This category of project costs, while required by the city to be constructed in conjunction with KPW development, consists largely of highway improvements that benefit other adjoining lands (making those lands ready for development) and the traveling public at large. For this reason, KPW LLC proposes that these project costs be financed through a traditional TIF financing arrangement where the City issues bonds that will provide for the up-front funds necessary to complete these infrastructure projects, with the bonds to be repaid from the tax increment actually generated by new development.

**9. SOURCES, AMOUNTS AND STATUS OF PROPOSED DEBT AND EQUITY FINANCING.** The projected sources, amounts of debt, and equity financing is outlined and attached as Exhibit 9.

**10. PROPOSED TIF EXPENDITURES AND PAYBACK.**

The projected development sequence TID #7 payback schedule is outlined in Table 4 attached as Exhibit 10.

**11. MARKET FEASIBILITY OF PROPOSED PROJECT ELEMENTS.** KPW LLC has completed several market studies covering the specific uses proposed as part of Kettle Park West Phase 2. Summaries of these reports, which were provided to the City Council during deliberation on the preliminary plat, are attached as Appendix 4.

**12. PROJECTED REAL ESTATE PROPERTY VALUATION AND TAX INCREMENT GENERATED.** Full build out of the Kettle Park West Development is projected to be completed by the end of 2022. The total increment created for the Kettle Park West development (including: Phase 1 – the approved KPW Commercial Center and the proposed Phase 2 – Kettle Park West Plat), is projected to exceed \$94,000,000. Based on the applied mil rate of \$23.06 approved in the current TIF Project Plan, this increment will produce annual revenues in excess of \$2,000,000.

See Tables 3 and 4 (Exhibits 9 and 10) relating to projections of the annual and cumulative total real estate valuation of TID #7 based on current and projected property sales activity and typical building values.

**13. PROJECTED PERSONAL PROPERTY VALUATION AND TAX INCREMENT GENERATED.** Kettle Park West LLC is selling real estate for development sites and does not have any knowledge or information pertaining to market value (or taxable value) of any fixtures, equipment or inventory used or installed by any owners or tenants of the buildings constructed within the development, which may be taxed as personal property.

**14. PROSPECTIVE LEASE AND PURCHASE COMMITMENTS KNOWN TO DATE**

KPW Phase 2 consists of 81 acres intended for single family and moderate density residential development, a small site for potential office development, and open space, including 38 acres of public parkland, stormwater management facilities and a natural area conservancy. KPW LLC has seen strong interest for local area builders and from individuals who are interested in living at Kettle Park West. This high level of interest is supported by the professional market studies KPW LLC has commissioned; summaries of which are attached as Appendix 4.

**15. DEVELOPMENT OPERATIONS AND MANAGEMENT (UPON BUILD-OUT AND COMPLETION).** KPW LLC will be responsible for installation of the public infrastructure necessary to ready the land for development. Ultimately, a variety of individuals and entities will own and will be responsible for operation of the buildings to be constructed within Phase 2 of Kettle Park West. For example, KPW LLC intends to sell the single-family home sites to individuals or local builders. Those home sites will ultimately be maintained by the families who choose to purchase those homes. The lots slated for multifamily residential development will be sold to local apartment developers, who will be responsible for maintaining those buildings in accordance with plans approved by the City.

**16. ANTICIPATED PUBLIC BENEFIT OF PROJECT.** Kettle Park West is a successful public-private initiative to implement elements of the City's adopted Comprehensive Plan. In addition to providing a cost effective funding mechanism for constructing critically needed public infrastructure with zero cost to City taxpayers, the TID, when completely built out, is projected to add over \$94,000,000 to the City and School District tax base, resulting in annual tax revenues in excess of \$2,000,000.

As evidenced by over \$36,100,000 of private construction projects currently underway in Phase 1 of the Kettle Park Commercial Center that have been leveraged by the City's creation of TID #7 including:

- \$11,650,000 in Site acquisition and improvements by KPW LLC not funded by TIF
- \$12,000,000 building construction for the new WalmartSuperCenter
- \$1,900,000 building construction for a new KwikTrip Convenience Store
- \$1,750,000 building construction for a new bank and professional building
- \$7,300,000 building construction for a new hotel and conference center

- \$1,500,000 building construction for new multi-tenant commercial buildings.

It is clear that the City's commitment to implementing strategies to encourage and secure private investment will continue to be an extremely effective component of City development policy. Phase 1 accomplishments to date include:

- Mitigation of transportation system deficiencies (intersection design and signalization of the Jackson Street intersection with US Highway 51 and State Highway 138 intersection with US Highway 51)
- Implementation of effective stormwater management improvements in the closed drainage basin in the Westside Neighborhood planning area
- Preliminary site development grading to effectuate site development for the future Stoughton Utilities Substation which will serve and support future development in the City's west side planning area

These projects are not only having an immediate positive impact on public safety but have put into place several critically needed foundational components of the City's infrastructure that will be needed to instigate and sustain addition private investment in the City's planned Westside neighborhoods.

These strategies have proven effective in re-invigorating investor confidence in the community (after many years of inaction and inactivity) which, in turn, has also begun to re-establish an effective dialogue with WisDOT and other agencies to address regulatory and state project funding priorities affecting the City. City authorization of the proposed projects in the next and subsequent phases of TID #7 will:

- Expand and diversify housing opportunities in the community which will attract new households into the City and School District
- Further improve the circulation and safety of the street network which will enhance the viability of business development locations along US Highway 51 and State Highway 138
- Provide opportunity to develop a vibrant and attractive neighborhood park that will enhance the character and "Quality of Life" in the westside neighborhood and the City as a whole

**17. DOCUMENTATION OF APPLICANT'S FINANCIAL RESOURCES AND PRIVATE FUNDING COMMITMENTS.** As a condition of approval, KPW LLC agrees to provide the City with a letter from a financial institution indicating that KPW LLC has sufficient financial resources to obtain the private financing for the project. This approach will ensure that the letter provided by KPW LLC matches the specific borrowing structure approved by the City.

**18. PROPOSED PROJECT SCHEDULE:**

The preliminary/provisional schedule for the second phase of activity under TID #7 is as follows (subject to continued City collaboration and support, and favorable market conditions):

Preliminary Construction Date: Spring 2017  
 Preliminary Construction Completion Date: Fall 2017  
 Phasing Anticipated: Two Phases (2017 and 2018)  
 Date Occupied: Spring 2018

EXHIBIT 1

Kettle Park West  
Detailed TID #7 Land Use - Phase 1 and 2

| Provisional Data   |                            |              | Tax Increment District Number 7 |              |                     |              |                     |              |                     |              |                     |              |        |
|--|----------------------------|--------------|---------------------------------|--------------|---------------------|--------------|---------------------|--------------|---------------------|--------------|---------------------|--------------|--------|
| Land Use   | Westside Neighborhood Plan |              | Phase 1                         |              | Phase 1A            |              | Phase 2             |              | Phase 2A            |              | TID#7               |              |        |
|  | 2012                       |              | KPW Commercial Center           |              |                     |              | Kettle Park West    |              |                     |              | Total               |              |        |
|  | Implementation:            |              | Implementation:                 |              | Implementation:     |              | Implementation:     |              | Implementation:     |              |                     |              |        |
|  | 2015-17                    |              | Anticipated 2016-18             |              | Anticipated 2017-19 |              | Anticipated 2018-22 |              | Anticipated 2017-19 |              | Anticipated 2018-22 |              |        |
|  | Acres                      | Units*/GFA** | Acres                           | Units*/GFA** | Acres               | Units*/GFA** | Acres               | Units*/GFA** | Acres               | Units*/GFA** | Acres               | Units*/GFA** | Area % |
| Residential  | 28                         | 428          | 0.00                            | 0            | 4.00                | 96           | 0.00                | 0            | 32.04               | 327          | 36.04               | 423          | 26%    |
| Low Density<br>Up to 5 DUA   | 9                          | 50           |                                 |              |                     |              |                     |              | 11.83               | 43           | 11.83               | 43           |        |
| Moderate Density<br>Up to 10 DUA                                   | 10                         | 100          |                                 |              |                     |              |                     |              | 9.78                | 44           | 9.78                | 44           |        |
| High Density<br>Up to 24 DUA                                       | 9                          | 216          |                                 |              |                     |              |                     |              | 10.43               | 240          | 10.43               | 240          |        |
| Senior Housing<br>To be Determined                                 | TBD                        | 36           |                                 |              | 4.00                | 96           |                     |              |                     |              | 4.00                | 96           |        |
| Mixed Use<br>Upper story(ies) in Mixed Use Neighborhood Commercial | --                         | 26           |                                 |              |                     |              |                     |              |                     |              | 0.00                | 0            |        |
| Commercial   | 25                         |              | 22.75                           | 187,470      | 10.23               | 107,450      | 0                   | -            | 0                   | -            | 32.98               | 294,920      | 23%    |
| Neighborhood Scale (Mixed Use)                                     | 4                          |              | 0                               | 0            | 0                   | 0            | 0.00                | 0            | 0                   | 0            | 0                   | 0            |        |
| Community Scale  | 21                         |              | 22.75                           | 187,470      | 10.23               | 107,450      | 0                   | -            | 0                   | -            | 32.98               | 294,920      |        |
| Large Format Retail  |                            |              | 15.04                           | 153,980      |                     |              |                     |              |                     |              | 15.04               | 153,980      |        |
| Medium Format Retail   |                            |              |                                 |              | 5.54                | 38,360       |                     |              |                     |              | 5.54                | 38,360       |        |
| Multi-tenant Specialty Retail                                      |                            |              | 3.81                            | 9,990        |                     | 14,480       |                     |              |                     |              | 3.81                | 24,470       |        |
| Multi-tenant Professional Services                                 |                            |              | 1.66                            | 15,000       |                     |              |                     |              |                     |              | 1.66                | 15,000       |        |
| Convenience Retail   |                            |              | 2.24                            | 8,500        |                     |              |                     |              |                     |              | 2.24                | 8,500        |        |
| Dining and Entertainment   |                            |              |                                 |              |                     |              |                     |              |                     |              | 0                   | -            |        |
| Lodging and Conference Center                                      |                            |              |                                 |              | 4.69                | 54,610       |                     |              |                     |              | 4.69                | 54,610       |        |
| Employment Focused   | 22                         |              | 0                               | -            | 0                   | -            | 0.00                | -            | 2.00                | 20,820       | 2.00                | 20,820       | 1%     |
| Office   |                            |              | 0                               | 0            | 0                   | 0            |                     |              | 2.00                | 20820        | 2.00                | 20,820       |        |
| Manufacturing  |                            |              | 0                               | 0            | 0                   | 0            |                     |              | 0.00                | 0            | 0.00                | -            |        |
| Civic  | 0                          |              |                                 |              |                     |              |                     |              |                     |              | 0.00                | -            | 0%     |
| Open Space   | 39                         |              | 0                               | 0            | 0                   | 0            | 27.09               | 0            | 11.61               | 0            | 38.70               | -            | 28%    |
| Parkland   | 9                          |              |                                 |              |                     |              | 16.40               |              |                     |              | 16.40               |              |        |
| Stormwater Mgt   | 20                         |              |                                 |              |                     |              | 10.69               |              |                     |              | 10.69               |              |        |
| Conservancies  | 10                         |              |                                 |              |                     |              |                     |              | 11.61               |              | 11.61               |              |        |
| Subtotal Improved Property   | 114                        |              | 22.75                           | 187,470      | 14.23               | 107,546      | 27.09               | -            | 45.65               | 20,820       | 109.72              | 315,740      |        |
| Residential Units  |                            | 428          |                                 | -            |                     | 96           |                     | -            |                     | 327          |                     | 423          |        |
| Local Street ROW   | 17                         |              | 1.82                            | 0            | 0                   | 0            | 10.00               | 0            | 0.83                | 0            | 12.65               | -            | 9%     |
| Neighborhood Streets   | 8                          |              |                                 |              |                     |              | 4.35                |              |                     |              | 4.35                |              |        |
| Collector Streets  | 9                          |              | 1.82                            |              |                     |              | 5.65                |              | 0.83                |              | 8.30                |              |        |
| Jackson Street, Oak Opening Drive                                  |                            |              |                                 |              |                     |              |                     |              |                     |              | 0.00                |              |        |
| Subtotal including Local Streets                                   | 131                        |              | 24.57                           | 187,470      | 14.23               | 107,450      | 37.09               | -            | 46.48               | 20,820       | 122.37              | 315,740      |        |
| Arterial Highways  | 21                         |              | 18.00                           |              |                     |              |                     |              |                     |              | 18.00               |              | 13%    |
| USH 51, STH 138  |                            |              |                                 |              |                     |              |                     |              |                     |              |                     |              |        |
| TOTAL  | 152                        |              | 42.57                           | 187,470      | 14.23               | 107,450      | 37.09               | -            | 46.48               | 20,820       | 140.37              | 315,740      | 100%   |
| Residential Units  |                            | 428          |                                 | -            |                     | 96           |                     | -            |                     | 327          |                     | 423          |        |

\* Unit counts based on zoning densities

\*\* Gross Floor Area (GFA) of buildings based on Master Plan projections and building plans





# KETTLE PARK WEST



## ZONING KEY

- (I) INSTITUTIONAL (PARK & STORMWATER)
- (I) INSTITUTIONAL (RESIDENTIAL)
- (PB) PLANNED BUSINESS
- (PO) PLANNED OFFICE
- (SR-5) SINGLE-FAMILY RESIDENTIAL - 5
- (SR-6) SINGLE-FAMILY RESIDENTIAL - 6
- (MR-10) MULTI-FAMILY RESIDENTIAL - 10
- (MR-24) MULTI-FAMILY RESIDENTIAL - 24

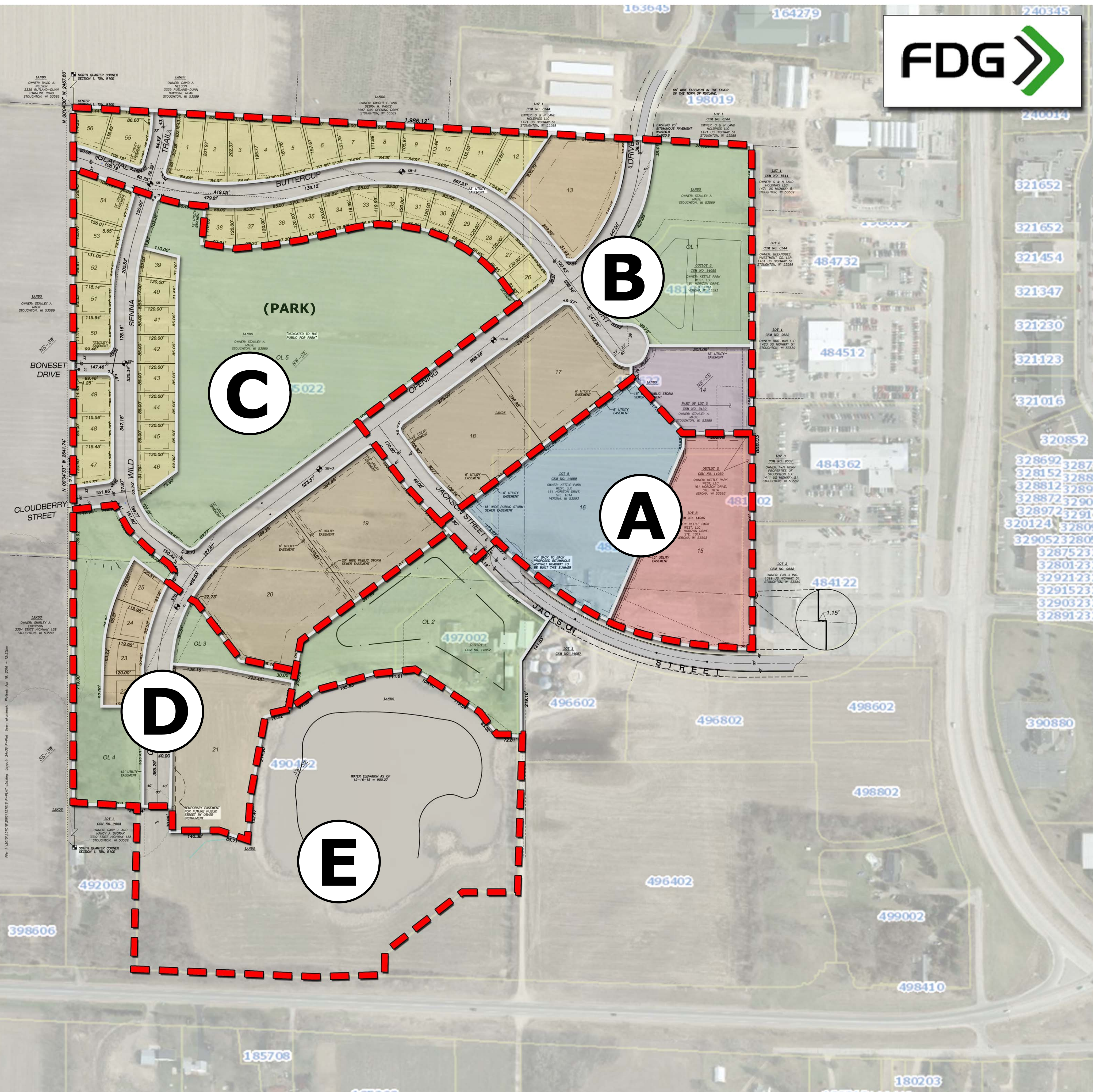
## AREAS

|   |             |
|---|-------------|
| A | 10.03 ACRES |
| B | 26.56 ACRES |
| C | 26.12 ACRES |
| D | 9.06 ACRES  |
| E | 18.51 ACRES |

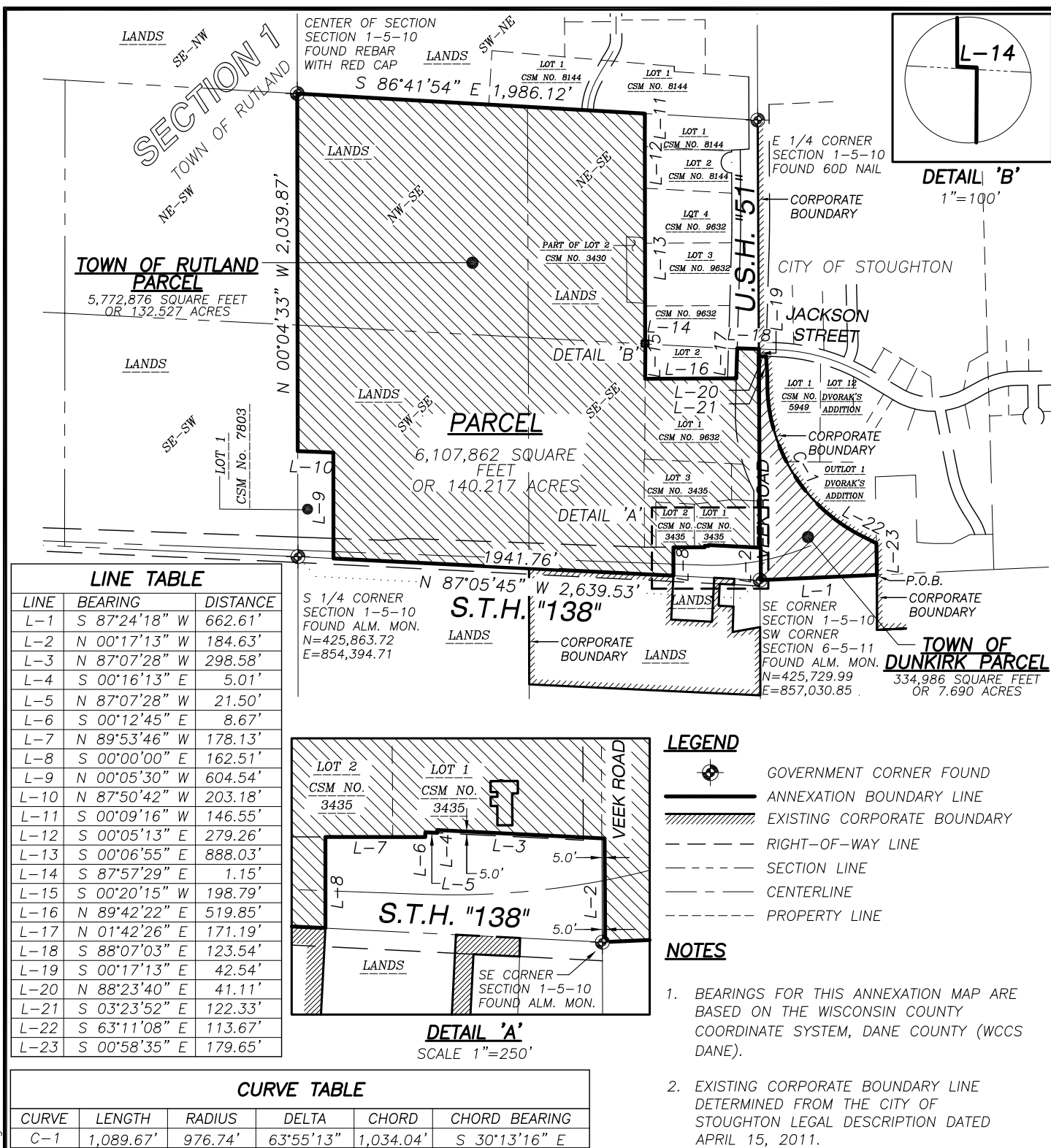


SCALE IN FEET  
150' 0 150'  
11"x17" Sheet - 1"=300'

ISSUE DATE: 04-18-2016







## EXHIBIT B

PART OF LOT 2, CERTIFIED SURVEY MAP NUMBER 3430, LOTS 1, 2, AND 3, CERTIFIED SURVEY MAP No. 3435, LOT 1, CERTIFIED SURVEY MAP No. 9632, AND PART OF THE NE 1/4 OF THE SE 1/4, SE 1/4 OF THE SE 1/4, SW 1/4 OF THE SE 1/4, AND ALL OF THE NW 1/4 OF THE SE 1/4 OF SECTION 1, TOWNSHIP 5 NORTH, RANGE 10 EAST, TOWN OF RUTLAND, AND PART OF THE SOUTHWEST 1/4 OF THE SOUTHWEST 1/4 OF SECTION 6, TOWNSHIP 5 NORTH, RANGE 11 EAST, TOWN OF DUNKIRK, DANE COUNTY, WISCONSIN.

PREPARED BY:

PREPARED FOR:

PROJECT NO: 09-3951S

SURVEYED BY: JK

FILE NO: A-218

DRAWN BY: JK

FIELDBOOK/PG: \*\*

CHECKED BY: CWR

SHEET NO: 1 OF 1

APPROVED BY: DMJ

**JSD** Professional Services, Inc.  
• Engineers • Surveyors • Planners  
161 HORIZON DRIVE, SUITE 101  
VERONA, WISCONSIN 53593  
PHONE: (608)848-5060

FORWARD DEVELOPMENT  
GROUP  
161 HORIZON DRIVE,  
STE. 101A  
VERONS, WI 53593

north

0 400' 800'

SCALE: 1" = 800'



**Forward Development Group**  
161 Horizon Drive, Suite 101A  
Verona, WI 53593

**EXHIBIT A**  
**ANNEXATION DESCRIPTION**

Part of Lot 2, Certified Survey Map No. 3430 as recorded in Volume 13, pages 268-270, as Document No. 1658279, all of Lots 1, 2, and 3, Certified Survey Map No. 3435 as recorded in Volume 13, pages 279-281, as Document No. 1658680, all of Lot 1, Certified Survey Map No. 9632 as recorded in Volume 55, pages 194-197, as Document No. 3199102, and all of the Northwest Quarter of the Southeast Quarter, and part of the Northeast Quarter of the Southeast Quarter, part of the Southeast Quarter of the Southeast Quarter and part of the Southwest Quarter of the Southeast Quarter, all in Section 1, Township 5 North, Range 10 East, Town of Rutland, and part of the Southwest Quarter of the Southwest Quarter of Section 6, Township 5 North, Range 11 East, Town of Dunkirk, Dane County, Wisconsin, Described as follows:

Beginning at a point on the South line the Southwest Quarter of Section 6, aforesaid, being North 87 degrees 24 minutes 18 seconds East of the Southwest Corner of said Southwest Quarter a distance of 667.62 feet, said point also being on the Corporate boundary of the City of Stoughton; thence South 87 degrees 24 minutes 18 seconds West along the South line of said Southwest Quarter, 662.61 feet to a point that is 5.00 feet East of the West line of the Southwest Quarter of Section 6, aforesaid; thence North 00 degrees 17 minutes 13 seconds West parallel with the West line of the Southwest Quarter of Section 6, aforesaid, 184.63 feet; thence North 87 degrees 07 minutes 28 seconds West parallel with the North right-of-way line of State Trunk Highway '138' a distance of 298.58 feet; thence South 00 degrees 16 minutes 13 seconds East, 5.01 feet to the North right-of-way line of State Trunk Highway '138'; thence North 87 degrees 07 minutes 28 seconds West along said right-of-way line, 21.50 feet; thence South 00 degrees 12 minutes 45 seconds East along said right-of-way line, 8.67 feet; thence North 89 degrees 53 minutes 46 seconds West along said right-of-way line, 178.13 feet; thence South 00 degrees 00 minutes 00 seconds East, 162.51 feet to the South line of the Southeast Quarter of Section 1, aforesaid; thence North 87 degrees 05 minutes 45 seconds West along said section line, 1941.76 feet to the Southerly extension of the East line of Certified Survey Map No. 7803, as recorded in Volume 41, pages 76-77 as Document No. 2670794; thence North 00 degrees 05 minutes 30 seconds West along the East line of said Lot 1 a distance 604.54 feet to the Northeast corner of said Lot 1; thence North 87 degrees 50 minutes 42 seconds West along the North line of said Lot 1, a distance of 203.18 feet to the West line of said Southeast Quarter; thence North 00 degrees 04 minutes 33 seconds West along said West line, 2039.87 feet to the Northwest corner of said Southeast Quarter; thence South 86 degrees 41 minutes 54 seconds East along the North line of said Southeast Quarter, 1986.12 feet to the West line of Lot 1, Certified Survey Map No. 8144 as recorded in Volume 43, pages 285-290, as Document No. 2745975; thence South 00 degrees 09 minutes 16 seconds West, 146.55 feet; thence South 00 degrees 05 minutes 13 seconds East, 279.26 feet to the Southwest corner of Lot 2, Certified Survey Map No. 8144; thence South 00 degrees 06 minutes 55 seconds East along the West line of Certified Survey Map No. 9632 as





***Forward Development Group***  
*161 Horizon Drive, Suite 101A*  
*Verona, WI 53593*

recorded in Volume 55, pages 194-197 as Document No. 3199102 a distance of 888.03 feet; thence South 87 degrees 57 minutes 29 seconds East, 1.15 feet; thence South 00 degrees 20 minutes 15 seconds West, 198.79 feet to the Southwest corner of Lot 2 of said Certified Survey Map No. 9632; thence North 89 degrees 42 minutes 22 seconds East along the South line of said Lot 2 a distance of 519.85 feet to the Westerly right-of-way line of U.S.H. '51'; thence North 01 degrees 42 minutes 26 seconds East along said Westerly right-of-way line, 171.19 feet; thence South 88 degrees 07 minutes 03 seconds East, 123.54 feet to the East line of the Southeast Quarter of said Section 1 and the Westerly corporate boundary of the City of Stoughton; thence South 00 degrees 17 minutes 13 seconds East along the East line of said Southeast Quarter and said Westerly corporate boundary, 42.54 feet; thence North 88 degrees 23 minutes 40 seconds East, 41.11 feet to the Easterly right-of-way line of U.S.H. '51'; thence South 03 degrees 23 minutes 52 seconds East along said easterly right-of-way line, 122.33 feet to a point of curve; thence Southeasterly 1,089.67 feet along an arc of a curve to the left, having a radius of 976.74 feet, the chord bearing South 30 degrees 13 minutes 16 seconds East, 1,034.04 feet; thence South 63 degrees 11 minutes 08 seconds East, 113.67 feet; thence South 00 degrees 58 minutes 35 seconds East, 179.65 feet to the Point of Beginning.

Parcel contains 6,107,862 square feet or 140.217 acres.

**Listing of Tax Parcel Numbers and Land Owners in TID #7**

**Parcel Number - 281/0510-014-9640-2**

LOT 2 CSM 14057 CS94/150&158-8/26/2015 F...  
WAL-MART REAL ESTATE BUSINESS TR  
PO BOX 8050  
BENTONVILLE AR 72712

**Parcel Number - 281/0510-014-9660-2**

LOT 3 CSM 14057 CS94/150&158-8/26/2015 F...  
KETTLE PARK WEST LLC  
161 HORIZON DR STE 101A  
VERONA WI 53593

**Parcel Number - 281/0510-014-9680-2**

LOT 4 CSM 14057 CS94/150&158-8/26/2015 F...  
LOT 4 - KETTLE PARK WEST LLC  
161 HORIZON DR STE 101A  
VERONA WI 53593

**Parcel Number - 281/0510-014-9860-2**

LOT 5 CSM 14058 CS94/159&165-8/26/2015 F...  
FH OF MCFARLAND INC  
PO BOX 7  
MCFARLAND WI 53558

**Parcel Number - 281/0510-014-9880-2**

LOT 6 CSM 14058 CS94/159&165-8/26/2015 F...  
KWIK TRIP INC  
1626 OAK ST  
LA CROSSE WI 54603

**Parcel Number - 281/0510-014-9900-2**

LOT 7 CSM 14058 CS94/159&165-8/26/2015 F...  
KETTLE PARK WEST LLC  
161 HORIZON DR STE 101A  
VERONA WI 53593

**Parcel Number - 281/0510-014-9700-2**

OUTLOT 1 CSM 14057 CS94/150&158-8/26/201...  
KETTLE PARK WEST LLC  
161 HORIZON DR STE 101A  
VERONA WI 53593

**Parcel Number - 281/0510-014-8150-2**

LOT 8 CSM 14059 CS94/166&169-8/26/2015 F...  
KETTLE PARK WEST LLC  
161 HORIZON DR STE 101A  
VERONA WI 53593

**Parcel Number - 281/0510-014-8170-2**

OUTLOT 2 CSM 14059 CS94/166&169-8/26/201...  
KETTLE PARK WEST LLC  
161 HORIZON DR STE 101A  
VERONA WI 53593

**Parcel Number - 281/0510-014-8190-2**

OUTLOT 3 CSM 14059 CS94/166&169-8/26/201...  
KETTLE PARK WEST LLC  
161 HORIZON DR STE 101A  
VERONA WI 53593

**Parcel Number - 281/0510-014-8062-2**

SEC 1-5-10 PRT NE1/4SE1/4 COM INTERS WLY...  
MABIE REV TR, STANLEY A  
PO BOX 780  
STOUGHTON WI 53589

**Parcel Number - 281/0510-014-8502-2**

SEC 1-5-10 NW1/4SE1/4 EXC PRD #5179685  
MABIE REV TR, STANLEY A  
PO BOX 780  
STOUGHTON WI 53589

**Parcel Number - 281/0510-014-9045-2**

SEC 1-5-10 SW1/4SE1/4 EXC HWY R/W & EXC ...  
MABIE REV TR, STANLEY A  
PO BOX 780  
STOUGHTON WI 53589

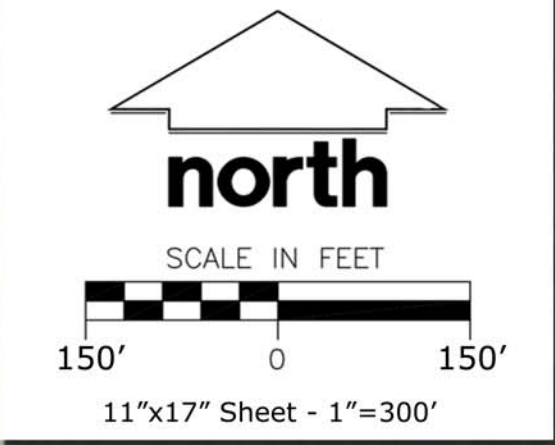




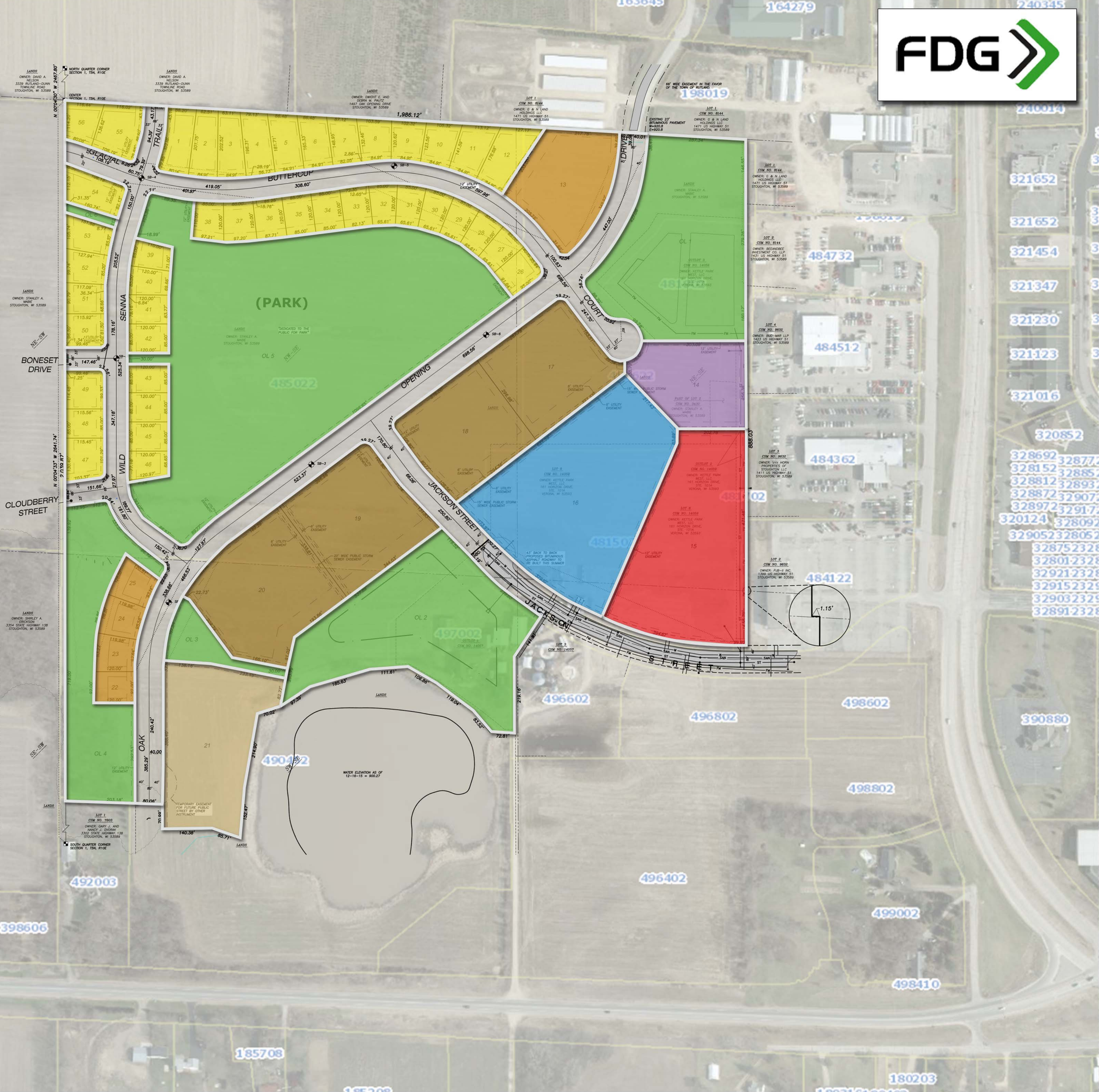
# KETTLE PARK WEST

## ZONING KEY

- (I) INSTITUTIONAL (PARK & STORMWATER)
- (I) INSTITUTIONAL (RESIDENTIAL)
- (PB) PLANNED BUSINESS
- (PO) PLANNED OFFICE
- (SR-5) SINGLE-FAMILY RESIDENTIAL - 5
- (SR-6) SINGLE-FAMILY RESIDENTIAL - 6
- (MR-10) MULTI-FAMILY RESIDENTIAL - 10
- (MR-24) MULTI-FAMILY RESIDENTIAL - 24



ISSUE DATE: 04-21-2016





Kettle Park West  
Phase 2 Public Infrastructure Costs  
Calendar Years 2017 thru 2020

Exhibit 7

| Project Plan                            |   | Projected Cost | Year Financed | Amount        |
|---|---|----------------|---------------|---------------|
| On Site Improvements                    |   |                |               |               |
| (Developer Financed)                    |   |                |               |               |
|   | Grading in Non-Public Portion                                     | \$ 785,320     | 2017          | \$ 1,505,111  |
|   |   |                | 2018          | 1,505,111     |
|   | Residential Streets   | 1,396,000      | 2019          |               |
|   |   |                | 2020          |               |
|   | Construction Contingency  | 327,199        |               |               |
|   |   |                |               | \$ 3,010,222  |
|   | Other Soft Costs  | 501,703        |               |               |
|   | Total Improvements (Developer Financed)                           | \$ 3,010,222   |               |               |
| On Site Improvements                    |   |                |               |               |
| (TIF Funded - Developer Financed)       |   |                |               |               |
| C                                       | Jackson Street Extension  | \$ 349,500     | 2017          | \$ 2,880,057  |
|   |   |                | 2018          | 1,657,692     |
| D                                       | Oak Opening Drive   | 2,325,000      | 2019          | 903,025       |
|   |   |                | 2020          |               |
| E                                       | Bio-Retention Facility Expansion                                  | 110,000        |               |               |
|   |   |                |               | \$ 5,440,774  |
| F                                       | Infiltration Basin Expansion                                      | 180,000        |               |               |
| G                                       | Grading of Pond/Parks/ROW   | 609,840        |               |               |
|   | Construction Contingency  | 536,151        |               |               |
|   | Total Construction Costs  | \$ 4,110,491   |               |               |
|   | Non-Construction Costs (Developer Only)                           | 822,098        |               |               |
|   | Total Developer Controlled Costs                                  | \$ 4,932,589   |               |               |
|   | Stoughton Utilities   | \$ 102,762     |               |               |
|   | City of Stoughton   | 205,525        |               |               |
|   | Other Utility Related Costs                                       | 100,000        |               |               |
|   | Total City Controlled Costs                                       | \$ 408,287     |               |               |
|   | Origination Costs   | \$ 99,898      |               |               |
|   | Total On-Site (TIF Funded-Developer Financed)                     | \$ 5,440,774   |               |               |
| Grand Total of Developer Financed Items |   | \$ 8,450,996   |               |               |
| Off Site Improvements                   |   |                |               |               |
| (TIF Funded - City Financed)            |   |                |               |               |
| H                                       | Oak Opening Drive/Deer Point Drive                                | \$ 562,500     | 2017          | \$ -          |
|   |   |                | 2018          | -             |
| I                                       | Roby/Deer Point - USH 51 Intersection                             | 1,731,712      | 2019          | 3,202,366     |
|   |   |                | 2020          | 2,538,496     |
| J                                       | State Hwy 138/Oak Opening Drive<br>Option 1 - Type B Intersection | 1,914,344      |               | \$ 5,740,862  |
| K                                       | Force Main (Jackson St.)  | 533,750        |               |               |
|   | Watermain Extension - STH 138                                     | 249,748        |               |               |
|   | Stoughton Uilties   | 249,603        |               |               |
|   | City of Stoughton   | 249,603        |               |               |
|   | Other Utility Related Costs                                       | 249,603        |               |               |
|   | Total Off-Site (TIF Funded-City Financed)                         | \$ 5,740,862   |               |               |
|   | Total On Site and Off Site (TIF Funded)                           | \$ 11,181,636  |               |               |
| Grand Total of Construction Costs       |   | \$ 14,191,858  |               | \$ 14,191,858 |

Kettle Park West  
Phase 2 Public Infrastructure Costs  
Calendar Years 2017 thru 2020

0

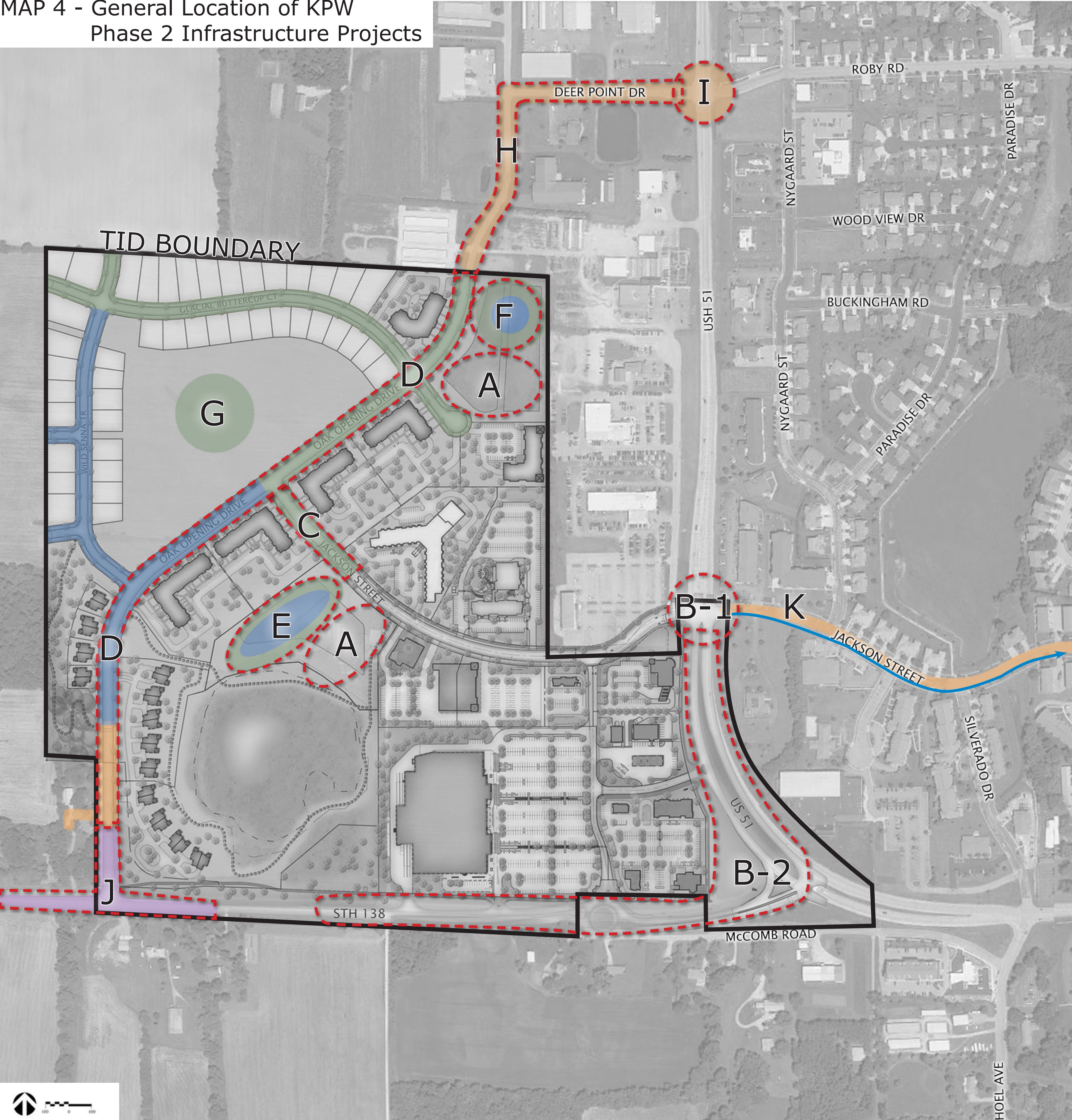
Exhibit 7



| Project Plan                      |  | Quantity  | Measure | Estimated Price | Projected Cost | Comments  |
|-----------------------------------|--|-----------|---------|-----------------|----------------|---|
| On-Site Costs (Developer Funded): |  |           |         |                 |                |   |
| A & B                             | Relate to KPW - Commercial Center Phase                          |           |         |                 | \$ -           |   |
| C                                 | Jackson Street Extension   | 466       | LF      | \$ 750          | 349,500        | Includes grading, sanitary, water, storm, street construction and landscape restoration   |
| D                                 | Oak Opening Drive  | 3100      | LF      | \$ 750          | 2,325,000      | Includes grading, sanitary, water, storm, street construction and landscape restoration   |
| E                                 | Bio-Retention Facility Expansion                                 | 1         | LS      | \$ 110,000      | 110,000        | Expand existing basin - Amount per Phase 1 Public Bid was \$55,000  |
| F                                 | Infiltration Basin Expansion                                     | 1         | LS      | \$ 180,000      | 180,000        | Expand existing basin - Amount per Phase 1 Public Bid was \$90,000  |
| G                                 | General Grading of Pond/Parks/ROW                                | 1,219,680 | SF      | \$ 0.50         | 609,840        |   |
|                                   | Construction Contingency   |           |         | 15%             | 536,151        |   |
|                                   | Total On Site Construction Costs                                 |           |         |                 | \$ 4,110,491   |   |
|                                   | Non-Construction Costs (Developer Only)                          |           |         | 20%             | 822,098        |   |
|                                   | Engineering Fees   |           |         |                 |                |   |
|                                   | Geo-Technical  |           |         |                 |                |   |
|                                   | Inspection   |           |         |                 |                |   |
|                                   | Etc.   |           |         |                 |                |   |
|                                   | Total Developer Controlled Costs                                 |           |         |                 | \$ 4,932,589   |   |
|                                   | Stoughton Utilities  |           |         | 2.5%            | \$ 102,762     | Cost for the public portion of the project to be provided by Stoughton Utilities  |
|                                   | City of Stoughton  |           |         | 5.00%           | 205,525        | Cost for the public portion of the project to be provided by the City of Stoughton. These costs to include administration, plan review, inspection, testing and all other charges that will be assessed to the TIF. |
|                                   | Other Utility Related Costs                                      |           |         |                 | 100,000        | Gas, Telephone, Etc.  |
|                                   | Total City Controlled Costs                                      |           |         |                 | \$ 408,287     |   |
|                                   | Origination Costs  |           |         | 2%              | \$ 99,898      |   |
|                                   | TOTAL ON-SITE IMPROVEMENTS                                       |           |         |                 | \$ 5,440,774   | Does Not Include Interest Costs   |
| Off-Site Costs (City Funded):     |  |           |         |                 |                |   |
|                                   | Oak Opening/Deer Point Extension to Hwy 51 -                     |           |         |                 |                |   |
| H                                 | Oak Opening Drive/Deer Pointe                                    | 1500      | LF      | \$ 375          | \$ 562,500     | Street reconstruct only. Does not include any underground infrastructure or USH 51 improvements.  |
| I                                 | Hwy 51 Intersection at Deer Point                                | 1         | LS      | \$ 1,229,860    | 1,229,860      | Improvement of intersection, per DOT standards, including traffic signalization (Detail Attached)   |
|                                   | HWY 51 Property and Easement Acquisition                         | 1         | LS      | \$ 36,150       | 36,150         |   |
|                                   | Utility Costs  | 1         | LS      | \$ 100,000      | 100,000        |   |
|                                   | Non-Construction Costs   |           |         | 20%             | 365,702        |   |
|                                   | Total Oak Opening/Deer Point Extension                           |           |         |                 | \$ 1,731,712   | Does Not Include Any City Costs   |
| J                                 | State Hwy 138/Oak Opening Drive - Type B Intersection (Option 1) |           |         |                 |                | Additional Detail Attached  |
|                                   | Property and Easement Acquisition                                | 1         | Parcel  | \$ 1,003,000    | \$ 1,003,000   | Price of Property has been negotiated   |
|                                   | State Hwy 138 & Oak Opening Drive Construction                   | 1         | LS      | \$ 508,954      | 508,954        |   |
|                                   | Utility Costs  | 1         | LS      | \$ 100,000      | 100,000        |   |
|                                   | Non-Construction Costs   |           |         | 20%             | 302,391        |   |
|                                   | Total for Option 1 (Type B Intersection)                         |           |         |                 | \$ 1,914,344   | Does Not Include Any City Costs   |
| K                                 | Force Main (Jackson St.)   | 2135      | LF      | \$ 250          | \$ 533,750     | Connection East of Hwy 51   |
|                                   | Watermain Extension - STH 138                                    |           |         |                 |                |   |
|                                   | 10 Inch Watermain  | 1500      | LF      | \$ 85           | 127,500        |   |
|                                   | Hydrants   | 5         | EA      | \$ 3,500        | 17,500         |   |
|                                   | Valves   | 4         | EA      | \$ 2,500        | 10,000         |   |
|                                   | Erosion Control  | 3333      | SY      | \$ 3            | 8,333          |   |
|                                   | Restoration  | 3333      | SY      | \$ 2            | 6,666          |   |
|                                   | Other Construction   | 1         | LS      | \$ 15,000       | 15,000         |   |
|                                   | Construction Contingency   |           |         | 15%             | 27,750         |   |
|                                   | Non-Construction Costs   |           |         | 20%             | 37,000         |   |
|                                   | Total Watermain Extension STH 138                                |           |         |                 | \$ 249,748     |   |
|                                   | City Controlled Costs  |           |         |                 |                |   |
|                                   | Stoughton Utilities  |           |         | 5%              | \$ 249,603     |   |
|                                   | City of Stoughton  |           |         | 5%              | 249,603        |   |
|                                   | Other Utility Related Costs                                      |           |         | 5%              | 249,603        |   |
|                                   | Total City Controlled Costs                                      |           |         |                 | \$ 748,808     |   |
|                                   | TOTAL OFF-SITE IMPROVEMENT INCLUDING OPTION 1 (STH 138)          |           |         |                 | \$ 5,740,862   |   |
|                                   | TOTAL ON-SITE AND OFF-SITE INCLUDING OPTION 1 (STH 138)          |           |         |                 | \$ 11,181,636  |   |



MAP 4 - General Location of KPW  
Phase 2 Infrastructure Projects



NOTE: Master Plan Dated 07-11-2016 shown for illustration and reference only. Proposed uses and illustrated buildings are subject to modification

PHASE 1 (KPW Commercial Center)

- A. Stormwater Management (First phase of water quality treatment and infiltration basins)
- B. Perimeter Highway Improvements
  - 1. USH 51 x Jackson Street Intersection Improvement (off-site)
  - 2. USH 51 and STH 138 widening (off-site)

PHASE 2 (KPW 2)

On-Site Infrastructure Projects

(Proposed Developer Obligation Debt TIF)

- C. Complete Jackson Street Extension
- D. Construct Oak Opening Drive
- E. Bio-Retention Facility Expansion (water quality treatment)
- F. Infiltration Basin Expansion
- G. Mass grading and site restoration of park site area

Off-Site Infrastructure Projects

(Proposed Conventional City Issued TIF)

- H. Reconstruct Oak Opening Drive/Deer Point Drive to USH 51
- I. Reconstruct Deer Point Drive (Roby Road) x USH 51 Intersection
- J. STH 138 x Oak Opening Drive Intersection
- K. Install Storm Sewer Force Main on Jackson Street

- YEAR OF CONSTRUCTION
- 2017
  - 2018
  - 2019
  - 2020



**Kettle Park West**  
Sources/Amounts of Debt/Equity Financing

**Exhibit 9**

|  | Year 1 (2017) |           |           |         | Year 2 (2018) |           |           |         | Year 3 (2019) |         |         |         | Total     |
|--|---------------|-----------|-----------|---------|---------------|-----------|-----------|---------|---------------|---------|---------|---------|-----------|
|  | 1st Qtr       | 2nd Qtr   | 3rd Qtr   | 4th Qtr | 1st Qtr       | 2nd Qtr   | 3rd Qtr   | 4th Qtr | 1st Qtr       | 2nd Qtr | 3rd Qtr | 4th Qtr |           |
| <b>Financing:</b>                                    |               |           |           |         |               |           |           |         |               |         |         |         |           |
| Equity Financing                                     | -             | 1,250,000 | -         | -       | -             | -         | -         | -       | -             | -       | -       | -       | 1,250,000 |
| Debt Financing                                       | -             | 3,250,000 | -         | -       | -             | 800,000   | -         | -       | -             | -       | -       | -       | 4,050,000 |
| <b>TIF Reimbursement:</b>                            |               |           |           |         |               |           |           |         |               |         |         |         |           |
| Grading/Streets and Related Infrastructure (Private) | -             | 2,723,847 | 2,723,847 | -       | -             | -         | -         | -       | -             | -       | -       | -       | 5,447,694 |
| Grading/Streets and Related Infrastructure (Public)  | -             | -         | -         | -       | -             | 2,870,431 | 2,870,431 | -       | -             | -       | -       | -       | 5,740,862 |

**Grand Total: \$ 16,488,556**



KPW 2 Projected Development Sequence and Projected Assessment

Date: 1/12/2016, 1/15/2016, revised 2/16/2016 to correct KPWCC lot 7A,B,C, revised 2/21/2016 to adjust for changing condos to duplexes and additional park area dedication, 2/29/16

Exhibit 10

Land and Building EAV Assumptions

|                            |            |                       |             |                        |  |
|----------------------------|------------|-----------------------|-------------|------------------------|--|
|                            | Land       |                       | Improvement |                        |  |
| Single Family Lots         | \$ 65,000  | per improved Lot      | \$ 250,000  | unit                   | Assume 5 per year                      |
| SFD Condos                 | \$ 65,000  | per improved Lot      | \$ 225,000  | unit                   | Assume 4 per year                      |
| Duplexes                   | \$ 90,000  | per improved Lot      | \$ 400,000  | per building (2 units) | Assume 3 building per year             |
| Med Density Multi Family   | \$ 390,000 | per building site     | \$ 100,000  | unit                   | Assume 26 unit buildings built in 2018 |
| High Density Multi Family  | \$ 5,00    | per square foot (lot) | \$ 75,000   | unit                   | Assume 1 building each year            |
| Hospitality                | \$ 6.70    | per square foot (lot) | \$ 62,500   | unit                   | See phasing                            |
| Senior Housing             | \$ 7.00    | per square foot (lot) | \$ 75,000   | unit                   | See phasing                            |
| Retail/Professional Office | \$ 9.37    | per square foot (lot) | \$ 30       | per square foot (lot)  |  |

indicates land EAV first entered in Assessment Roll; 2016 Dollars; No adjustment for inflation  
indicates building EAV first entered in Assessment Roll; 2016 Dollars; No adjustment for inflation.  
Note 1: Presumes Lots are Buildable as of Late Fall 2017 and 2018 and that foundation permits are issued concurrent with installation of street infrastructure so that the buildings can go vertical in Winter 2017  
18 and are substantially complete by Late Fall/Early Winter 2018

|                                       |          | Assessment Year -- Land and Units EAV coming on-line on January 1 |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
|---------------------------------------|----------|---|------|-------|------|------|--------------|------|------|---------------|------|------|---------------|------|------|---------------|------|------|---------------|
|                                       |          | 2017  |      |       | 2018 |      |              | 2019 |      |               | 2020 |      |               | 2021 |      |               | 2022 |      |               |
|                                       |          | Land  | Bldg | Total | Land | Bldg | Total        | Land | Bldg | Total         | Land | Bldg | Total         | Land | Bldg | Total         | Land | Bldg | Total         |
| HD Residential                        |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 17                                |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| SF                                    | 115,434  |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Units                                 | 65 units | 65  |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 18                                |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| SF                                    | 105,851  |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Units                                 | 60 units | 60  |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 19                                |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| SF                                    | 109,020  |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Units                                 | 60 units | 60  |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 20                                |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| SF                                    | 124,565  |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Units                                 | 68 units | 68  |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| MD Residential                        |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 13 - Change to a 26 unit building |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lots 22 - 25 -4 Duplex lots           |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Bldgs/Units                           | 8        | 8   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Single Family Lots                    |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lots on Buttercup                     | 28       |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| 1-12, 29-38, 54-56                    | 28       |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lots on Wild Senna                    | 15       |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| 39-46, 47-53                          | 15       |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| SFD Condos                            |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| CSM-Lot 1                             | 275,000  |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
|                                       | 18       | 18  |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Professional Office                   |          |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 14                                | 107,120  |   |      |       |      |      |              |      |      |               |      |      |               |      |      |               |      |      |               |
| Projected Annual Totals Phase 2       |          |   |      | \$ -  |      |      | \$ 4,770,116 |      |      | \$ 16,978,041 |      |      | \$ 31,403,041 |      |      | \$ 39,958,041 |      |      | \$ 50,871,641 |

|                                 |  | Assessment Year -- Land and Units EAV coming on-line on January 1 |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|---------------------------------|--|---|------|---------------|------|------|---------------|------|------|---------------|------|------|---------------|------|------|---------------|------|------|---------------|
|                                 |  | Land  | Bldg | Total         | Land | Bldg | Total         | Land | Bldg | Total         | Land | Bldg | Total         | Land | Bldg | Total         | Land | Bldg | Total         |
| TID #7 Phase 1 Area             |  |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 2                           | Large Format Retail  |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | 675,367  |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 3                           | Office Clinic  |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | 108,163  |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 4                           | Specialty Retail (Multi-Tenant)                              |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | Lot 4A<br>77,679<br>Lot 4B<br>55,645                         | 133,324   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 5                           | Multi-tenant Professional Services                           |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | 72,286   |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 6                           | Convenience Retail (with Fuel)                               |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | 97,873   |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 7                           | Specialty Retail (Multi-Tenant)                              |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | Lot 7A<br>28,750<br>Lot 7B<br>51,400<br>Lot 7C<br>85,290     | 165,382   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | * Note area variance from orig. lot 7 due to 5 ft strip      | 80,150  |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 15                          | Hospitality<br>(Part of original CSM Lot 8)                  |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | 186,323  |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Lot 16                          | Senior Housing<br>(Part of original CSM Lot 8)               |   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
|                                 | 222,499<br>SF<br>Units<br>Conceptually planned for 101 units | 101   |      |               |      |      |               |      |      |               |      |      |               |      |      |               |      |      |               |
| Projected Annual Totals Phase 1 |  |   |      | \$ 19,628,000 |      |      | \$ 35,854,501 |      |      | \$ 43,949,501 |      |      | \$ 44,699,501 |      |      | \$ 44,699,501 |      |      | \$ 44,699,501 |
| Phase 1 and 2 Combined          |  |   |      | \$ 19,628,000 |      |      | \$ 40,624,617 |      |      | \$ 60,927,542 |      |      | \$ 76,102,542 |      |      | \$ 84,657,542 |      |      | \$ 95,571,142 |

PRE-ANNEXATION AGREEMENT

CITY OF STOUGHTON – KETTLE PARK WEST DEVELOPMENT

This Agreement is made and entered into by the City of Stoughton, a Wisconsin municipal corporation (the "City"), and Kettle Park West, LLC, a Wisconsin limited liability corporation (hereafter referred to as the "Developer").

RECITALS

- A. Developer intends to work with the owners of certain property to petition the City for the annexation of the property described in Exhibit A (the "Subject Property"), the Highway 51 right-of-way adjacent to the Subject Property, and northerly one-half of the Highway 138 right-of-way adjacent to the Subject Property. Hereafter the Subject Property, the Highway 51 right-of-way adjacent to the Subject Property, and northerly one-half of the Highway 138 right-of-way adjacent to the Subject Property, shall be referred to collectively as the "Annexation Property".
- B. Developer acknowledges that Developer and the owners of the Subject Property are voluntarily and of their own accord requesting annexation of the Subject Property to the City, and that the City has not initiated or required the annexation.
- C. Annexation of the Annexation Property is consistent with the City's Comprehensive Plan and is necessary in order to provide urban services to the Subject Property.
- D. The annexation and development of the Subject Property are beneficial to the City if accomplished in accordance with the terms of this Agreement in that such annexation and development will increase the City's tax base; provide lands for needed growth of the City; permit the sound planning and development of the Annexation Property; and otherwise promote the public welfare.
- E. The parties desire that the Subject Property be developed in a manner that complies with the City's Comprehensive Plan, the City's Official Map, and all City ordinances, and in a manner that minimizes the cost of the development to City taxpayers.
- F. The City and Developer acknowledge that they enter into this Agreement for their mutual benefit and in order to address certain obligations and set forth certain understandings relating to the development of the Subject Property in the event the Annexation Property is annexed to the City.

## AGREEMENT

In consideration of the recitals and the mutual covenants and agreements set forth in this Agreement, the parties agree as follows.

### 1. PETITION FOR ANNEXATION.

Developer intends to file a petition for annexation of the Annexation Property to the City, pursuant to Wis. Stat. § 66.0217(2). Developer intends to file the petition with the City on or before May 31, 2013.

### 2. ZONING AND DEVELOPMENT OF THE SUBJECT PROPERTY.

A. Zoning. The annexation ordinance shall provide a temporary zoning classification for the Subject Property of RH - Rural Holding.

B. Permanent Zoning and Compliance with Plans and Regulations. The City has adopted a Westside Detailed Neighborhood Plan, as Appendix B to the City of Stoughton Comprehensive Plan. The parties anticipate that, following annexation, Developer will apply for permanent zoning of the Subject Property that is consistent with the Westside Detailed Neighborhood Plan. Any development of the Subject Property shall be consistent with the City's Comprehensive Plan, and shall be reviewed and considered in accordance with the City's Comprehensive Plan, and land division, zoning, stormwater management, building and other regulations relating to the development of the Subject Property. The parties agree that the Land Use Map attached as Exhibit C is consistent with the Westside Detailed Neighborhood Plan. The parties anticipate that Developer will apply for zoning, land division and other approvals in a manner that is consistent with the Land Use Map attached as Exhibit C.

C. Phasing. The parties anticipate that the Subject Property will be zoned and developed in phases, in accordance with the phasing plan described in Exhibit D.

D. Public Improvements. Developer shall be solely responsible for the cost of constructing any and all public improvements needed to serve the development of the Subject Property, including the cost of extending any off-site improvements to the Subject Property. The City shall have no obligation to obtain any property interests needed to extend public

improvements to the Subject Property, through the exercise of eminent domain or otherwise.

- E. Other Requirements Apply. Nothing in this Agreement is intended to relieve, nor shall it be construed as relieving, or in any way satisfying, obligations, procedures or requirements to the City of Stoughton pertaining to the future development or division of the Subject Property.

### 3. TAX INCREMENTAL FINANCING.

- A. The parties anticipate that development of the Subject Property may be facilitated by the use of tax incremental financing, pursuant to Wis. Stat. § 66.1105, and in accordance with one or more agreements to be negotiated by the parties.
- B. The City understands that Developer may request financial assistance of approximately Seven Million Dollars (\$7,000,000.00) as a condition of developing Phases 1a and 1b of the Subject Property, including constructing the improvements and incurring the costs described in Exhibit B, under the headings for Phases 1A and 1B. Developer understands that, as a condition of providing financial assistance, the City may require agreements that protect the City's financial interests. If financial assistance is provided by tax incremental financing, the City may require agreements that guarantee receipt by the City of sufficient tax increment to fund the financial assistance. Developer shall not be bound to undertake development of the Subject Property, and the City shall not be bound to provide financial assistance to Developer, unless the parties execute one or more agreements requiring such development and financial assistance to be undertaken and provided, and then only in accordance with the terms of such agreement or agreements.
- C. Developer acknowledges and understands that this Agreement cannot bind the City to create a tax increment district.

### 4. FEES AND COSTS.

- A. Urban Service Area Amendment Fees and Costs. Developer and the City cooperated to obtain approval of an amendment (the "Amendment") to the City of Stoughton Urban Service Area. The Capital Area Regional Planning Commission approved the Amendment on June 11, 2011, in Resolution CARPC No. 2011-5, and the Wisconsin Department of Natural Resources approved the amendment by letter dated June 16, 2011. In order

to obtain approval of the Amendment; the City incurred costs totaling \$17,000, and Developer incurred costs totaling \$144,000. The parties agree that, as a final allocation between the City and Developer of the costs of obtaining approval of the Amendment, Developer shall reimburse the City in the amount of \$11,900 (representing the City's costs attributable to Area A and Area B as shown on Exhibit E), and the City shall reimburse Developer in the amount of \$43,200 (representing the Developer's costs attributable to Area C as shown on Exhibit E), resulting in a net payment in the amount of \$31,300 from the City to Developer. This payment shall be made at the time the Developer has filed with the City Clerk, the Town of Rutland Town Clerk, and the State of Wisconsin Department of Administration - Division of Intergovernmental Relations, a complete and legally sufficient petition for annexation of the Annexation Property, in accordance with and pursuant to Wis. Stat. § 66.0217 (2).

- B. Application, Review and Administrative Fees. Developer shall pay to the City, immediately after presentation of a written request for payment, all legal, engineering, and other consulting or administrative fees, costs and expenses incurred or accrued before or after the execution of this Agreement in connection with: (1) the review and processing of petitions, applications and plans for the annexation, rezoning, division or development of the Subject Property; (2) the negotiation, preparation, consideration and review of this Agreement and other agreements relating to the Development of the Property; (3) the rezoning, subdivision or development of the Subject Property. Consulting, planning, engineering, and legal fees shall be the actual costs to the City on the basis of submitted invoices. Administrative fees including city staff time shall be calculated based on the actual cost to the City, including all wages and benefits paid to City employees. Inspection and observation fees during construction shall be the actual cost to the City on the basis of submitted invoices.
- C. Town Taxes. Developer shall reimburse the City for any amounts the City is required by law to pay to the Town of Rutland as a result of the annexation of the Subject Property. Any such reimbursements shall be paid within 30 days after the City requests payment.
- D. Impact and Connection Fees. The City requires the payment of certain impact fees pursuant to Chapter 67 of the Municipal Code of the City of Stoughton. As of the effective date of this Agreement, the City does not require the payment of a fee to connect to the City's sanitary sewer system or water system. Nothing in this Agreement is intended to relieve Developer from paying to the City fees and costs related to the zoning,

division or development of the Subject Property, and required by the City's ordinances or policies.

5. EFFECTIVE DATE AND EXPIRATION OF THIS AGREEMENT.

- A. Effective Date. This Agreement shall be effective upon execution.
- B. Expiration. If the City has not adopted an ordinance annexing the Subject Property on or before 12:00 noon on September 30, 2013, then this Agreement shall automatically, and without any further action, become null and void and of no force or effect, except that Developer shall pay any costs for which it is responsible under Section 4 of this Agreement as of such date.

6. OTHER PROVISIONS.

- A. Duration. This Agreement shall continue until a written release signed by the City and Developer is recorded, or until it automatically terminates under section 5 B.
- B. Governing Law. This Agreement shall be governed by, and enforced in accordance with the laws of the State of Wisconsin. Any claim arising under this Agreement shall be brought in Dane County Circuit Court, Dane County, Wisconsin.
- C. No Third Party Beneficiaries. No claim as a third party beneficiary under this Agreement by any person shall be valid against the City or Developer.
- D. Amendments and Modifications. No amendment or modification to this Agreement shall be effective until it is reduced to writing and approved and executed by all parties to this Agreement.
- E. Interpretation. This Agreement shall be construed without regard to the identity of the party who drafted the various provisions of this Agreement. Moreover, each and every provision of this Agreement shall be construed as though all parties to this Agreement participated equally in the drafting of this Agreement. As a result of the foregoing, any rule or construction that a document is to be construed against the drafting party shall not be applicable to this Agreement. This Agreement shall be construed simply and fairly to both parties.

- F. Entire Agreement. This Agreement constitutes the entire agreement between the parties and supersedes any and all prior agreements and negotiations between the parties, whether written or oral, relating to the subject matter of this Agreement.
- G. Severability. If any part of this Agreement or its application to any person or property be held invalid by a court of competent jurisdiction, the remaining provisions of this Agreement shall not be impaired thereby, and the remaining provisions shall be interpreted, applied and enforced so as to achieve, as near as may be, the purpose and intent of the Agreement to the greatest extent permitted by applicable law.

IN WITNESS WHEREOF, the parties have executed this Pre-Annexation Agreement.

DEVELOPER:  
Kettle Park West, LLC

By [Signature]  
Print Name: DAVE JENKINS  
Print Title: MANAGING PARTNER

#### ACKNOWLEDGEMENT

STATE OF WISCONSIN

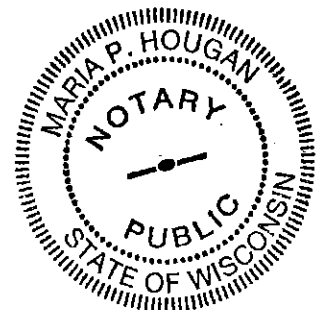
COUNTY OF DANE

Personally came before me this 19 day of April, 2013, the above-named Dave Jenkins, to me known to be the person who executed the foregoing instrument and acknowledged the same.

Maria P. Hougan  
Notary Public State of Wisconsin

Name: Maria P. Hougan (Please Print)

My Commission: 8-3-2014



CITY:  
City of Stoughton  
Dane County, Wisconsin

By: Donna Olson  
Donna Olson, Mayor

By: Maria Hougan  
Maria Hougan, City Clerk

### ACKNOWLEDGEMENT

STATE OF WISCONSIN

COUNTY OF DANE

Personally came before me this 12 day of April, 2013, the above-named Donna Olson and Maria Hougan, to me known to be the persons who executed the foregoing instrument and acknowledged the same.

Lisa L. Aude  
Notary Public State of Wisconsin

Name: Lisa L. Aude (Please Print)

My Commission: 4-14-17

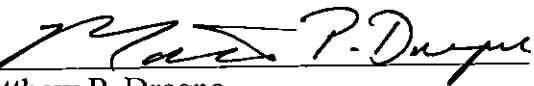
#### Attachments:

- Exhibit A - Map and Description of the Subject Property
- Exhibit B - Project Costs
- Exhibit C - Land Use Map
- Exhibit D - Description of Phasing Plan
- Exhibit E - Urban Service Area Amendment Area Cost Allocation



Approved as to Form:

STAFFORD ROSENBAUM LLP  
Attorneys for the City of Stoughton

By   
Matthew P. Dregne

*This instrument drafted by  
and to be returned to:*

Attorney Matthew P. Dregne  
Stafford Rosenbaum LLP  
222 West Washington Avenue, Suite 900  
P.O. Box 1784  
Madison, WI 53701-1784  
(608) 256-0226

**EXHIBIT A**

**MAP AND DESCRIPTION OF THE SUBJECT PROPERTY**

[illegible]

**EXHIBIT B**  
**PROJECT COSTS**

(Two pages)

**Kettle Park West - Public Improvement Cost Detail**  
Revised: October 10, 2012

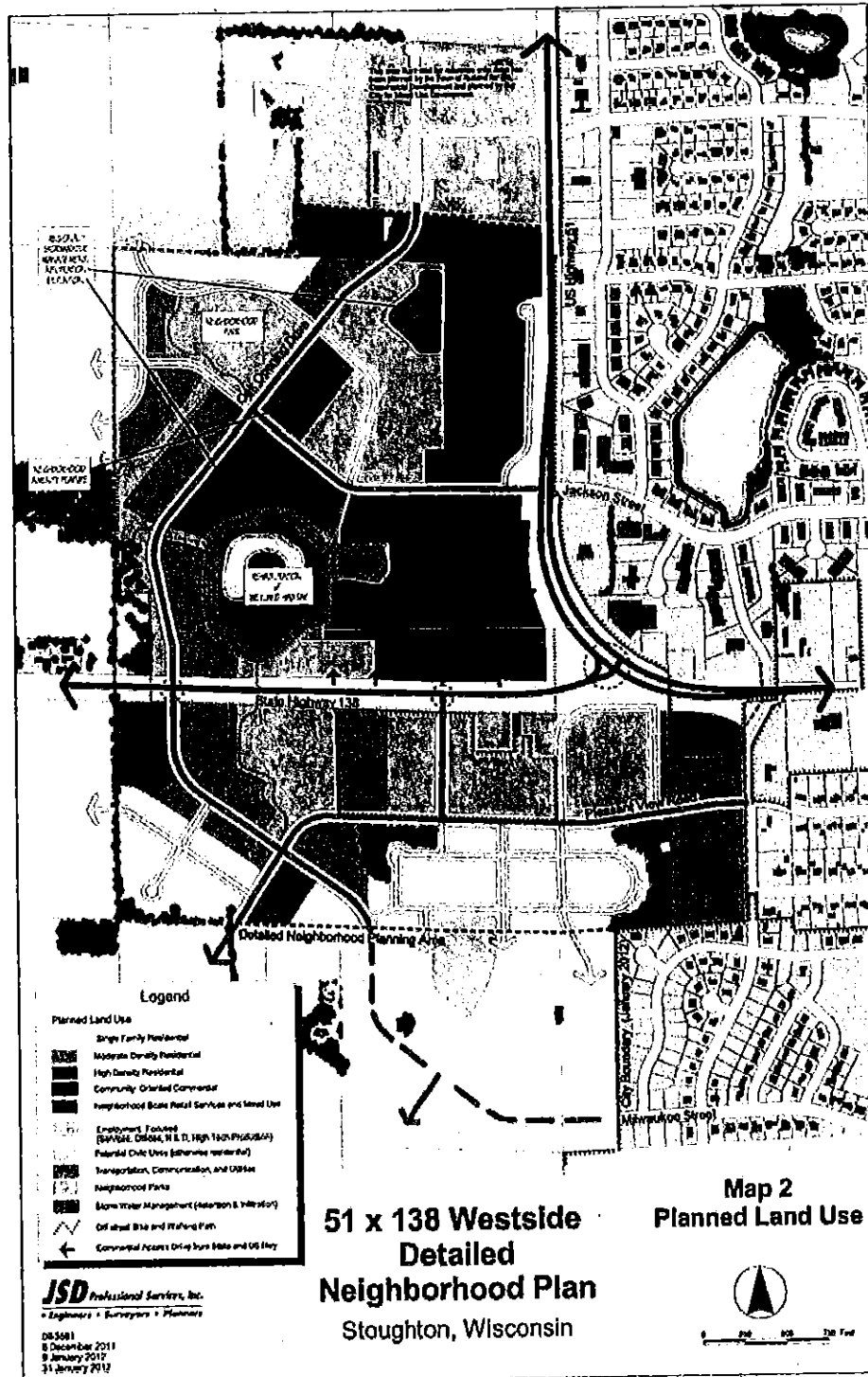
| Description   | Phase IA Costs         | Phase IB Costs      | Phase II Costs         | Future Costs           |
|---|------------------------|---------------------|------------------------|------------------------|
| <b>Professional Services</b>                                |                        |                     |                        |                        |
| Planning  | \$ 175,000.00          | \$ -                | \$ 75,000.00           | \$ -                   |
| Engineering   | \$ 548,390.00          | \$ -                | \$ 323,910.00          | \$ 440,000.00          |
| Engineering - Detention Pond                                | \$ 102,700.00          | \$ 25,000.00        | \$ -                   | \$ -                   |
| Surveying   | \$ 152,600.00          | \$ -                | \$ 65,475.00           | \$ 75,000.00           |
| Surveying - Detention Pond                                  | \$ 21,925.00           | \$ 10,000.00        | \$ -                   | \$ -                   |
| Geotechnical  | \$ 30,500.00           | \$ -                | \$ 13,115.00           | \$ -                   |
| Geotechnical - Detention Pond                               | \$ 6,385.00            | \$ -                | \$ -                   | \$ -                   |
| Archeological   | \$ 10,000.00           | \$ -                | \$ -                   | \$ -                   |
| Environmental   | \$ 20,000.00           | \$ -                | \$ -                   | \$ -                   |
| Wetlands  | \$ 25,000.00           | \$ -                | \$ -                   | \$ -                   |
| Accounting Fees   | \$ 35,000.00           | \$ -                | \$ -                   | \$ -                   |
| <b>Total Professional Services</b>                          | <b>\$ 1,127,500.00</b> | <b>\$ 35,000.00</b> | <b>\$ 477,500.00</b>   | <b>\$ 515,000.00</b>   |
| <b>On Site Costs</b>  |                        |                     |                        |                        |
| <b>A - General/Misc</b>                                     |                        |                     |                        |                        |
| Demolition  | \$ 40,000.00           | \$ 80,000.00        | \$ -                   | \$ -                   |
| Environmental Clean-up                                      | \$ 5,000.00            | \$ 20,000.00        | \$ -                   | \$ -                   |
| Traffic Control   | \$ 5,000.00            | \$ -                | \$ -                   | \$ -                   |
| <b>Subtotal General/Misc</b>                                | <b>\$ 50,000.00</b>    | <b>\$ 80,000.00</b> | <b>\$ -</b>            | <b>\$ -</b>            |
| <b>B - Stormwater Management</b>                            |                        |                     |                        |                        |
| Infiltration Basin  | \$ 500,000.00          | \$ -                | \$ -                   | \$ -                   |
| Water Quality Basin   | \$ 350,000.00          | \$ -                | \$ -                   | \$ -                   |
| Pump Station  | \$ 150,000.00          | \$ -                | \$ -                   | \$ -                   |
| Pressure Pipe   | \$ 100,000.00          | \$ -                | \$ -                   | \$ -                   |
| <b>Subtotal Stormwater Management</b>                       | <b>\$ 1,100,000.00</b> | <b>\$ -</b>         | <b>\$ -</b>            | <b>\$ -</b>            |
| <b>C - Site Utilities</b>                                   |                        |                     |                        |                        |
| Sanitary Sewer (1100' @ \$87/m)                             | \$ 95,965.78           | \$ -                | \$ -                   | \$ -                   |
| Storm Sewer (2125' @ \$85/m)                                | \$ 179,935.80          | \$ -                | \$ -                   | \$ -                   |
| Water Main (1100' @ \$109/m)                                | \$ 119,957.20          | \$ -                | \$ -                   | \$ -                   |
| Electric  | \$ 17,949.80           | \$ -                | \$ -                   | \$ -                   |
| Gas   | \$ 23,991.44           | \$ -                | \$ -                   | \$ -                   |
| <b>Subtotal Site Utilities</b>                              | <b>\$ 437,800.00</b>   | <b>\$ -</b>         | <b>\$ -</b>            | <b>\$ -</b>            |
| <b>D - Jackson Street Extension Improvements (580 feet)</b> |                        |                     |                        |                        |
| Street Construction (\$258/m)                               | \$ -                   | \$ -                | \$ -                   | \$ 149,750.00          |
| Utilities (\$398/m)   | \$ -                   | \$ -                | \$ -                   | \$ 230,940.00          |
| <b>E - Oak Opening Drive Improvements (1725 feet)</b>       |                        |                     |                        |                        |
| Street Construction (\$188/m)                               | \$ -                   | \$ -                | \$ 323,438.00          | \$ -                   |
| Utilities (\$398/m)   | \$ -                   | \$ -                | \$ 686,550.00          | \$ -                   |
| <b>F - Jackson Street Improvements (1180 feet)</b>          |                        |                     |                        |                        |
| Street Construction (\$167/m)                               | \$ -                   | \$ -                | \$ 198,640.00          | \$ -                   |
| Utilities (\$516/m)   | \$ -                   | \$ -                | \$ 609,000.00          | \$ -                   |
| <b>G - Hulse Road (Frontage Road) (1475 feet)</b>           |                        |                     |                        |                        |
| Street Construction (\$188/m)                               | \$ -                   | \$ -                | \$ -                   | \$ 278,560.00          |
| Utilities (\$398/m)   | \$ -                   | \$ -                | \$ -                   | \$ 587,050.00          |
| <b>Subtotal Street Improvements</b>                         | <b>\$ -</b>            | <b>\$ -</b>         | <b>\$ 1,815,628.00</b> | <b>\$ 1,244,300.00</b> |
| <b>Total On Site Costs</b>                                  | <b>\$ 1,587,800.00</b> | <b>\$ 80,000.00</b> | <b>\$ 1,815,628.00</b> | <b>\$ 1,244,300.00</b> |

| Off Site Costs   | Phase IA Costs  | Phase 1B Costs | Phase II Costs | Future Costs  |
|--|-----------------|----------------|----------------|---------------|
| <b><u>Purchase Access Rights</u></b>                           |                 |                |                |               |
| USH 51 - 3/4 Access  | \$ 100,000.00   | \$ -           | \$ -           | \$ -          |
| <b><u>H - Relocate Overhead Utilities</u></b>                  |                 |                |                |               |
| Private Utility Relocation (Gas & Electric)                    | \$ 800,000.00   | \$ -           | \$ -           | \$ -          |
| Traffic Control  | \$ 20,000.00    | \$ -           | \$ -           | \$ -          |
| <b>Subtotal General/Misc</b>                                   | \$ 820,000.00   | \$ -           | \$ -           | \$ -          |
| <b><u>I - Stormwater Management - Jackson Street</u></b>       |                 |                |                |               |
| Pump Station   | \$ 43,575.00    | \$ -           | \$ 31,425.00   | \$ -          |
| Pressure Pipe (2300 FEET)                                      | \$ 43,575.00    | \$ -           | \$ 31,425.00   | \$ -          |
| Overflow Gravity Pipe  | \$ 43,575.00    | \$ -           | \$ 31,425.00   | \$ -          |
| <b>Subtotal Stormwater Management</b>                          | \$ 130,725.00   | \$ -           | \$ 94,275.00   | \$ -          |
| <b><u>J - Kettle Restoration</u></b>                           |                 |                |                |               |
| Grading and Landscaping  | \$ -            | \$ -           | \$ -           | \$ 174,300.00 |
| <b>Subtotal Kettle Restoration</b>                             | \$ -            | \$ -           | \$ -           | \$ 174,300.00 |
| <b><u>K - USH 51 Improvements (1200 feet @ \$1160/ft)</u></b>  |                 |                |                |               |
| Street Reconstruction  | \$ 240,000.00   | \$ -           | \$ -           | \$ -          |
| 50% of USH 51 and STH 138 Roundabout                           | \$ 750,000.00   | \$ -           | \$ -           | \$ -          |
| Intersection C and Signals                                     |                 |                |                | \$ 400,000.00 |
| <b><u>L - STH 138 Improvements (2100 feet @ \$1075/ft)</u></b> |                 |                |                |               |
| Street Reconstruction  | \$ 408,750.00   | \$ -           | \$ -           | \$ -          |
| Intersections - Refer to Exhibit 6-2 Traffic Geometrics        |                 |                |                |               |
| Intersection A   | \$ 200,000.00   | \$ -           | \$ -           | \$ -          |
| Intersection B   | \$ 750,000.00   | \$ -           | \$ -           | \$ -          |
| Intersection D   | \$ 100,000.00   | \$ -           | \$ -           | \$ -          |
| Delivery Driveway  | \$ 50,000.00    | \$ -           | \$ -           | \$ -          |
| 50% of USH 51 and STH 138 Roundabout                           | \$ 750,000.00   | \$ -           | \$ -           | \$ -          |
| <b><u>M - STH 138 Improvements (700 feet @ \$1266/ft)</u></b>  |                 |                |                |               |
| Street Reconstruction  | \$ -            | \$ -           | \$ 136,250.00  | \$ -          |
| Intersection E   | \$ -            | \$ -           | \$ 750,000.00  | \$ -          |
| <b>Subtotal Street Improvements</b>                            | \$ 3,248,750.00 | \$ -           | \$ 886,250.00  | \$ 400,000.00 |
| <b>Total Off Site Costs</b>                                    | \$ 4,199,475.00 | \$ -           | \$ 980,525.00  | \$ 574,300.00 |

|   |                        |                      |                        |                        |
|---|------------------------|----------------------|------------------------|------------------------|
| <b>Grand Total Public Improvement Costs</b> | <b>\$ 6,914,775.00</b> | <b>\$ 115,000.00</b> | <b>\$ 3,273,653.00</b> | <b>\$ 2,333,600.00</b> |
|---|------------------------|----------------------|------------------------|------------------------|

# EXHIBIT C

## PLANNED LAND USE AND RELATIONSHIPS BETWEEN USES



**EXHIBIT D**  
**DESCRIPTION OF PHASING PLAN**



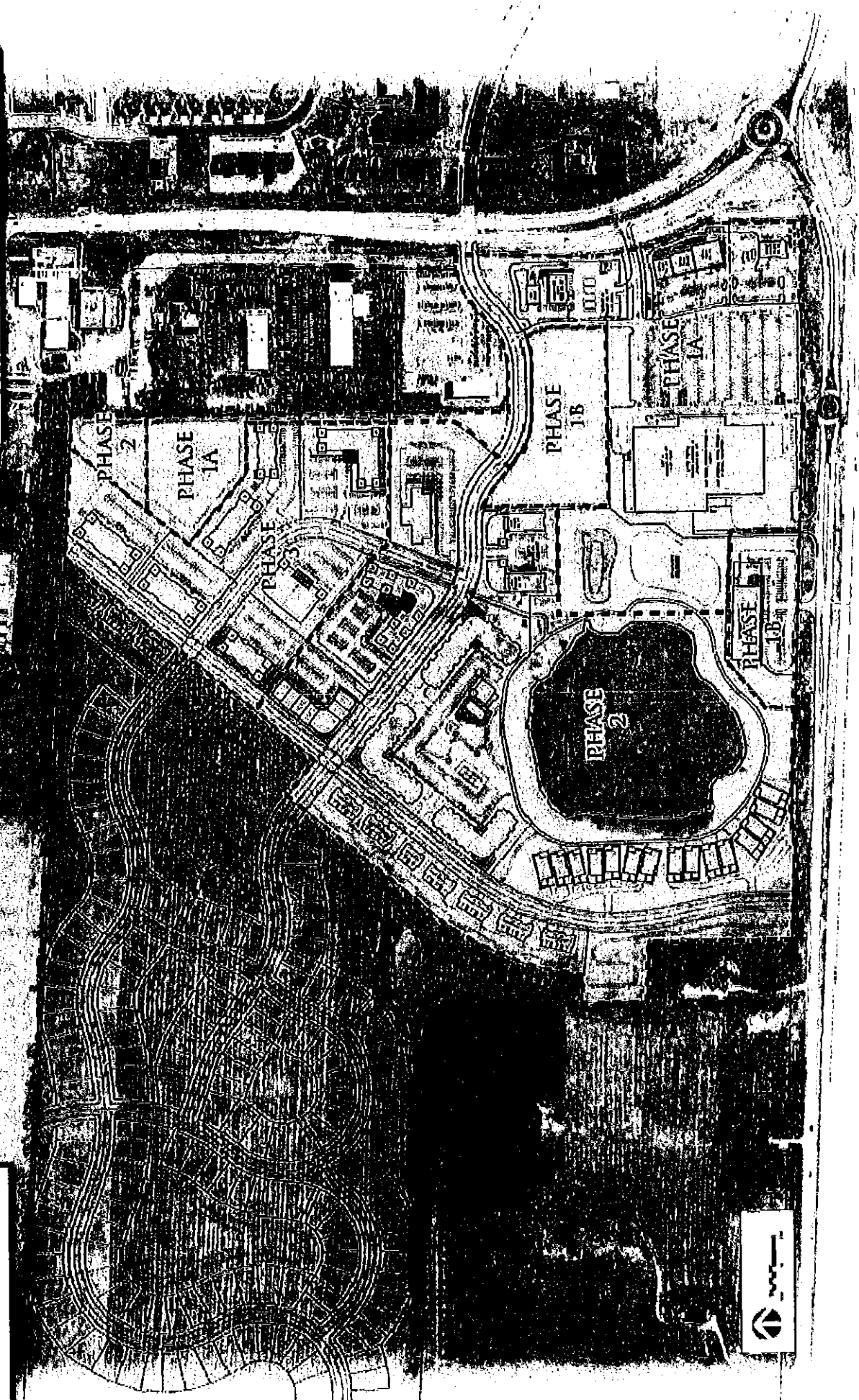


KETTLE  
PARK  
WEST



**JSD**  
Professional Services, Inc.  
Engineers • Surveyors • Planners

EXHIBIT D



**EXHIBIT E**

**URBAN SERVICE AREA AMENDMENT AREA COST ALLOCATION**

(Two pages)

## EXHIBIT E

### URBAN SERVICE AREA AMENDMENT AREA COST ALLOCATION

Developer USA Costs: \$144,000

City USA Costs: \$ 17,000

Total Urban Service Area Amendment Area = Area A + Area B + Area C

192.79 acres = 34.71 acres + 101.18 acres + 56.90 acres

|   | <u>Developer Share</u> | <u>City Share</u> |
|---|------------------------|-------------------|
| Area A Represents 18% of Amendment Area | \$25,920               | \$ 3,060          |
| Area B Represents 52% of Amendment Area | \$74,880               | \$ 8,840          |
| Area C Represents 30% of Amendment Area | \$43,200               | \$ 5,100          |

KETTLE PARK WEST  
 U.S. HWY 51 & STATE HWY 138  
 STOUTTOWN, WI  
 03/25/2013  
 FOR PLANNING PURPOSES ONLY

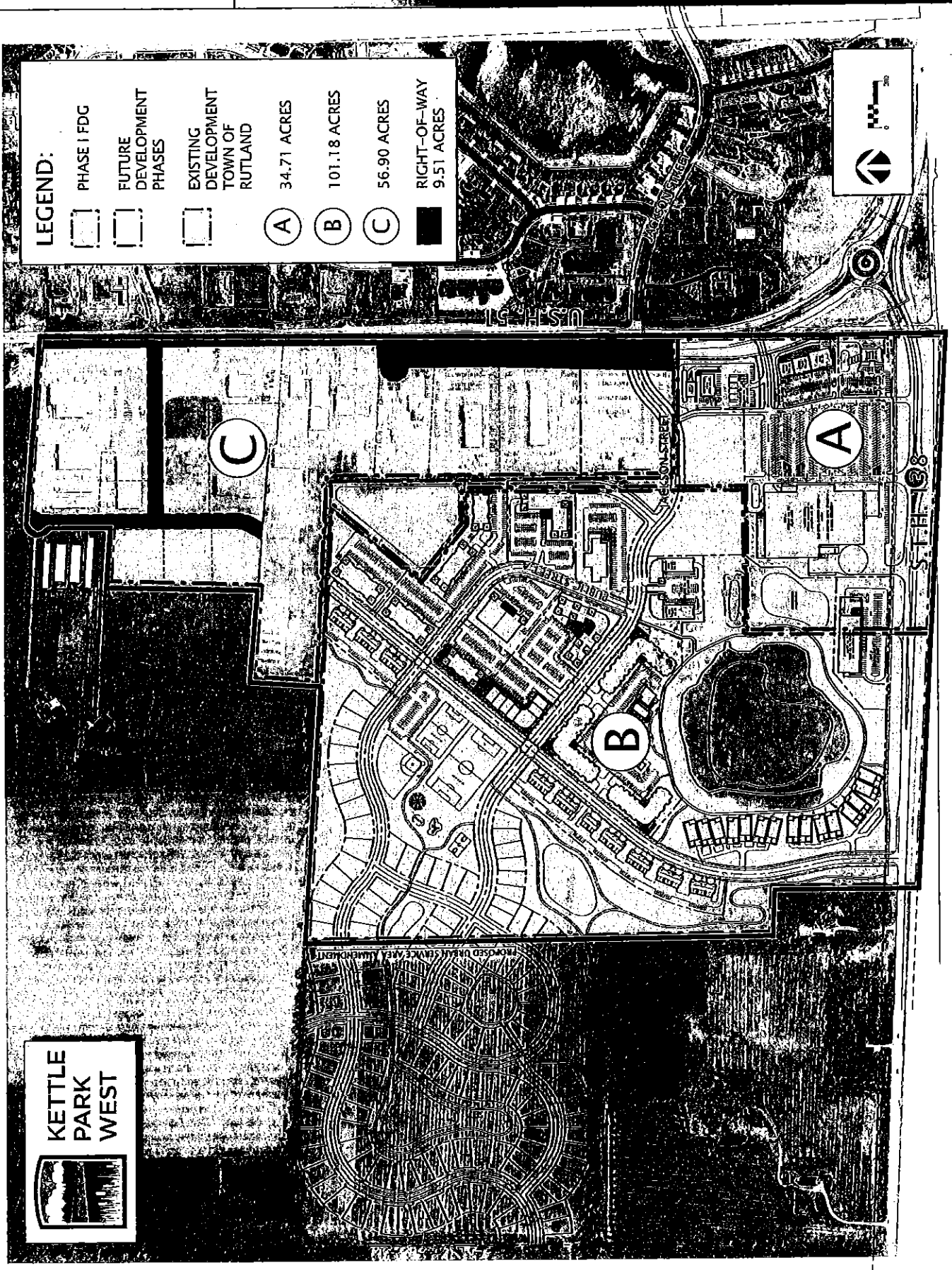
JSD Professional Services, Inc.  
 Engineers • Surveyors • Planners



URBAN SERVICE AREA

**LEGEND:**

- PHASE I FDG
- FUTURE DEVELOPMENT PHASES
- EXISTING DEVELOPMENT TOWN OF RUTLAND
- A 34.71 ACRES
- B 101.18 ACRES
- C 56.90 ACRES
- RIGHT-OF-WAY 9.51 ACRES



## Appendix 2

### FDG Executive Team Member Profiles



**Dave M. Jenkins, Founder /Owner / Managing Member.** Mr. Jenkins is responsible for the vision, success and growth of Forward Development Group, LLC. His vision to see opportunity for development or redevelopment of a property allows Forward Development Group to build unique and successful projects. Mr. Jenkins also created JSD Professional Services, Inc., providing complete services in planning and development, civil engineering, transportation engineering, water resources, landscape architecture, construction services and survey and mapping. JSD Professional Services Inc. is currently located in five office locations including Verona, Waukesha, Kenosha, Wausau and Appleton, Wisconsin.



**Dennis Steinkraus, Development Manager.** Mr. Steinkraus is responsible for the management, coordination and site development of the properties controlled by Forward Development Group, LLC. Mr. Steinkraus supervises all land development activities, consultants, contractors, project schedule and budget administration and is the primary contact with governmental agencies. Mr. Steinkraus is the former President of Benton Land & Development, LLC where he supervised the development of over 1,000 single-family homes sites for a large production builder in the metropolitan Madison and Milwaukee markets. Mr. Steinkraus holds memberships in the Wisconsin Society of Land Surveyors and the International Council of Shopping Centers.



**Ron Henshue, Finance / Construction Manager.** Mr. Henshue is responsible for the financial projections, debt financing and reporting as well as the management of all aspects of construction of the properties including estimating, project management, close out and profitability of Forward Development Group, LLC. With over 30 years' experience managing financial and construction projects, Mr. Henshue has assisted in the planning and formation of 10 companies and has facilitated over 50 strategic planning sessions. Mr. Henshue currently serves on the Board of Directors and Finance Committee for Habit for Humanity of Dane County.



**Victor L. Mohoney, Business Development Manager.** Mr. Mohoney assists with strategic planning relating to real estate development and capital formation. Mr. Mohoney has over 30 years' experience in the real estate arenas that include commercial brokerage and leasing as well as real estate development and debt and equity syndication. Mr. Mohoney was responsible for the development of over \$100 Million in affordable elderly housing under the Section 42 Tax Credit Program, has developed multi-family housing, raised investment capital for local, regional, and national real estate developers and has raised debt and equity capital responsible for many of the largest real estate portfolios in the State of Wisconsin.



**D'anne L. Long, Marketing / Residential Sales Manager.** Ms. Long is responsible for the executive administration and marketing of all of the properties controlled by Forward Development Group, LLC. Ms. Long has over 20 years' experience in the residential sales market in Wisconsin and Michigan. As the managing real estate broker, Ms. Long oversees the sales of the single-family residential home sites. Prior to joining Forward Development Group, Ms. Long specialized in residential/new home construction sales in the greater Madison and Milwaukee markets since 2003. Ms. Long holds membership with the local, regional and national Association of Realtors® and the Madison Area Builders Association.

# **City of Stoughton, Wisconsin**

## **Project Plan**

for

## **Tax Incremental Financing District No. 7**

Recommended by the City Plan Commission  
Expected: October 27, 2014

Adopted by the Common Council  
Expected: November 11, 2014

Adopted by Joint Review Board  
Expected: November 26, 2014

Prepared by:

**SPRINGSTED INCORPORATED**  
380 Jackson Street, Suite 300  
St. Paul, MN 55101-2887  
(651) 223-3000  
**WWW.SPRINGSTED.COM**

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Section I

**Project Plan: Estimated Project Costs, Projected Revenues and Economic Feasibility Study**

**Section A      Introductions**

Wisconsin's Tax Incremental Law was created to help cities and villages rehabilitate blighted areas and improve or develop industrial sites. In creating Wisconsin's Tax Incremental Law, the State Legislature expressed its concern that cities and villages had neither the incentive nor the financial resources necessary to carry out projects that benefited not only the city or village, but all jurisdictions which share in the tax base.

The Tax Incremental Law gives cities and villages the authority, under certain conditions, to designate a specific area within its boundaries as a Tax Incremental Financing District and requires them to prepare a plan to develop or redevelop the District. Cities or villages may use all increased property taxes generated by the increased property value generated by such development or redevelopment to pay for eligible costs, which they incur to improve the District. This law assumes that all governmental units that tax properties within the District will eventually benefit from the increased value which will be generated. The municipality that created the District is allowed to retain the increased taxes generated during the existence of the District to pay for the costs of the public improvements.

State Statute places certain limitations on the creation of Tax Incremental Financing Districts. Only whole parcels of property that are assessed for general property tax purposes and which are contiguous can be included within a District. In addition, at least fifty percent (50%) of the real property in a District must meet at least one of the following criteria:

1. It is a blighted area;
2. It is an area in need of conservation or rehabilitation work;
3. It is an area suitable for industrial sites and has been zoned for industrial use; or
4. It is an area suitable for mixed-use development.

It also must be found that:

1. The improvement of the area is likely to enhance significantly the value of substantially all the other real property in the District;
2. The project costs relate directly to eliminating blight, directly serve to rehabilitate or conserve the area or directly serve to promote industrial and/or mixed use development; and
3. The equalized value of taxable property of the District plus the value increment of all existing Districts does not exceed 12 percent of the total equalized value of taxable property within the City.

Before a Tax Incremental Financing District can be created, a Joint Review Board, which is comprised of representatives of the authorities having the power to levy taxes in the District and one public member, must approve the municipality's action relative to the creation of the District.

A Tax Incremental Financing District shall terminate when the earlier of the following occurs:

1. That time when the City has received aggregate tax increments with respect to such District in an amount equal to the aggregate of all project costs under the Project Plan and any amendments to the Project Plan for such District.
2. Twenty years after the District is created for mixed use TIDs.
3. The local legislative body, by resolution, dissolves the District, at which time the City shall become liable for all unpaid project costs actually incurred, except this paragraph does not make the City liable for any tax incremental bonds or notes issued.



The Project Plan for Tax Incremental Financing District No. 7, "the District," in the City of Stoughton has been prepared in compliance with s. 66.1105(4), Wisconsin Statutes. TID No. 7 is defined by the boundary shown on Map 1 found on Page 15. Pursuant to s. 66.1105(4)(f), the Project Plan shall include:

- A statement listing the kind, number and location of all proposed public works or improvements within the district;
- an economic feasibility study;
- a detailed list of estimated project costs;
- a description of the methods of financing all estimated project costs;
- the time when the related costs or monetary obligations are to be incurred;
- a map showing existing uses and condition of real property in the district;
- a map showing proposed improvements and uses in the district;
- proposed changes of zoning ordinances, master plan, if any, maps, building codes and city ordinances;
- a list of estimated non-project costs;
- a statement of the proposed method for the relocation of any persons to be displaced;
- an indication as to how creation of the tax incremental district promotes the orderly development of the city;
- an analysis of the overlying taxing districts;
- a map showing the district boundaries; and
- an opinion of the City attorney advising whether the plan is complete and complies with s. 66.1105(4)(f), Wisconsin Statutes.

**Section B      Statement Listing the Kind, Number, and Location of All Proposed Public Works or Improvements Within and Outside of the District**

The public works and improvement activities located within Tax Incremental Financing District No. 7 are listed on Table I found on page 4, which provides a listing of all District activities; and Map 3 on Page 17, which shows the location of the proposed project costs, public works and improvements. The estimated project costs shall be refined as future development occurs and specific project activities are undertaken. Some public improvements may occur off-site, but are necessary expenditures in terms of benefiting the TIF District. Project costs incurred for territory that is located within a one-half mile radius of the district's boundaries may also be financed by the district. Any economic incentives granted will be consistent with the TIF statutory requirements.

**A. Capital Costs for Development of the TID:**

Capital costs most often include projects located within the boundaries of the District. Infrastructure costs for projects located outside of the District, benefiting or necessary for the development within the District may also be eligible District project costs (must be within one-half mile radius of the district). Such costs must be shared in a reasonable manner relating to the amount of benefit to the District. Infrastructure costs may include:

1. Land acquisition, relocation, and building demolition to facilitate development or redevelopment within the District.
2. Street construction or reconstruction, installation/upgrading of sanitary sewer, water, and storm water infrastructure to facilitate development or redevelopment.
3. Installation or improvements to other utilities including electric, natural gas, telecommunications, cable TV, fiber optic, etc.
4. Construction of sidewalks, trails and other related improvements to facilitate pedestrian travel in and around the District.
5. Installation/construction of landscaping improvements, streetscaping, and wayfinding.

**B. Administrative Costs:**

Administrative costs may include, but are not limited to, a portion of City staff time, consultants and others directly involved with planning and administering of the District over the statutory expenditure period. The City is anticipating incurring costs over the term of the District for certain administrative costs associated with the proposed developments.

**C. Organization Costs:**

Organization costs may include, but are not limited to, financial consultant fees, attorneys, engineers, planners, economic or environmental feasibility studies, traffic studies, preparation of this Project Plan, financial projections, preliminary engineering to determine project costs, maps, legal services, and other payments made which are necessary or convenient to the District.

**D. Financing Costs:**

Financing costs include interest, finance fees, bond discounts, bond redemption premiums, bond legal opinions, bond fees, ratings, capitalized interest, bond insurance and other expenses related to financing.

The previous activities shall provide necessary facilities and incentives that should enable and encourage development and redevelopment within the District. A detailed list of estimated project costs, including anticipated year of installation, is included in Table I as shown on the following page.

Table I (see next page)

**TID NUMBER 7 - TABLE I**  
**Proposed Project Costs, Public Works and Improvements**

| Estimated Costs for Development    | Total Costs        | 2014          | 2015             | 2016           | 2017-2034        | Total            |
|------------------------------------|--------------------|---------------|------------------|----------------|------------------|------------------|
| <b>On Site Costs</b>               |                    |               |                  |                |                  |                  |
| Stormwater Management              | \$1,247,220        |               | 1,247,220        |                |                  | 1,247,220        |
| Stormwater Management Engineering  | \$124,722          |               | 124,722          |                |                  | 124,722          |
| Stormwater Management Contingency  | \$210,355          |               | 210,355          |                |                  | 210,355          |
| <b>Subtotal</b>                    | <b>\$1,582,297</b> | <b>-</b>      | <b>1,582,297</b> | <b>-</b>       | <b>-</b>         | <b>1,582,297</b> |
| <b>Off Site Costs</b>              |                    |               |                  |                |                  |                  |
| Off Site Costs                     | \$2,439,327        |               | 2,439,327        |                |                  | 2,439,327        |
| Utility Relocation                 |                    |               |                  |                |                  | -                |
| US Highway 51 Improvements         |                    |               |                  |                |                  | -                |
| State Highway 138 Improvements     |                    |               |                  |                |                  | -                |
| Jackson Street (West) Improvements |                    |               |                  |                |                  | -                |
| Jackson Street (East) Improvements |                    |               |                  |                |                  | -                |
| Engineering                        | \$243,933          |               | 243,933          |                |                  | 243,933          |
| Contingency                        | \$311,707          |               | 311,707          |                |                  | 311,707          |
| <b>Subtotal</b>                    | <b>\$2,994,967</b> | <b>-</b>      | <b>2,994,967</b> | <b>-</b>       | <b>-</b>         | <b>2,994,967</b> |
| <b>Other Costs</b>                 |                    |               |                  |                |                  |                  |
| Administrative                     | \$105,000          | 15,000        | 5,000            | 5,000          | 80,000           | 105,000          |
| Costs of Issuance                  | \$20,000           | 20,000        | -                | -              | -                | 20,000           |
| Interest Expense                   | \$2,167,961        | -             | 95,853           | 95,853         | 1,976,255        | 2,167,961        |
| Developer Cash Grant               | \$550,000          |               |                  |                | 550,000          | 550,000          |
| <b>Total</b>                       | <b>\$2,842,961</b> | <b>35,000</b> | <b>100,853</b>   | <b>100,853</b> | <b>2,606,255</b> | <b>2,842,961</b> |
| <b>Subtotal On Site Costs</b>      | <b>\$1,582,297</b> | <b>-</b>      | <b>1,582,297</b> | <b>-</b>       | <b>-</b>         | <b>1,582,297</b> |
| <b>Subtotal Off Site Costs</b>     | <b>\$2,994,967</b> | <b>-</b>      | <b>2,994,967</b> | <b>-</b>       | <b>-</b>         | <b>2,994,967</b> |
| <b>Subtotal Other Costs</b>        | <b>\$2,842,961</b> | <b>35,000</b> | <b>100,853</b>   | <b>100,853</b> | <b>2,606,255</b> | <b>2,842,961</b> |
| <b>Totals</b>                      | <b>\$7,420,225</b> | <b>35,000</b> | <b>4,678,117</b> | <b>100,853</b> | <b>2,606,255</b> | <b>7,420,225</b> |

*Subject to change based on final financing plan for individual projects. The City reserves the right to adjust the total amount financed for certain identified eligible projects contained within this Project Plan.*

### Section C Local Action

Before a Tax Incremental Financing District Plan can be created, the City Plan Commission must hold a public hearing(s) on the proposed creation of the District, the proposed boundaries thereof and the proposed Project Plan for the District. The public hearing on the creation of and the boundaries for the District may be held separately from or concurrent with a public hearing on the proposed Project Plan. The City has chosen to hold the public hearings concurrently. After the public hearing, the City Plan Commission must submit the recommended Tax Incremental Financing District boundaries and Project Plan to the local legislative body for action if it desires to create a District. Before adopting such resolution, the local legislative body may amend both the proposed District boundaries and Project Plan. The Public Hearing for the District has been scheduled for the Plan Commission on October 27, 2014. Notice of the Public Hearing shall be published in the Stoughton Courier Hub on October 9, 2014 and October 16,

2014 and have also been sent to all property owners within the District. The resolution approving the District shall be introduced to the Common Council for approval on November 11, 2014.

State Statutes require the City seeking to create a Tax Incremental Financing District convene a Joint Review Board (JRB) to review the proposal. The first meeting of the JRB must be held within fourteen days after the Notice of the above-referenced hearing(s) is published. For any Tax Incremental Financing Districts proposed by the City of Stoughton, the membership of the Joint Review Board shall consist of a representative chosen by the City, a representative chosen by the County, a representative chosen by the Technical College District, a representative chosen by the School District, and one public member. The public member and the chair of the JRB must be selected by a majority vote of the other JRB members. It is the responsibility of the JRB to review the public record, planning documents and the resolution passed by the local legislative body creating the District, and to either approve or not approve such resolution based on certain criteria by a majority vote after receiving the resolution. The first meeting of the JRB is scheduled for October 22, 2014, with the final meeting to act on the Common Council's resolution anticipated to occur on November 26, 2014.

#### **Capacity to Create Tax Incremental Districts**

In 2004 the State Legislature amended the Tax Incremental Financing Law to allow up to 12% of the total equalized value of taxable property within the City be included within Tax Incremental Districts. The City of Stoughton's 2014 total equalized value is 1,664,973,700. The City can include up to twelve percent (12%) of the total equalized value of the community in existing and new tax incremental finance districts. 12% of the City's equalized value is \$199,796,844.

The City has 3 outstanding Tax Incremental Districts with \$50,060,900 of equalized value. This district is expected to generate approximately \$33,295,600 of incremental value upon full build out of Phase 1. Therefore, this district can be created within the 12% capacity limit enacted by statute. The Department of Revenue will certify the values in the proposed tax incremental district to confirm compliance with this requirement.

The City should carefully monitor the annual growth within this district and existing districts, as well as the capacity to create additional districts.

#### **Section D      General Description of Tax Incremental District Number 7**

The purpose of Tax Incremental Financing District Number 7 is to be a public financing tool for development of additional land suitable for mixed-use development within the City. Significant infrastructure is necessary to implement development on the project site including on site and off site public improvements, highway and street improvements in the City of Stoughton. The first full phase of development is anticipated to result in the addition of approximately \$34 million of new assessed value and the creation of new jobs in the community. The first 4 users of Phase 1 are anticipated to generate approximately \$18 million of new assessed value. Future development of Phase 1 (included as the alternate scenario with Phase 1 Full Build out) is anticipated to create additional jobs and tax base growth over the construction period as development occurs and provide sufficient revenues to support existing project costs and/or result in early district termination. Within the boundaries of this Tax Incremental District are sites suitable for mixed use development. The area is approximately 140 acres in size.

The boundaries of the District are described in the next section and as legally described in Appendix A. The intent of the District is to acquire lands and install public improvements that will allow and, in fact, stimulate reinvestment by the private sector. The new investment will, in turn, increase the tax base to pay for the initial investments and provide new tax base.

#### **Section E      District Boundary**

The boundaries of Tax Incremental Financing District Number 7 are shown on Map 1 on Page 15 and are further described in Appendix A. The District includes the properties with the identification numbers and legal descriptions as found in Appendix A.

|                     |  |
|---------------------|--|
| 281/0510-014-8501-2 | <p>Part of Lot 2, Certified Survey Map No. 3430 as recorded in Volume 13, pages 268-270, as Document No. 1658279, all of Lots 1, 2, and 3, Certified Survey Map No. 3435 as recorded in Volume 13, pages 279-281, as Document No. 1658680, all of Lot 1, Certified Survey Map No. 9632 as recorded in Volume 55, pages 194-197, as Document No. 3199102, and all of the Northwest Quarter of the Southeast Quarter, and part of the Northeast Quarter of the Southeast Quarter, part of the Southeast Quarter of the Southeast Quarter and part of the Southwest Quarter of the Southeast Quarter, all in Section 1, Township 5 North, Range 10 East, Town of Rutland, and part of the Southwest Quarter of the Southwest Quarter of Section 6, Township 5 North, Range 11 East, Town of Dunkirk, Dane County, Wisconsin, Described as follows:</p>  |
| 281/0510-014-8061-2 |  |
| 281/0510-014-9002-2 |  |
| 281/0510-014-9571-2 |  |
| 281/0510-014-8376-2 |  |
| 281/0510-014-9811-2 |  |
| 281/0510-014-9921-2 |  |
| 281/0510-014-9821-2 |  |
| 281/0510-014-9845-2 | <p>Beginning at a point on the South line the Southwest Quarter of Section 6, aforesaid, being North 87 degrees 24 minutes 18 seconds East of the Southwest Corner of said Southwest Quarter a distance of 667.62 feet, said point also being on the Corporate boundary of the City of Stoughton; thence South 87 degrees 24 minutes 18 seconds West along the South line of said Southwest Quarter, 662.61 feet to a point that is 5.00 feet East of the West line of the Southwest Quarter of Section 6, aforesaid; thence North 00 degrees 17 minutes 13 seconds West parallel with the West line of the Southwest Quarter of Section 6, aforesaid, 184.63 feet; thence North 87 degrees 07 minutes 28 seconds West parallel with the North right-of-way line of State Trunk Highway '138' a distance of 298.58 feet; thence South 00 degrees 16 minutes 13 seconds East, 5.01 feet to the North right-of-way line of State Trunk Highway '138'; thence North 87 degrees 07 minutes 28 seconds West along said right-of-way line, 21.50 feet; thence South 00 degrees 12 minutes 45 seconds East along said right-of-way line, 8.67 feet; thence North 89 degrees 53 minutes 46 seconds West along said right-of-way line, 178.13 feet; thence South 00 degrees 00 minutes 00 seconds East, 162.51 feet to the South line of the Southeast Quarter of Section 1, aforesaid; thence North 87 degrees 05 minutes 45 seconds West along said section line, 1941.76 feet to the Southerly extension of the East line of Certified Survey Map No. 7803, as recorded in Volume 41, pages 76-77 as Document No. 2670794; thence North 00 degrees 05 minutes 30 seconds West along the East line of said Lot 1 a distance 604.54 feet to the Northeast corner of said Lot 1; thence North 87 degrees 50 minutes 42 seconds West along the North line of said Lot 1, a distance of 203.18 feet to the West line of said Southeast Quarter; thence North 00 degrees 04 minutes 33 seconds West along said West line, 2039.87 feet to the Northwest corner of said Southeast Quarter; thence South 86 degrees 41 minutes 54 seconds East along the North line of said Southeast Quarter, 1986.12 feet to the West line of Lot 1, Certified Survey Map No. 8144 as recorded in Volume 43, pages 285-290, as Document No. 2745975; thence South 00 degrees 09 minutes 16 seconds West, 146.55 feet; thence South 00 degrees 05 minutes 13 seconds East, 279.26 feet to the Southwest corner of Lot 2, Certified Survey Map No. 8144; thence South 00 degrees 06 minutes 55 seconds East along the West line of Certified Survey Map No. 9632 as recorded in Volume 55, pages 194-197 as Document No. 3199102 a distance of 888.03 feet; thence South 87 degrees 57 minutes 29 seconds East, 1.15 feet; thence South 00 degrees 20 minutes 15 seconds West, 198.79 feet to the Southwest corner of Lot 2 of said Certified Survey Map No. 9632; thence North 89 degrees 42 minutes 22 seconds East along the South line of said Lot 2 a distance of 519.85 feet to the Westerly right-of-way line of U.S.H. '51'; thence North 01 degrees 42 minutes 26 seconds East along said Westerly right-of-way line, 171.19 feet; thence South 88 degrees 07 minutes 03 seconds East, 123.54 feet to the East line of the Southeast Quarter of said Section 1 and the Westerly corporate boundary of the City of Stoughton; thence South 00 degrees 17 minutes 13 seconds East along the East line of said Southeast Quarter and said Westerly corporate boundary, 42.54 feet; thence North 88 degrees 23 minutes 40 seconds East, 41.11 feet to the Easterly right-of-way line of U.S.H. '51'; thence South 03 degrees 23 minutes 52 seconds East along</p> |

|  |  |
|--|--|
|  | <p>said easterly right-of-way line, 122.33 feet to a point of curve; thence Southeasterly 1,089.67 feet along an arc of a curve to the left, having a radius of 976.74 feet, the chord bearing South 30° degrees 13 minutes 16 seconds East, 1,034.04 feet; thence South 63° degrees 11 minutes 08 seconds East, 113.67 feet; thence South 00 degrees 58 minutes 35 seconds East, 179.65 feet to the Point of Beginning.</p> <p>Parcel contains 6,107,862 square feet or 140.217 acres</p> |
|--|--|

## Section F Economic Feasibility Study

### Purpose

The purpose of this study is to determine if the projected revenues generated from the District as a result of the proposed developments can finance the costs associated with the implementation of the Project Plan.

### General Development Description

This section focuses on the new development projections and corresponding incremental new value. These projections have been prepared based on assumptions provided by the City and proposed developer.

The tax increment revenue projections in this section are based on the potential development of certain buildings and/or sites to accommodate land uses. The development projections are based on information provided by the proposed developer along with an understanding of the general market conditions and feasibility within the area. These projections are summarized in Table II below.

**TID NUMBER 7 – TABLE II**

### **Projected Development: Phase 1 First 4 Users**

| PHASE I GUARANTEED VALUE PER DEVELOPER AGREEMENT | Total Value         | Expected Date of Construction |
|--|---------------------|-------------------------------|
| Wal Mart   | \$11,789,900        | 2015/2016                     |
| Single-tenant Specialty Retail                   | \$1,415,992         | 2015/2016                     |
| Multi-tenant Specialty Retail                    | \$1,495,508         | 2015/2016                     |
| Multi-tenant Professional Services               | \$1,556,000         | 2015/2016                     |
| Kwik Trip  | \$1,853,600         | 2015/2016                     |
| <b>TOTAL ESTIMATED VALUE INCREMENT</b>           | <b>\$18,111,000</b> |                               |

The City has estimated that the first 4 users of the project site will create total new assessed value of approximately \$18,111,000. The City will enter into an agreement with the developers to guarantee this value.

### **Projected Development: Phase 1 Upon Full Build out**

| PHASE I GUARANTEED VALUE PER DEVELOPER AGREEMENT | Total Value  | Expected Date of Construction |
|--|--------------|-------------------------------|
| Wal Mart   | \$11,789,900 | 2015/2016                     |
| Single-tenant Specialty Retail                   | \$1,415,992  | 2015/2016                     |
| Multi-tenant Specialty Retail                    | \$1,495,508  | 2015/2016                     |
| Multi-tenant Professional Services               | \$1,556,000  | 2015/2016                     |
| Kwik Trip  | \$1,853,600  | 2015/2016                     |
| Future Office or Clinic Site                     | \$4,402,300  | 2020                          |
| Fast Food  | \$489,122    | 2021                          |

|  |                     |      |
|--|---------------------|------|
| Multi-tenant Specialty Retail          | \$1,594,980         | 2021 |
| Multi-tenant Specialty Retail          | \$2,817,798         | 2021 |
| Commercial                             | \$4,223,733         | 2022 |
| Multi-tenant Specialty Retail          | \$2,711,867         | 2022 |
| Stormwater Pond and Infiltration       | \$26,400            | 2020 |
| <b>TOTAL ESTIMATED VALUE INCREMENT</b> | <b>\$34,377,200</b> |      |

The City has estimated that full build out of Phase 1 of the project site will create total new assessed value of approximately \$34,377,200 that includes the first 4 buildings of \$18,111,000. Any future projects with private developers may be required to enter into an assessment agreement to guarantee future values. Estimates of incremental new value of the project are based on estimated square footage and business type, as reviewed by the Assessor.

The objective of the District creation is to facilitate construction of multiple phases of mixed use development, including the expansion of existing businesses with infrastructure improvements to the project site (on-site improvements) and significant roadway improvements (offsite improvements). The first phase of development is the focus of this Project Plan. Total development of the area has been estimated to create a total of \$34,377,200 in total assessed value. We anticipate that prospective businesses may be required to sign individual development agreements prior to any City-incurred development expenditures, specifically any cash grants. The economic feasibility projections are based on the utilization of approximately 20 years of the allowed tax increment collection period, which is the maximum for mixed use TIDs.

The economic feasibility analysis should be considered as a baseline projection that is annually monitored to ensure projected targets are met. The purpose of the annual monitoring is to determine that total incremental value has been achieved rather than whether a specific identified project created those increments. Future public borrowing and/or expenditures should be based on this annual review process. It is the intent of this Project Plan to maximize the potential of Tax Incremental Financing District Number 7 to accomplish the proposed public improvements identified in Table I found on Page 4.

Table II and Map 5 summarize the development assumptions that have been used in the economic feasibility analysis. These projections have been prepared based on information received from the developer and City staff. The projections in Table II include assumptions on square footage and business type that have been proposed in the preliminary site plan. Assumptions of the taxable value by type of use (i.e., industrial or commercial) are based on a review of comparable real estate values.

The incremental new value projections included in Table II are not total construction costs estimates, but are factored to equate to the anticipated equalized value to which an annual mill rate will be applied. The actual construction costs may be higher than projected value because construction costs may include soft costs not necessarily assessed by the City. Real estate valuation can also significantly fluctuate from year to year. For that reason, there should be an annual review and evaluation of the stability of the increment value prior to making annual borrowing and/or spending decisions.

In compliance with the statutory requirements of tax incremental financing, a finding has been made that the private development activities projected would "not otherwise occur without the use of tax incremental financing." It must be understood that these projected private development increments will not naturally occur without the proactive implementation of this Project Plan. The implementers of the Project Plan will need to be aggressive in stimulating the identified private development projects. The posture cannot be to expect that private developers will have financially feasible projects without implementation of the public improvement activities identified in this Plan.

The economic feasibility analysis for Tax Incremental District Number 7 is presented in Tables I, II and III. Table III shows the projected tax increments from the District based on the development assumptions made in Table II.

**TID Number 7 – TABLE III**  
**Projected Tax Increment and Estimated Cash Flow**

**Projected Tax Increment: Phase 1 First 4 Users**

| Assessment<br>Year | Annual<br>Increased<br>Value of New<br>Buildings | Annual<br>Increased<br>Value of New<br>Improvements | Cumulative<br>Value of New<br>Buildings &<br>Improvements | Cumulative<br>Value<br>with<br>Inflation | Due to<br>Personal<br>Property | Total<br>Estimated<br>Taxable<br>Value | Base<br>Value | TID<br>Value<br>Increment | 2013<br>Net Total<br>Tax Rate | Annual<br>Increment<br>Revenue<br>/1000 | PV<br>Annual<br>TI Revenue |
|--------------------|--|---|---|--|--------------------------------|--|---------------|---------------------------|-------------------------------|---|----------------------------|
| (1)                | (2)  | (3)   | (3)   | (4)                                      | (5)                            | (6)                                    | (7)           | (8)                       | (9)                           | (10)                                    | (11)                       |
| 1/1/2015           | -  | -   | -   | -  | -                              | -                                      | 1,081,600     | -                         | -                             | -                                       | -                          |
| 1/1/2016           | 11,614,820                                       | -   | 11,614,820  | 11,614,820                               | -                              | 11,614,820                             | 1,081,600     | 10,533,020                | 23.060                        | -                                       | -                          |
| 1/1/2017           | 6,496,380  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 242,891                                 | 242,891                    |
| 1/1/2018           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 367,607                    |
| 1/1/2019           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 351,777                    |
| 1/1/2020           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 336,629                    |
| 1/1/2021           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 322,133                    |
| 1/1/2022           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 308,261                    |
| 1/1/2023           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 294,987                    |
| 1/1/2024           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 282,284                    |
| 1/1/2025           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 270,128                    |
| 1/1/2026           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 258,496                    |
| 1/1/2027           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 247,365                    |
| 1/1/2028           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 236,713                    |
| 1/1/2029           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 226,519                    |
| 1/1/2030           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 216,765                    |
| 1/1/2031           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 207,430                    |
| 1/1/2032           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 198,498                    |
| 1/1/2033           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 189,950                    |
| 1/1/2034           | -  | -   | 18,111,000  | 18,111,000                               | -                              | 18,111,000                             | 1,081,600     | 17,029,400                | 23.060                        | 392,698                                 | 181,771                    |
| Totals:            | \$ 18,111,000                                    | \$ -  |   |  |                                |  |               |                           |                               | \$ 6,918,747                            | \$4,740,195                |



## Estimated Cash Flow: Phase 1 First 4 Users

| TID Year | Assessment Year | Incremental Assessed Value (Land and Improvements) | Projected Total Incremental AV | Annual Incremental Tax Revenue | Estimated City TID Admin Costs | Tax Increment Available for Debt Service | Cumulative Tax Increment | City GO Bond Debt Service | Developer Cash Grant | Annual Tax Increment Available After DS | Cumulative Tax Increment Available After Debt Service |
|----------|-----------------|--|--------------------------------|--------------------------------|--------------------------------|--|--------------------------|---------------------------|----------------------|---|---|
| 0        | 2014            |  |                                |                                |                                |  |                          |                           |                      |   |   |
| 1        | 2015            |  |                                |                                |                                |  |                          |                           |                      |   |   |
| 2        | 2016            | \$10,533,020                                       | \$ 10,533,020                  | \$ -                           | \$ (15,000)                    | \$ (15,000)                              | \$ (15,000)              |                           |                      | \$ (15,000)                             | \$ (15,000)   |
| 3        | 2017            | \$ 6,496,380                                       | \$ 17,029,400                  | \$ 242,891                     | \$ (5,000)                     | \$ 237,891                               | \$ 222,891               | (\$193,292.13)            |                      | \$ 44,599                               | \$ 29,599   |
| 4        | 2018            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 610,589               | (\$386,584.26)            |                      | \$ 1,114                                | \$ 30,713   |
| 5        | 2019            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 998,287               | (\$386,584.26)            |                      | \$ 1,114                                | \$ 31,827   |
| 6        | 2020            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 1,385,985             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 32,940   |
| 7        | 2021            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 1,773,683             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 34,054   |
| 8        | 2022            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 2,161,381             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 35,168   |
| 9        | 2023            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 2,549,079             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 36,282   |
| 10       | 2024            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 2,936,777             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 37,395   |
| 11       | 2025            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 3,324,475             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 38,509   |
| 12       | 2026            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 3,712,173             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 39,623   |
| 13       | 2027            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 4,099,871             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 40,736   |
| 14       | 2028            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 4,487,569             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 41,850   |
| 15       | 2029            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 4,875,267             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 42,964   |
| 16       | 2030            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 5,262,965             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 44,077   |
| 17       | 2031            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 5,650,663             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 45,191   |
| 18       | 2032            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 6,038,361             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 46,305   |
| 19       | 2033            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 6,426,059             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 47,419   |
| 20       | 2034            | \$ -   | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 6,813,757             | (\$386,584.26)            |                      | \$ 1,114                                | \$ 48,532   |
| Total    |                 | \$ 17,029,400                                      |                                | \$ 6,918,757                   | \$ (105,000)                   | \$ 6,813,757                             |                          | \$ (6,765,224.60)         | \$ -                 | \$ 48,532.23                            |   |

Tables I and III show the anticipated project costs and projected tax increment revenues for financing of the proposed public improvement project costs of the District, and the projected cash flow. There are two alternate scenarios: Phase 1 First 4 Users only and Phase 1 Full Build out. The City anticipates financing the proposed project costs outlined in Table 1 through bond issuance but reserves the right to finance project costs through pay-as-you-go reimbursement and developer cash grants. The City anticipates entering into an agreement with the developer that should the development be successful and generate the revenues as projected upon full build out of Phase 1 that a Developer Cash Grant would be provided.

Tables I and III indicate that projected tax increments are expected to be sufficient to support the project costs through the maximum term of the district, with both alternate scenarios as described.

The retirement of the District, taking into consideration the assumptions identified in Table I (Proposed Project Costs, Public Works & Improvements) and Table II (Projected Development Assumptions), is based on the property tax collection that was in place at the time of the Public Hearing held on October 27, 2014.

## Projected Tax Increment: Phase 1 Full Build out

| Assessment Year | Annual Increased Value of New Buildings | Annual Increased Value of New Improvements | Cumulative Value of New Buildings & Improvements | Cumulative Value with Inflation | Due to Personal Property | Total Estimated Taxable Value | Base Value | TID Value Increment | 2013 Net Total Tax Rate | Annual Increment Revenue /1000 | PV Annual TI Revenue |
|-----------------|---|--|--|---------------------------------|--------------------------|-------------------------------|------------|---------------------|-------------------------|--------------------------------|----------------------|
| (1)             | (2)                                     | (3)  | (3)  | (4)                             | (5)                      | (6)                           | (7)        | (8)                 | (9)                     | (10)                           | (11)                 |
| 1/1/2015        | -                                       | -  | -  | -                               | -                        | -                             | 1,081,600  | -                   | -                       | -                              | -                    |
| 1/1/2016        | 11,614,620                              | -  | 11,614,620                                       | 11,614,620                      | -                        | 11,614,620                    | 1,081,600  | 10,533,020          | 23.060                  | -                              | -                    |
| 1/1/2017        | 6,496,380                               | -  | 18,111,000                                       | 18,111,000                      | -                        | 18,111,000                    | 1,081,600  | 17,029,400          | 23.060                  | 242,891                        | 242,891              |
| 1/1/2018        | -                                       | -  | 18,111,000                                       | 18,111,000                      | -                        | 18,111,000                    | 1,081,600  | 17,029,400          | 23.060                  | 392,698                        | 367,607              |
| 1/1/2019        | -                                       | -  | 18,111,000                                       | 18,111,000                      | -                        | 18,111,000                    | 1,081,600  | 17,029,400          | 23.060                  | 392,698                        | 351,777              |
| 1/1/2020        | 4,428,700                               | -  | 22,539,700                                       | 22,539,700                      | -                        | 22,539,700                    | 1,081,600  | 21,458,100          | 23.060                  | 392,698                        | 336,629              |
| 1/1/2021        | 4,901,900                               | -  | 27,441,600                                       | 27,441,600                      | -                        | 27,441,600                    | 1,081,600  | 26,360,000          | 23.060                  | 494,824                        | 405,908              |
| 1/1/2022        | 6,935,600                               | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 607,862                        | 477,161              |
| 1/1/2023        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 576,754              |
| 1/1/2024        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 551,917              |
| 1/1/2025        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 528,150              |
| 1/1/2026        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 505,407              |
| 1/1/2027        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 483,643              |
| 1/1/2028        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 462,816              |
| 1/1/2029        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 442,887              |
| 1/1/2030        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 423,815              |
| 1/1/2031        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 405,565              |
| 1/1/2032        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 388,100              |
| 1/1/2033        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 371,388              |
| 1/1/2034        | -                                       | -  | 34,377,200                                       | 34,377,200                      | -                        | 34,377,200                    | 1,081,600  | 33,295,600          | 23.060                  | 767,797                        | 355,395              |
| Totals:         | \$ 34,377,200                           | \$ -                                       |  |                                 |                          |                               |            |                     |                         | \$11,737,219                   | \$7,677,800          |

The future development assumptions have been based on a review of market conditions that exist at the time of drafting of the Project Plan and potential future development and redevelopment opportunities. It is expected and recommended that the City annually review the financial condition of Tax Incremental District Number 7. The economic feasibility analysis indicates that the District is feasible, provided the development assumptions have been achieved. The City should not spend at levels projected in Table 1 without developer agreements that guarantee repayment of expenditures or without a "risk assessment" that defines the maximum financial exposure the City finds acceptable. The City should analyze the fiscal condition of Tax Incremental Financing District Number 7 on the basis of how well the development assumptions are being met. Decisions to continue spending annually should be based on the status of the district. The City will only finance those project costs that are financially feasible and supported by new revenues generated by the project.

## Estimated Cash Flow: Phase 1 Full Build out

| TID Year | Assessment Year | Incremental Assessed Value (Land and Improvements) | Projected Total Incremental AV | Annual Incremental Tax Revenue | Estimated City TID Admin Costs | Tax Increment Available for Debt Service | Cumulative Tax Increment | City GO Bond Debt Service | Developer Cash Grant | Annual Tax Increment Available After DS | Cumulative Tax Increment Available After Debt Service |
|----------|-----------------|--|--------------------------------|--------------------------------|--------------------------------|--|--------------------------|---------------------------|----------------------|---|---|
| 0        | 2014            |  |                                |                                |                                |  |                          |                           |                      |   |   |
| 1        | 2015            |  |                                |                                |                                |  |                          |                           |                      |   |   |
| 2        | 2016            | \$10,533,020                                       | \$ 10,533,020                  | \$ -                           | \$ (15,000)                    | \$ (15,000)                              | \$ (15,000)              |                           |                      | \$ (15,000)                             | \$ (15,000)   |
| 3        | 2017            | \$ 6,496,380                                       | \$ 17,029,400                  | \$ 242,891                     | \$ (5,000)                     | \$ 237,891                               | \$ 222,891               | \$ (193,292.13)           |                      | \$ 44,599                               | \$ 29,599   |
| 4        | 2018            |  | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 610,589               | \$ (386,584.26)           |                      | \$ 1,114                                | \$ 30,713   |
| 5        | 2019            |  | \$ 17,029,400                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 998,287               | \$ (386,584.26)           |                      | \$ 1,114                                | \$ 31,827   |
| 6        | 2020            | \$ 4,428,700                                       | \$ 21,458,100                  | \$ 392,698                     | \$ (5,000)                     | \$ 387,698                               | \$ 1,385,985             | \$ (386,584.26)           |                      | \$ 1,114                                | \$ 32,940   |
| 7        | 2021            | \$ 4,901,900                                       | \$ 26,360,000                  | \$ 494,824                     | \$ (5,000)                     | \$ 489,824                               | \$ 1,875,809             | \$ (386,584.26)           |                      | \$ 103,240                              | \$ 136,180  |
| 8        | 2022            | \$ 6,935,600                                       | \$ 33,295,600                  | \$ 607,862                     | \$ (5,000)                     | \$ 602,862                               | \$ 2,478,671             | \$ (386,584.26)           |                      | \$ 216,277                              | \$ 352,457  |
| 9        | 2023            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 3,241,467             | \$ (386,584.26)           | \$ (550,000.00)      | \$ (173,788)                            | \$ 178,670  |
| 10       | 2024            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 4,004,264             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 554,882  |
| 11       | 2025            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 4,767,060             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 931,094  |
| 12       | 2026            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 5,529,857             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 1,307,306  |
| 13       | 2027            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 6,292,653             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 1,683,519  |
| 14       | 2028            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 7,055,450             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 2,059,731  |
| 15       | 2029            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 7,818,246             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 2,435,943  |
| 16       | 2030            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 8,581,043             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 2,812,155  |
| 17       | 2031            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 9,343,840             | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 3,188,368  |
| 18       | 2032            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 10,106,636            | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 3,564,580  |
| 19       | 2033            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 10,869,433            | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 3,940,792  |
| 20       | 2034            | \$ -   | \$ 33,295,600                  | \$ 767,797                     | \$ (5,000)                     | \$ 762,797                               | \$ 11,632,229            | \$ (386,584.26)           |                      | \$ 376,212                              | \$ 4,317,005  |
| Total    |                 | \$ 33,295,600                                      |                                | \$ 11,737,229                  | \$ (105,000)                   | \$ 11,632,229                            |                          | \$ (6,765,224.60)         | \$ (550,000.00)      | \$ 4,317,004.55                         |   |

## Section G Financing

Financing for the proposed project will be done primarily on an upfront or pay-as-you-go basis. The City anticipates using a combination of bonds and internal loans to finance the upfront costs necessary for the project to proceed. With pay-as-you-go financing the developer finances the improvement costs upfront and is reimbursed with future tax increment revenues. TIF borrowing may be done annually or on a project-specific basis and it is not anticipated that the total amount of project costs would be considered for one borrowing. The City may also pursue grant funding to finance a portion of the project costs.

Tables I and III, which is also referenced in the Economic Feasibility Study Section, give a summary of project costs, proposed cash flow schedule, and projected tax increment revenues on an annual basis during the duration of the District. Current projections indicate that all project costs of the district should be financed by tax increment revenue within the twenty year statutorily-required retirement period. The TID Project Plan has been written to enable project costs to be completed in order to encourage new development within the District boundaries. An annual analysis should be made to strategize financing alternatives in consideration of potential shortfalls between tax increments collected and debt service required to pay the bonds. Excess tax increments will be available to cover potential shortfalls with repayment to the City prior to retirement of the District. The City anticipates annually reviewing future expenditures and determining economic feasibility prior to authorizing additional expenditures.

The total scope of activities is estimated within the project cost estimates in Table I. Any non-tax revenues received may reduce the applicable TIF project expenditure which, in turn, will reduce the total amount of TIF project costs. This reduction will allow the City more flexibility in determining the timeframe for other project expenditures.

**Section H      Estimated Non-Project Costs**

Non-Project costs are public works projects that may only partly benefit the District or are not eligible to be paid with tax increments, or costs not eligible to be paid with TIF funds. A complete listing of those costs is available in the economic feasibility analysis starting on page 7. There are currently not any estimated non-project costs of the district.

**Section I      Existing Land Uses and Conditions**

Map 2, found on Page 16, has been provided to give a general description of the conditions within the area. Map 4, found on page 18, is a zoning map that generally describes the existing uses within the District. These two maps should be used in combination when studying the Project Plan.

The map shows that more than fifty percent (50%) of the lands within the TIF boundary have been found to be suitable for mixed-use development. The purpose and intent of this district is to encourage mixed-use development.

**Section J      Proposed Land Use**

The land use proposed in Tax Incremental District Number 6 is primarily mixed use. The proposed TID will promote the orderly development within the City by reducing and/or eliminating under-utilized land uses, while remaining financially feasible for the City to replace such uses with more appropriate uses. Map 5 on Page 19 illustrates the proposed land uses within the district.

**Section K      Existing and Proposed Zoning**

Map 4, found on Page 18, shows the TIF District boundary overlaid onto an existing zoning map.

It is anticipated that many of these zoning districts will remain with their associated parcels unless future proposed uses are in conflict with the existing zoning.

**Section L      Building Codes and City Ordinances**

No changes are currently being anticipated in the City's Building Code or other City codes.

**Section M      Relocation**

If acquisition would occur within Tax Incremental District Number 7 which causes displacements, the City will conform to the requirements as set forth by the Department of Commerce in the State of Wisconsin Relocation Laws. If federal funds are used in the relocation process, the federal relocation process will also be followed.

**Section N      Estimated Amount of Bonded Indebtedness**

The purpose of TID No. 7 is to assist with the expansion of business, commerce, and potentially residential growth within the City of Stoughton. The creation of this district should provide a financial resource for the City to promote orderly development by making sites suitable for development that otherwise may not be occurring, by providing new employment opportunities that would not otherwise be available, and, in general, promoting the public health, safety and general welfare. The development stimulated by the use of this TID shall increase the overall tax base of the City, increase employment, increase household income, and generally improve the quality of life in the City.

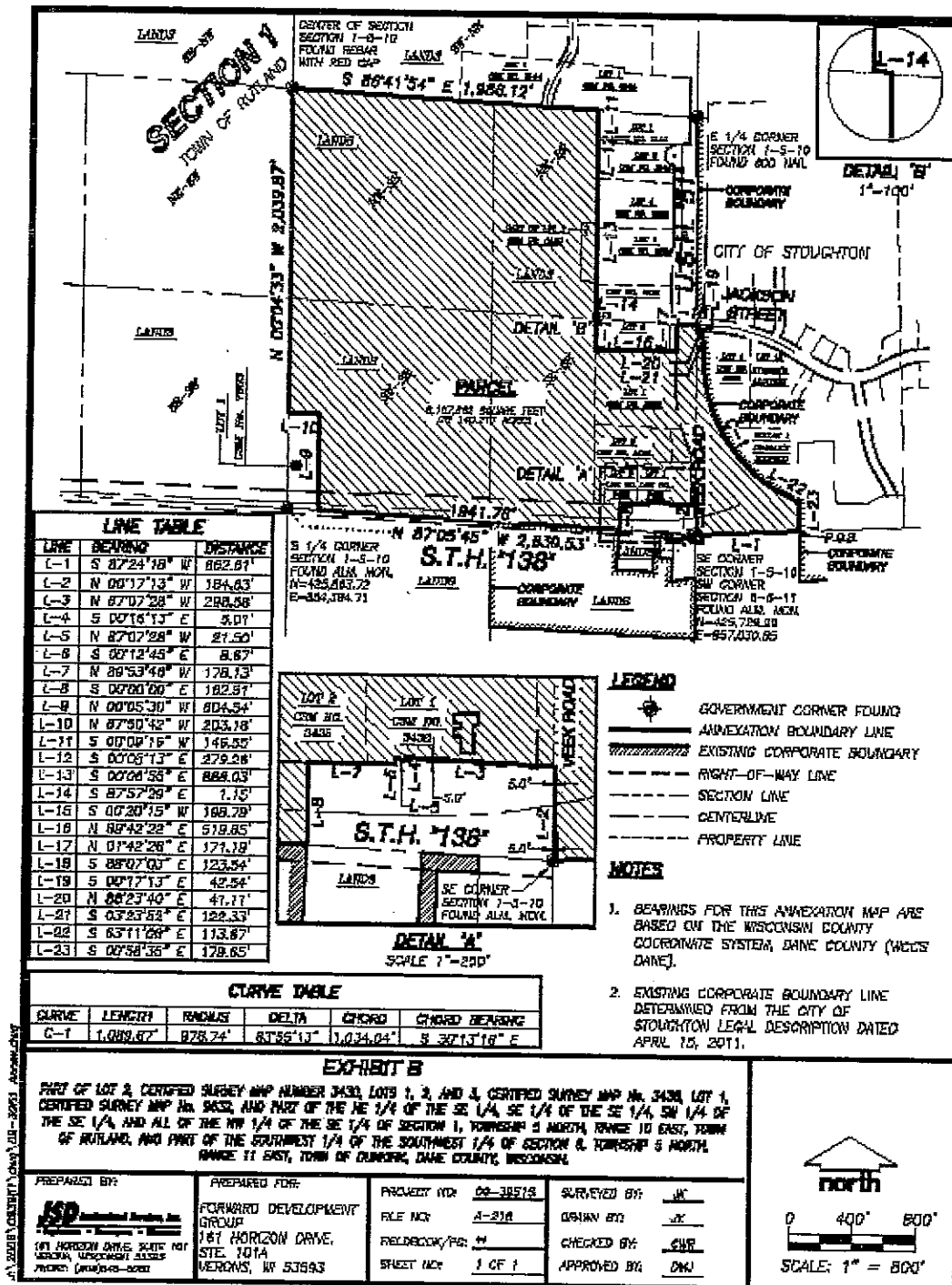
**Section O Findings**

- A. A minimum of 50% of the area occupied by real property within TID No. 7 is suitable for mixed-use development.
- B. The improvement of TID No. 7 is likely to significantly enhance the value of substantially all of the other real property in the district.
- C. The project costs relate directly to eliminating blight, serving to rehabilitate or conserve the area and improvements made will enhance significantly the value of substantially all of the other real property in the District.
- D. The equalized value of taxable property of TID No. 7, plus the value increment of all existing districts, does not exceed 12% of the total equalized value of taxable property within the City.

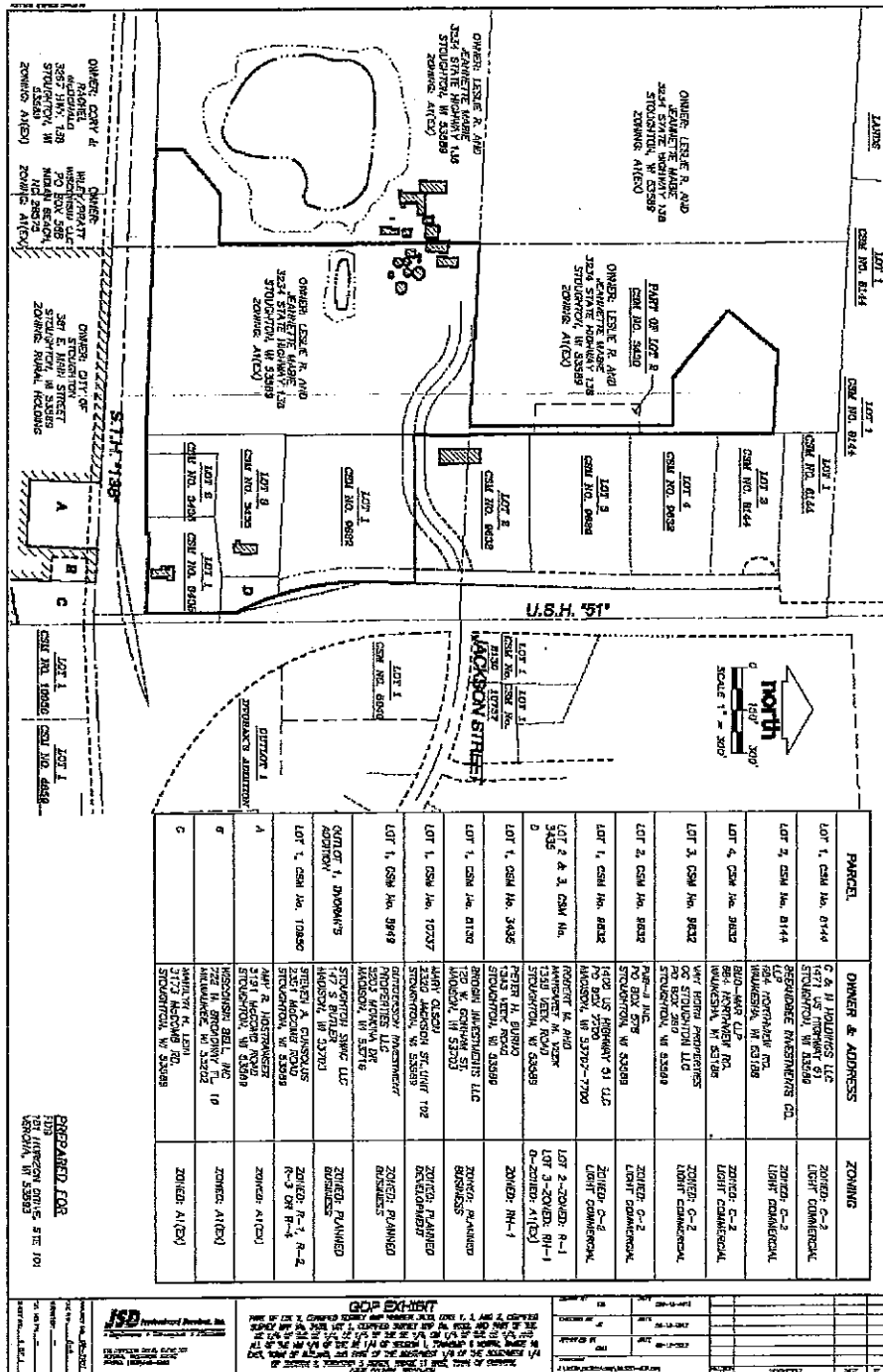
**Section P City Attorney Opinion**

The City Attorney for the City of Stoughton, Wisconsin has reviewed the Project Plan for Tax Incremental Finance District Number 7, City of Stoughton, Wisconsin, dated \_\_\_\_\_, and has found that it is complete and complies with Section 66.1105, Wisconsin Statutes. The City Attorney letter is included as Appendix D.

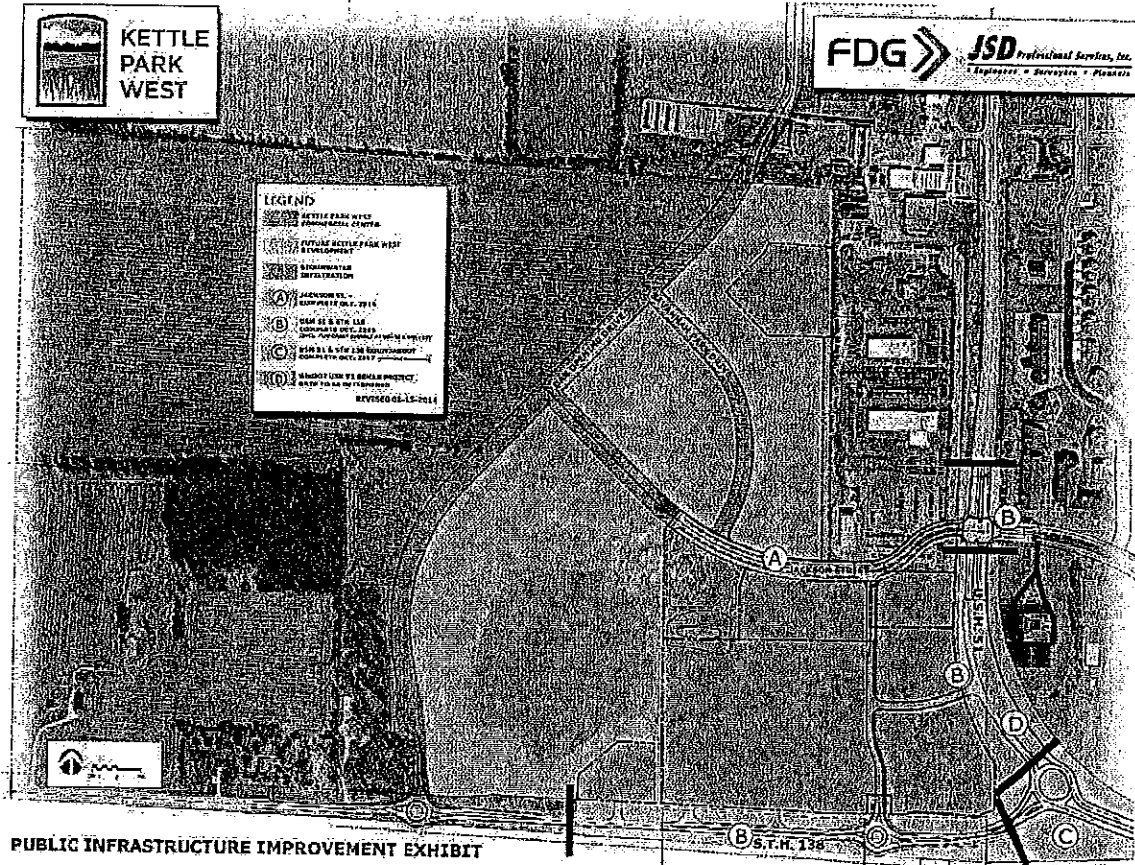
# MAP 1 -- TAX INCREMENTAL FINANCING DISTRICT NUMBER 7 BOUNDARIES



# MAP 2 - EXISTING LAND USE & CONDITIONS

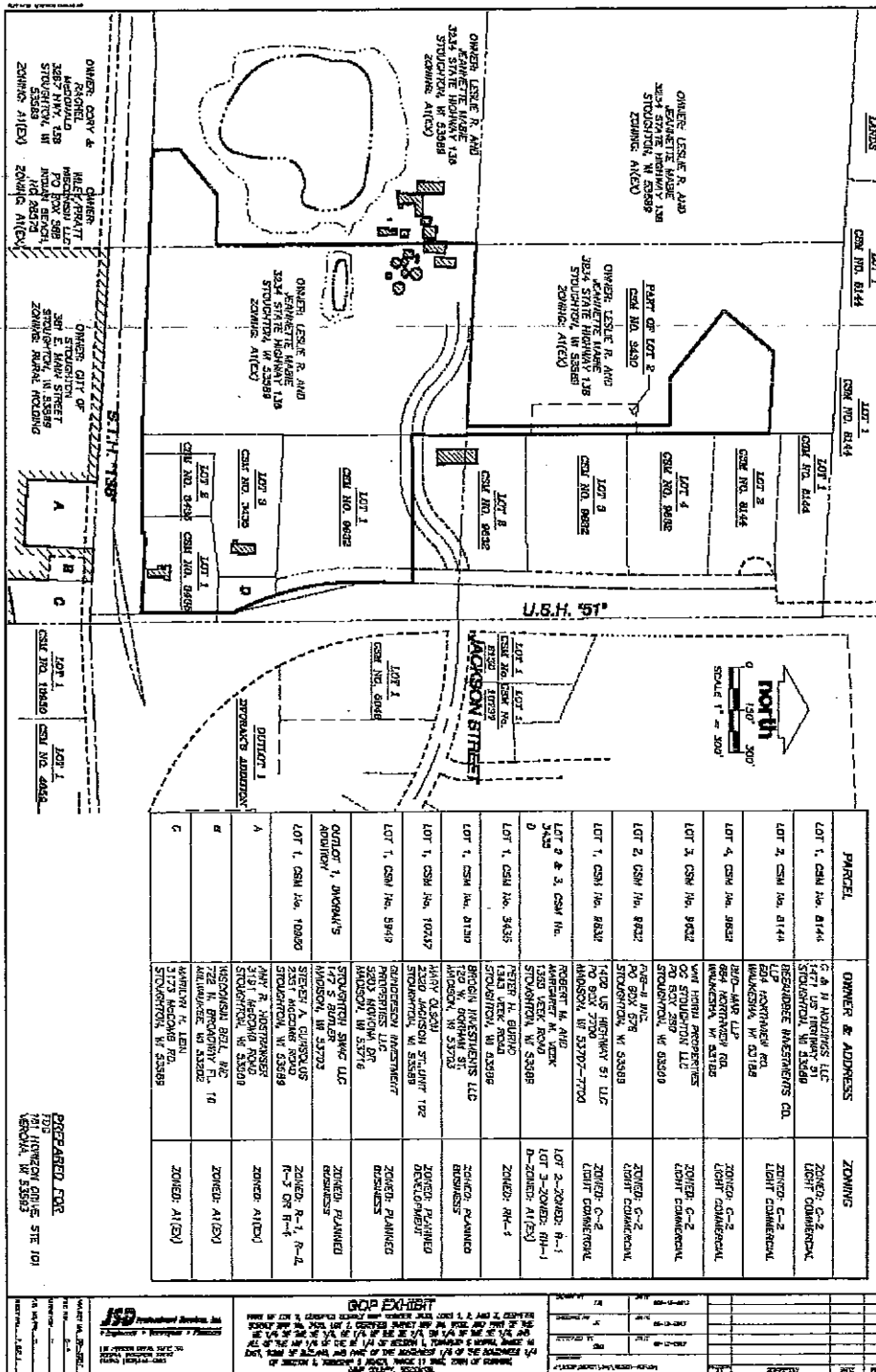


# MAP 3 – LOCATION OF PROPOSED PUBLIC IMPROVEMENTS

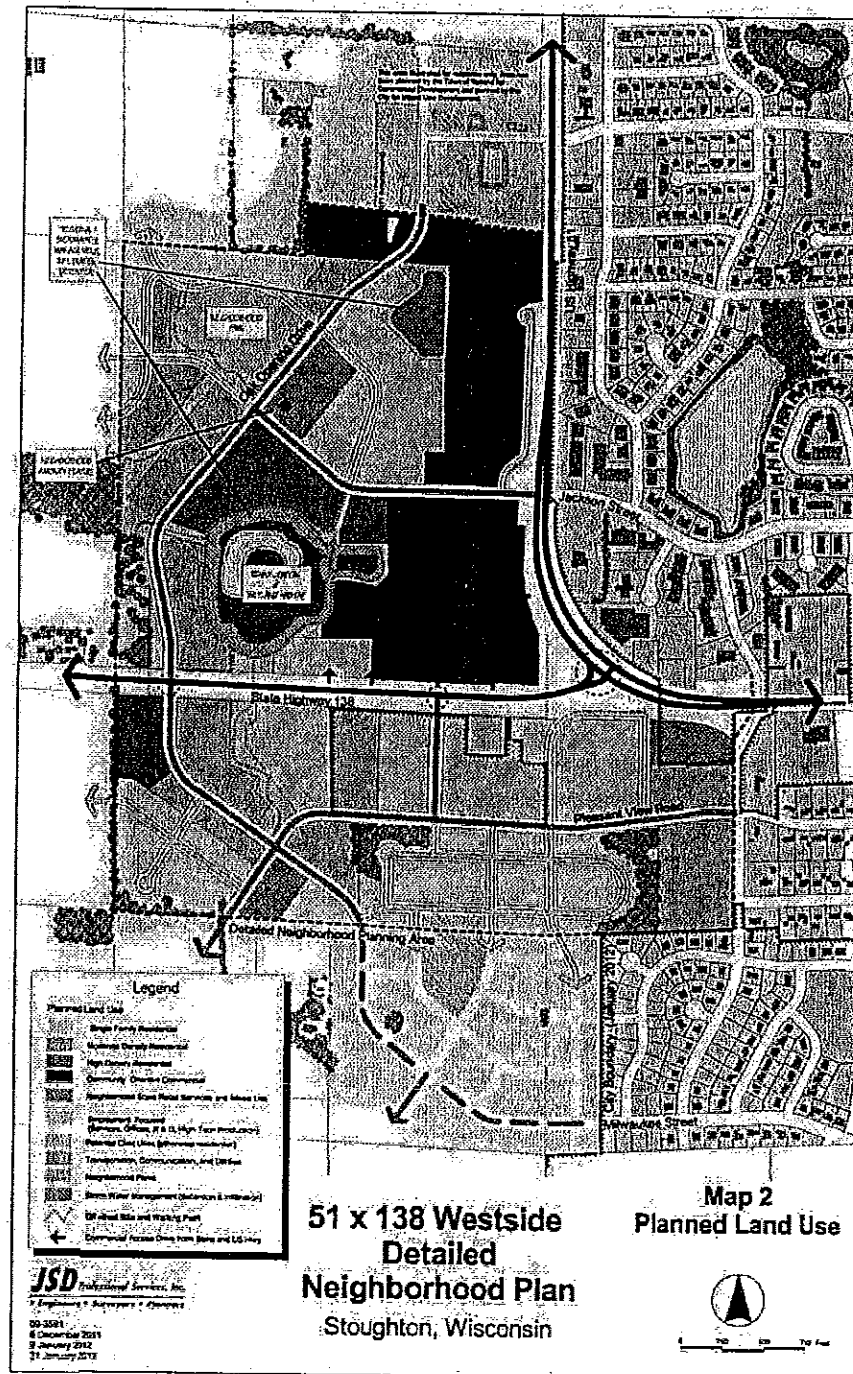




## MAP 4 - EXISTING ZONING



# MAP 5 – PROPOSED LAND USE & ZONING



## APPENDIX A

### PARCEL ID AND DESCRIPTION

|                     |   |
|---------------------|---|
| 281/0510-014-8501-2 | Part of Lot 2, Certified Survey Map No. 3430 as recorded in Volume 13, pages 268-270, as Document No. 1658279, all of Lots 1, 2, and 3, Certified Survey Map No. 3435 as recorded in Volume 13, pages 279-281, as Document No. 1658680, all of Lot 1, Certified Survey Map No. 9632 as recorded in Volume 55, pages 194-197, as Document No. 3199102, and all of the Northwest Quarter of the Southeast Quarter, and part of the Northeast Quarter of the Southeast Quarter, part of the Southeast Quarter of the Southeast Quarter and part of the Southwest Quarter of the Southeast Quarter, all in Section 1, Township 5 North, Range 10 East, Town of Rutland, and part of the Southwest Quarter of the Southwest Quarter of Section 6, Township 5 North, Range 11 East, Town of Dunkirk, Dane County, Wisconsin, Described as follows:  |
| 281/0510-014-8061-2 |   |
| 281/0510-014-9002-2 |   |
| 281/0510-014-9571-2 |   |
| 281/0510-014-8376-2 |   |
| 281/0510-014-9811-2 |   |
| 281/0510-014-9921-2 |   |
| 281/0510-014-9821-2 |   |
| 281/0510-014-9845-2 | Beginning at a point on the South line the Southwest Quarter of Section 6, aforesaid, being North 87 degrees 24 minutes 18 seconds East of the Southwest Corner of said Southwest Quarter a distance of 667.62 feet, said point also being on the Corporate boundary of the City of Stoughton; thence South 87 degrees 24 minutes 18 seconds West along the South line of said Southwest Quarter, 662.61 feet to a point that is 5.00 feet East of the West line of the Southwest Quarter of Section 6, aforesaid; thence North 00 degrees 17 minutes 13 seconds West parallel with the West line of the Southwest Quarter of Section 6, aforesaid, 184.63 feet; thence North 87 degrees 07 minutes 28 seconds West parallel with the North right-of-way line of State Trunk Highway '138' a distance of 298.58 feet; thence South 00 degrees 16 minutes 13 seconds East, 5.01 feet to the North right-of-way line of State Trunk Highway '138'; thence North 87 degrees 07 minutes 28 seconds West along said right-of-way line, 21.50 feet; thence South 00 degrees 12 minutes 45 seconds East along said right-of-way line, 8.67 feet; thence North 89 degrees 53 minutes 46 seconds West along said right-of-way line, 178.13 feet; thence South 00 degrees 00 minutes 00 seconds East, 162.51 feet to the South line of the Southeast Quarter of Section 1, aforesaid; thence North 87 degrees 05 minutes 45 seconds West along said section line, 1941.76 feet to the Southerly extension of the East line of Certified Survey Map No. 7803, as recorded in Volume 41, pages 76-77 as Document No. 2670794; thence North 00 degrees 05 minutes 30 seconds West along the East line of said Lot 1 a distance 604.54 feet to the Northeast corner of said Lot 1; thence North 87 degrees 50 minutes 42 seconds West along the North line of said Lot 1, a distance of 203.18 feet to the West line of said Southeast Quarter; thence North 00 degrees 04 minutes 33 seconds West along said West line, 2039.87 feet to the Northwest corner of said Southeast Quarter; thence South 86 degrees 41 minutes 54 seconds East along the North line of said Southeast Quarter, 1986.12 feet to the West line of Lot 1, Certified Survey Map No. 8144 as recorded in Volume 43, pages 285-290, as Document No. 2745975; thence South 00 degrees 09 minutes 16 seconds West, 146.55 feet; thence South 00 degrees 05 minutes 13 seconds East, 279.26 feet to the Southwest corner of Lot 2, Certified Survey Map No. 8144; thence South 00 degrees 06 minutes 55 seconds East along the West line of Certified Survey Map No. 9632 as recorded in Volume 55, pages 194-197 as Document No. 3199102 a distance of 888.03 feet; thence South 87 degrees 57 minutes 29 seconds East, 1.15 feet; thence South 00 degrees 20 minutes 15 seconds West, 198.79 feet to the Southwest corner of Lot 2 of said Certified Survey Map No. 9632; thence North 89 degrees 42 minutes 22 seconds East along the South line of said Lot 2 a distance of 519.85 feet to the Westerly right-of-way line of U.S.H. '51'; thence North 01 degrees 42 minutes 26 seconds East along said Westerly right-of-way line, 171.19 feet; thence South 88 degrees 07 minutes 03 seconds East, 123.54 feet to the East line of the Southeast Quarter of said Section 1 and the Westerly corporate boundary of the |

|  |  |
|--|--|
|  | <p>City of Stoughton; thence South 00 degrees 17 minutes 13 seconds East along the East line of said Southeast Quarter and said Westerly corporate boundary, 42.54 feet; thence North 88 degrees 23 minutes 40 seconds East, 41.11 feet to the Easterly right-of-way line of U.S.H. '51'; thence South 03 degrees 23 minutes 52 seconds East along said easterly right-of-way line, 122.33 feet to a point of curve; thence Southeasterly 1,089.67 feet along an arc of a curve to the left, having a radius of 976.74 feet, the chord bearing South 30 degrees 13 minutes 16 seconds East, 1,034.04 feet; thence South 63 degrees 11 minutes 08 seconds East, 113.67 feet; thence South 00 degrees 58 minutes 35 seconds East, 179.65 feet to the Point of Beginning.</p> <p>Parcel contains 6,107,862 square feet or 140.217 acres</p> |
|--|--|

**APPENDIX B**  
**PUBLIC HEARING NOTICE**

**NOTICE OF PUBLIC HEARING**

**PROPOSED CREATION OF TAX INCREMENTAL DISTRICT NUMBER 7, CITY OF STOUGHTON,  
WISCONSIN, AND THE PROPOSED BOUNDARIES THEREOF, AND ON THE PROPOSED  
PROJECT PLAN FOR SUCH TAX INCREMENTAL DISTRICT**

NOTICE IS HEREBY GIVEN that the City of Stoughton Plan Commission will meet at approximately 7:00 p.m. on Monday, October 27, at Stoughton City Hall, 381 E. Main Street, Stoughton, Wisconsin, to conduct a hearing regarding the proposed creation of Tax Incremental District Number 7, City of Stoughton, Wisconsin, and the proposed boundaries thereof, and on the proposed Project Plan for such District.

The description of the proposed boundaries of the Tax Incremental District, which is being considered, is located in the City of Stoughton, Dane County, Wisconsin, with the following parcel identification numbers and legal description:

|                     |   |
|---------------------|---|
| 281/0510-014-8501-2 | Part of Lot 2, Certified Survey Map No. 3430 as recorded in Volume 13, pages 268-270, as Document No. 1658279, all of Lots 1, 2, and 3, Certified Survey Map No. 3435 as recorded in Volume 13, pages 279-281, as Document No. 1658680, all of Lot 1, Certified Survey Map No. 9632 as recorded in Volume 55, pages 194-197, as Document No. 3199102, and all of the Northwest Quarter of the Southeast Quarter, and part of the Northeast Quarter of the Southeast Quarter, part of the Southeast Quarter of the Southeast Quarter and part of the Southwest Quarter of the Southeast Quarter, all in Section 1, Township 5 North, Range 10 East, Town of Rutland, and part of the Southwest Quarter of the Southwest Quarter of Section 6, Township 5 North, Range 11 East, Town of Dunkirk, Dane County, Wisconsin, Described as follows:  |
| 281/0510-014-8061-2 |   |
| 281/0510-014-9002-2 |   |
| 281/0510-014-9571-2 |   |
| 281/0510-014-8376-2 |   |
| 281/0510-014-9811-2 | Beginning at a point on the South line the Southwest Quarter of Section 6, aforesaid, being North 87 degrees 24 minutes 18 seconds East of the Southwest Corner of said Southwest Quarter a distance of 667.62 feet, said point also being on the Corporate boundary of the City of Stoughton; thence South 87 degrees 24 minutes 18 seconds West along the South line of said Southwest Quarter, 662.61 feet to a point that is 5.00 feet East of the West line of the Southwest Quarter of Section 6, aforesaid; thence North 00 degrees 17 minutes 13 seconds West parallel with the West line of the Southwest Quarter of Section 6, aforesaid, 184.63 feet; thence North 87 degrees 07 minutes 28 seconds West parallel with the North right-of-way line of State Trunk Highway '138' a distance of 298.58 feet; thence South 00 degrees 16 minutes 13 seconds East, 5.01 feet to the North right-of-way line of State Trunk Highway '138'; thence North 87 degrees 07 minutes 28 seconds West along said right-of-way line, 21.50 feet; thence South 00 degrees 12 minutes 45 seconds East along said right-of-way line, 8.67 feet; thence North 89 degrees 53 minutes 46 seconds West along said right-of-way line, 178.13 feet; thence South 00 degrees 00 minutes 00 seconds |
| 281/0510-014-9921-2 |   |
| 281/0510-014-9821-2 |   |
| 281/0510-014-9845-2 |   |

|  |   |
|--|---|
|  | <p>East, 162.51 feet to the South line of the Southeast Quarter of Section 1, aforesaid; thence North 87 degrees 05 minutes 45 seconds West along said section line, 1941.76 feet to the Southerly extension of the East line of Certified Survey Map No. 7803, as recorded in Volume 41, pages 76-77 as Document No. 2670794; thence North 00 degrees 05 minutes 30 seconds West along the East line of said Lot 1 a distance 604.54 feet to the Northeast corner of said Lot 1; thence North 87 degrees 50 minutes 42 seconds West along the North line of said Lot 1, a distance of 203.18 feet to the West line of said Southeast Quarter; thence North 00 degrees 04 minutes 33 seconds West along said West line, 2039.87 feet to the Northwest corner of said Southeast Quarter; thence South 86 degrees 41 minutes 54 seconds East along the North line of said Southeast Quarter, 1986.12 feet to the West line of Lot 1, Certified Survey Map No. 8144 as recorded in Volume 43, pages 285-290, as Document No. 2745975; thence South 00 degrees 09 minutes 16 seconds West, 146.55 feet; thence South 00 degrees 05 minutes 13 seconds East, 279.26 feet to the Southwest corner of Lot 2, Certified Survey Map No. 8144; thence South 00 degrees 06 minutes 55 seconds East along the West line of Certified Survey Map No. 9632 as</p> <p>recorded in Volume 55, pages 194-197 as Document No. 3199102 a distance of 888.03 feet; thence South 87 degrees 57 minutes 29 seconds East, 1.15 feet; thence South 00 degrees 20 minutes 15 seconds West, 198.79 feet to the Southwest corner of Lot 2 of said Certified Survey Map No. 9632; thence North 89 degrees 42 minutes 22 seconds East along the South line of said Lot 2 a distance of 519.85 feet to the Westerly right-of-way line of U.S.H. '51'; thence North 01 degrees 42 minutes 26 seconds East along said Westerly right-of-way line, 171.19 feet; thence South 88 degrees 07 minutes 03 seconds East, 123.54 feet to the East line of the Southeast Quarter of said Section 1 and the Westerly corporate boundary of the City of Stoughton; thence South 00 degrees 17 minutes 13 seconds East along the East line of said Southeast Quarter and said Westerly corporate boundary, 42.54 feet; thence North 88 degrees 23 minutes 40 seconds East, 41.11 feet to the Easterly right-of-way line of U.S.H. '51'; thence South 03 degrees 23 minutes 52 seconds East along said easterly right-of-way line, 122.33 feet to a point of curve; thence Southeasterly 1,089.67 feet along an arc of a curve to the left, having a radius of 976.74 feet, the chord bearing South 30 degrees 13 minutes 16 seconds East, 1,034.04 feet; thence South 63 degrees 11 minutes 08 seconds East, 113.67 feet; thence South 00 degrees 58 minutes 35 seconds East, 179.65 feet to the Point of Beginning.</p> <p>Parcel contains 6,107,862 square feet or 140.217 acres</p> |
|--|---|

In addition to the parcels listed above, the boundaries of the proposed District shall include projects that extend within ½ mile of the boundary.

The City anticipates that the proposed project plan's project cost may include cash grants made by the city to owners, lessees, or developers of land that is located within the tax incremental district.

During the public hearing, all interested parties will be provided with an opportunity to express their views on the proposed creation of the tax incremental district and the proposed boundaries thereof, and on the proposed project plan for such district. Persons desiring information on the proposed tax incremental district and/or the proposed project plan may contact the Director of Finance and Economic Development at 608-873-6691. A copy of the proposed project plan and a map of the proposed project area are available for review in City offices in the Finance and Economic Development Department at City Hall, 381 E. Main Street and will be provided upon request.

BY ORDER OF THE COMMON COUNCIL

Donna Olson  
Mayor

Lana Kropf,  
City Clerk

Published October 9, 2014 Hub  
Published October 16, 2014 Hub

**APPENDIX C**  
**PROOF OF PUBLICATION**

(Will be inserted upon receipt from the Stoughton Hub)



**APPENDIX D**  
**CITY ATTORNEY REVIEW LETTER**

## Appendix 4 Summary of Market Studies

### Single-Family Residential Market Study

- Page 8 – Market Snapshot
- Page 9 – Competitive Lot Market Analysis
- Page 12 – Home Sales / Market Patterns
- Page 15 – Building Permit Summary

### Multifamily and Senior Housing Market Study

- Page 4 – Current Market Conditions Summary
- Page 13 – PMA Detailed Population / Age Distribution
- Page 17 – Overall Households by Income
- Page 107 – Summary of Estimated Achievable Multifamily Market Rents

Forward Development Group  
Kettle Park West II Land Request  
Section 2 – Competitive Market Analysis

## 2-1 Market Snapshot

The primary market area for Kettle Park West II is the city of Stoughton, Villages (and town) of Oregon and McFarland.

The average population of these three suburban communities has increased on average 3.95% over the last 5 years in comparison to Dane County at 1.2%.

| <i>US Census Bureau</i> | 2010 | 2014 | 2015 | Growth %<br>April 2010 – July 2014 |
|-------------------------|------|------|------|------------------------------------|
|-------------------------|------|------|------|------------------------------------|

|                   |
|-------------------|
| <i>POPULATION</i> |
|-------------------|

|           |        |        |        |      |
|-----------|--------|--------|--------|------|
| Stoughton | 12,611 | 13,039 | 12,778 | 3.1% |
| Oregon    | --     | 9,684  | 9,912  | --   |
| McFarland | 7,808  | 8,182  | 7,932  | 4.8% |

*Note: 2014 Population estimates are from the US Census while 2015 Population estimates are from WI HomeTownLocator.*

|   |
|---|
| <i>AVERAGE POPULATION GROWTH IN WISCONSIN AND DANE COUNTY</i> |
|---|

|             |           |    |           |      |
|-------------|-----------|----|-----------|------|
| Wisconsin   | 5,686,986 | -- | 5,757,564 | 1.2% |
| Dane County | 488,073   | -- | 516,284   | 1.2% |

According to the US Census, the Median Household Income for 2009-2013 was \$61,721 (Dane County) and \$52,413 (State of WI) and \$62,021 (Stoughton), \$74,794 (Oregon) and \$69,015 (McFarland).

According to Wisconsin Hometown Locator, the Median Household Income as of July 2015 was \$58,208 for Stoughton and \$85,645 for Oregon and \$76,615 for McFarland.

Sources: [www.census.gov](http://www.census.gov) / [wisconsin.hometownlocator.com](http://wisconsin.hometownlocator.com)

Forward Development Group  
Kettle Park West II Land Request  
Section 2 – Competitive Market Analysis

## 2-2 Competitive Lot Market Analysis

Below you will find a complete analysis of the vacant land market in the city of Stoughton. The study concludes that the lots in Kettle Park West II are competitively priced, however, there is not enough data to substantiate absorption rate assumptions consistent with current market data. Monthly Absorption Rate based on last 12 months sales data in MLS (October 29, 2014 – October 29, 2015). *Note: MLS data may be insufficient. Not all lots may be shown as active or sold on the MLS.*

| Builder/Developer | Subdivision    | Price (Low) | Price (High) | Lots Active | Lots Sold (12 Mo) | Lot Size  | Monthly Absorption Rate | Month Supply |
|-------------------|----------------|-------------|--------------|-------------|-------------------|-----------|-------------------------|--------------|
| MMM, LLC          | Stone Crest    | \$64,900    | \$76,900     | 4           | 2                 | .23 - .32 | 0.17                    | 23           |
| ---               | Chalet         | \$92,900    | \$92,900     | 7           | 1                 | 1.70      | 0.08                    | 87           |
| --                | Westview Ridge | \$54,000    | \$79,900     | 1           | 1                 | 1.70      | 0.24                    | 4            |
| --                | West Stoughton | \$47,500    | \$106,800    | 3           | 0                 | .20       | 0                       | 36           |
| --                | Erickson Park  | \$44,900    | \$44,900     | 1           | 0                 | .18       | 0                       | 12           |

### Current Active Lots as of October 29, 2015 ~ (11 Lots)

Lot price up to \$300,000.

|                | High     | Low      | Average  | Median   |
|----------------|----------|----------|----------|----------|
| Days on Market | 446      | 12       | 229      | 294      |
| List Price     | \$92,900 | \$39,900 | \$62,518 | \$64,900 |

### Sold Lots (2 Pending / 9 Sold) Closed October 29, 2014 – October 29, 2015

Lot price up to \$300,000

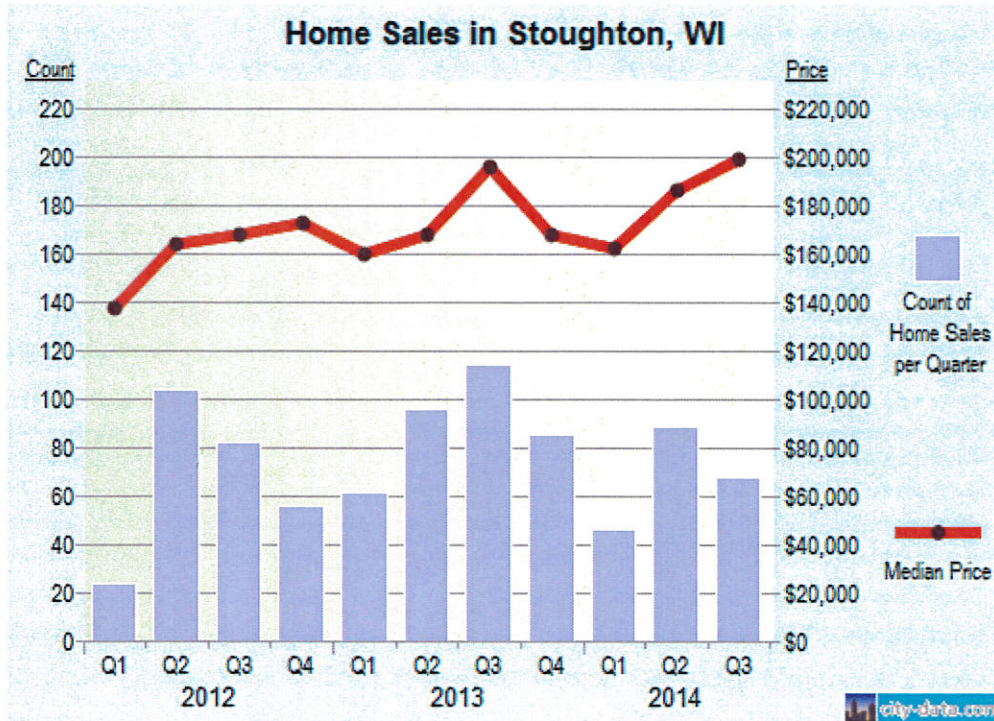
|                | High      | Low      | Average  | Median   |
|----------------|-----------|----------|----------|----------|
| Days on Market | 1,147     | 20       | 321      | 322      |
| Sold Price     | \$106,800 | \$26,000 | \$72,611 | \$71,900 |

Source: South Central Wisconsin Multiple Listing Service



Forward Development Group  
Kettle Park West II Land Request  
Section 2 – Competitive Market Analysis

2-3 Home Sales / Market Patterns



**Current Active Homes 0-5 Years (11 Homes)**

|                | High      | Low       | Average   | Median    |
|----------------|-----------|-----------|-----------|-----------|
| Days on Market | 148       | 0         | 61        | 37        |
| List Price     | \$269,900 | \$213,000 | \$237,918 | \$231,600 |

**Sold Homes 0-5 Years (13 Homes) Closed October 29, 2014 - October 29, 2015**

|                | High      | Low       | Average   | Median    |
|----------------|-----------|-----------|-----------|-----------|
| Days on Market | 309       | 1         | 72        | 29        |
| Sold Price     | \$360,000 | \$207,600 | \$249,554 | \$238,218 |

Sources: [www.city-data.com](http://www.city-data.com) / South Central Wisconsin Multiple Listing Service

Forward Development Group  
Kettle Park West II Land Request  
Section 2 – Competitive Market Analysis

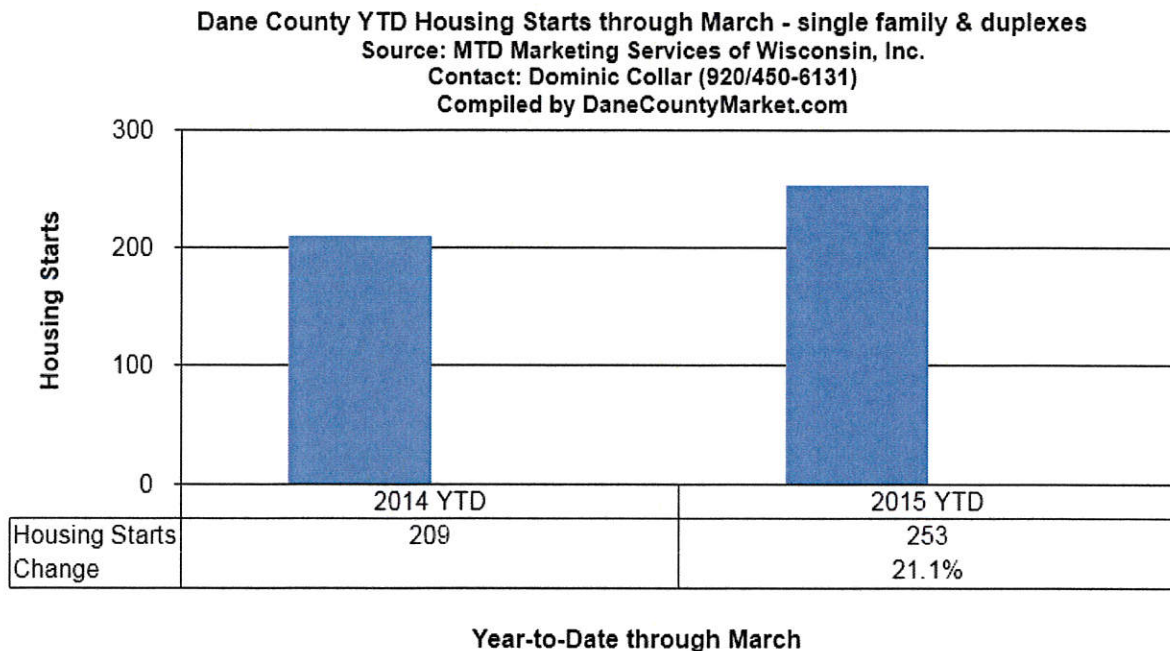
**2-4 Building Permit Summary**

|  |
|--|
| New Construction Building Permits in Stoughton, Oregon and McFarland<br><i>Note: This does not include data from Veridian Homes in Secret Places (City of Madison)</i> |
|--|

| Municipality  | 2014<br>Single-Family Permits | 2015 YTD<br>Single-Family Permits |
|---------------|-------------------------------|-----------------------------------|
| Stoughton     | 16                            | 16                                |
| Oregon        | 41                            | 45                                |
| McFarland     | 7                             | Not available                     |
| <b>Totals</b> | <b>64</b>                     | <b>61</b>                         |

Dane County residential building permits rose in July compared with the previous year, for the highest number issued in July since 2005, as home construction in 2015 saw its seventh straight month of year-over-year increase.

Dane County year-to-date housing starts through March moved from 209 in 2014 to 253 in 2015; an increase of 21%.



Source: [www.danecountymarket.com](http://www.danecountymarket.com)



## Current Market Conditions Summary

The following table is a summary of the current Stoughton area market conditions for the various housing types surveyed in this analysis.

| Housing Type   | Perceived Strength/<br>(Market Vacancy Rate)  | Potential Net Rents   | Summary of Current Market Conditions   |
|--|---|---|--|
| <b>Market Rate Multifamily Rental Housing</b>  |   |   |  |
| Market Rate Multifamily Rental Housing   | Very Strong/<br>(0.5%)  | <u>Studio-Market</u><br>\$750<br><br><u>1 BR-Market</u><br>\$950<br><br><u>2 BR-Market</u><br>\$1,150 | <ul style="list-style-type: none"> <li>Eight developments identified for a total of 378 units</li> <li>99.5% occupancy (very strong)</li> <li>No concessions currently being offered</li> <li>The overall population in the PMA is projected to increase by approximately 209 people per year for the five years ending in 2020, resulting in an overall gain of 4.2 percent.</li> <li>The overall number of households is projected to increase at a rate of about 94 per year for the five years ending in 2020, resulting in an overall gain of 4.6 percent.</li> <li>Three market rate multifamily developments for a total of 65 units were identified as being proposed or under construction within or near the PMA.</li> </ul>   |
| <b>Senior Independent Living</b>   |   |   |  |
| Senior Independent Living Rental Housing   | <u>Market Rate Senior</u><br>N/A<br><br><u>LIHTC Senior</u><br>Very Strong/<br>(0.7%) | <u>Studio-Market</u><br>\$750<br><br><u>1 BR-Market</u><br>\$950<br><br><u>2 BR-Market</u><br>\$1,150 | <ul style="list-style-type: none"> <li>No market rate senior independent living developments identified in the PMA</li> <li>99.3% occupancy (very strong) for <u>LIHTC</u> senior developments</li> <li>No concessions currently being offered</li> <li>One application is pending for current LIHTC vacancies. If approved, the vacancy rate would drop to 0.3%.</li> <li>The senior population (55+) in the PMA is projected to increase by approximately 230 people per year for the five years ending in 2020, resulting in an overall gain of 14.2 percent.</li> <li>The senior household growth in the PMA is projected at 12.1 percent from 2015 to 2020, adding approximately 118 senior households annually.</li> <li>No market rate or LIHTC senior independent living developments were identified as being proposed or under construction within or near the PMA.</li> </ul> |
| <b>Assisted Living (RCAC)</b>  |   |   |  |
| Market Rate Assisted Living Developments – Residential Care Apartment Complexes (RCAC)   | Strong/<br>(5.0%)   | <u>Studio</u><br>\$3,200<br><br><u>1 BR</u><br>\$3,400<br><br><u>2 BR</u><br>\$3,850                  | <ul style="list-style-type: none"> <li>Seven RCAC developments identified within or near the PMA</li> <li>95.0% occupancy for all RCACs identified (strong)</li> <li>98.2% occupancy for most comparable RCACs identified (strong)</li> <li>Age cohort 75+, typical targeted range for assisted living, expected to gain approximately 34 households annually through 2020.</li> <li>No RCAC developments identified as being proposed or under construction in the PMA.</li> </ul>  |
| <b>Assisted Living (CBRF)</b>  |   |   |  |
| Market Rate Assisted Living Developments – Community Based Residential Facilities (CBRF) | Strong/<br>(5.5%)   | <u>Frail</u><br>\$3,600<br><br><u>Memory Care</u><br>\$4,425  | <ul style="list-style-type: none"> <li>Six CBRF developments identified within or near the PMA</li> <li>94.5% occupancy for all CBRFs identified (strong)</li> <li>Age cohort 75+, typical targeted range for assisted living, expected to gain approximately 34 households annually through 2020.</li> <li>One CBRF development (40 units) identified as being proposed or under construction in the PMA.</li> </ul>  |



| PMA Detailed Population/Age Distribution<br>2015 and 2020 ESRI Forecasted Annual Change |               |               |   |
|---|---------------|---------------|---|
| Age Group   | 2015          | 2020          | Average<br>Annual<br>Increase<br>2015 to 2020 |
| <b>Total</b>  | <b>25,103</b> | <b>26,155</b> | <b>210</b>                                    |
| 0-4   | 1,248         | 1,263         | 3   |
| 5-9   | 1,464         | 1,440         | -5  |
| 10-14   | 1,649         | 1,622         | -5  |
| 15-19   | 1,509         | 1,500         | -2  |
| 20-24   | 1,298         | 1,193         | -21   |
| 25-34   | 2,565         | 2,795         | 46  |
| 35-44   | 3,086         | 3,233         | 29  |
| 45-54   | 4,188         | 3,861         | -65   |
| 55-59   | 2,237         | 2,294         | 11  |
| 60-64   | 1,881         | 2,111         | 46  |
| 65-69   | 1,442         | 1,792         | 70  |
| 70-74   | 912           | 1,155         | 49  |
| 75-79   | 590           | 796           | 41  |
| 80-84   | 453           | 503           | 10  |
| 85+   | 581           | 597           | 3   |
| <b>Total Age 0-54</b>   | <b>17,007</b> | <b>16,907</b> | <b>-20</b>                                    |
| <b>Total Age 55+</b>  | <b>8,096</b>  | <b>9,248</b>  | <b>230</b>                                    |
| <b>Total Age 75+</b>  | <b>1,624</b>  | <b>1,896</b>  | <b>54</b>                                     |

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2015 and 2020.

**Overall Households by Income**

| PMA Households by Income<br>2015 – 2020 |                        |             |                        |             |
|---|------------------------|-------------|------------------------|-------------|
| Households Income                       | 2015<br>ESRI Forecasts |             | 2020<br>ESRI Forecasts |             |
|   | Number                 | Percent     | Number                 | Percent     |
| <b>Total</b>                            | <b>10,262</b>          | <b>100%</b> | <b>10,734</b>          | <b>100%</b> |
| <\$15,000                               | 486                    | 4.7%        | 429                    | 4.0%        |
| \$15,000-\$24,999                       | 846                    | 8.2%        | 585                    | 5.4%        |
| \$25,000-\$34,999                       | 969                    | 9.4%        | 758                    | 7.1%        |
| \$35,000-\$49,999                       | 1,353                  | 13.2%       | 1,223                  | 11.4%       |
| \$50,000-\$74,999                       | 1,949                  | 19.0%       | 1,853                  | 17.3%       |
| \$75,000-\$99,999                       | 1,708                  | 16.6%       | 2,082                  | 19.4%       |
| \$100,000-\$149,999                     | 1,948                  | 19.0%       | 2,434                  | 22.7%       |
| \$150,000-\$199,999                     | 587                    | 5.7%        | 858                    | 8.0%        |
| \$200,000+                              | 416                    | 4.1%        | 512                    | 4.8%        |
| Median Household Income                 | \$67,056               |             | \$79,704               |             |
| Average Household Income                | \$82,366               |             | \$94,965               |             |
| Per Capita Income                       | \$33,800               |             | \$39,113               |             |

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2015 and 2020.

The following table shows the distribution of household income by age of householder in the PMA. ESRI BIS estimates that in 2015 there are approximately 3,654 households with incomes between \$0 and \$49,999, and of these, 2,259 households were under the age of 65 and 1,395 were over the age of 65. Although this information does not match the proposed development's targeted incomes exactly, it provides insight when examining the depth of the affordable housing market. A more detailed penetration analysis will be presented later in this report to more closely determine the number of age and income qualified households.

| PMA Household Income by Age<br>2015 ESRI Forecasted |            |              |              |              |              |              |              |               |
|---|------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| HH Income Base                                      | <25        | 25-34        | 35-44        | 45-54        | 55-64        | 65-74        | 75+          | Totals        |
| <b>Total</b>  | <b>222</b> | <b>1,180</b> | <b>1,637</b> | <b>2,321</b> | <b>2,406</b> | <b>1,439</b> | <b>1,057</b> | <b>10,262</b> |
| <\$15,000   | 16         | 53           | 60           | 69           | 96           | 77           | 119          | 490           |
| \$15,000-\$24,999                                   | 37         | 90           | 88           | 114          | 162          | 149          | 203          | 843           |
| \$25,000-\$34,999                                   | 33         | 110          | 122          | 134          | 191          | 158          | 221          | 969           |
| \$35,000-\$49,999                                   | 60         | 182          | 190          | 216          | 236          | 246          | 222          | 1,352         |
| \$50,000-\$74,999                                   | 36         | 252          | 276          | 438          | 476          | 351          | 118          | 1,947         |
| \$75,000-\$99,999                                   | 20         | 205          | 251          | 530          | 404          | 220          | 77           | 1,707         |
| \$100,000-\$149,999                                 | 16         | 223          | 460          | 504          | 551          | 138          | 58           | 1,950         |
| \$150,000-\$199,999                                 | 3          | 41           | 109          | 206          | 160          | 43           | 24           | 586           |
| \$200,000+  | 1          | 24           | 81           | 110          | 130          | 57           | 15           | 418           |
| Median HH Income                                    | \$39,640   | \$62,872     | \$81,622     | \$81,840     | \$76,911     | \$54,357     | \$34,096     |               |
| Average HH Income                                   | \$51,034   | \$74,537     | \$92,933     | \$94,969     | \$91,409     | \$71,140     | \$48,349     |               |

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2015 and 2020.

| Summary of Estimated Achievable Multifamily Market Rents |        |       |         |
|--|--------|-------|---------|
| Development  | Studio | 1 BR  | 2 BR    |
| Estimated Achievable Market Rents Minimum                | \$729  | \$924 | \$1,128 |
| Estimated Achievable Market Rents Maximum                | \$760  | \$983 | \$1,169 |
| Estimated Achievable Market Rents Average                | \$749  | \$947 | \$1,149 |

| Summary of Estimated Achievable Multifamily Market Rents |                            |                        |             |
|--|----------------------------|------------------------|-------------|
| Unit Type  | Base Market Rent per Month | Average Unit Size (SF) | Rent per SF |
| Studio   | \$750                      | 550                    | \$1.36      |
| 1 BR/1 BA  | \$950                      | 825                    | \$1.15      |
| 2 BR/2 BA  | \$1,150                    | 1,075                  | \$1.07      |