

Memorandum

To: St. Louis City TIF Commission
From: Larry Marks and Katie Medlin
Date: October 29, 2012
Re: Cost-Benefit Analysis of the Impact of the 100 N. Euclid Tax Increment Financing Redevelopment Plan on Taxing Districts

OVERVIEW OF ANALYSIS

The purpose of this cost/benefit analysis is to respond to the criteria of RSMo 99.810 of the Real Property Tax Increment Allocation Redevelopment Act (the “TIF Act”) to provide a cost /benefit analysis. The TIF Act requires that a cost/benefit analysis be performed:

...showing the economic impact of the plan on each taxing district which is at least partially within the boundaries of the Redevelopment Area. The analysis shall show the impact on the economy if the project is not built, and is built pursuant to the redevelopment plan under consideration. The cost-benefit analysis shall include a fiscal impact study on every affected political subdivision, and sufficient information from the developer for the (TIF) commission to evaluate whether the project as proposed is financially feasible; (RSMo 99.810)

The accompanying tables and narrative describe the impacts of “build” and “no build” scenarios on each taxing district in the Redevelopment Area that are anticipated to result from the 100 N. Euclid Tax Increment Financing Redevelopment Plan (the Redevelopment Plan) pursuant to the TIF Act. As discussed in the Redevelopment Plan, new development is anticipated to occur over the next two years. Redevelopment Project Area (the “Area”) is generally bounded an office building and hotel to the north, Euclid Avenue to the west, West Pine Boulevard to the south, and a townhome development to the east. The Area is to be redeveloped as a mixed use grocery and residential development at the intersection of Euclid Avenue and West Pine Boulevard. Construction in the Area is anticipated to begin during 2013 and be completed by 2015.

These projections are for a concept that is not yet constructed or leased. In order to project the performance of the Projects, assumptions must be made regarding the future events, such as assessment values, tax rates, project build-out, and/or absorption. These projections are based on currently available information and assumptions, including the Developer’s pro forma, in order to build a cost benefit model. Development Strategies (“DS”) believes they constitute a reasonable basis for its preparation. These projections are not provided as predictions or assurances that a certain level of performance will be achieved. The actual results will vary from these projections and the results may be material. Because the future is uncertain, there is risk associated with achieving the results. DS assumes no responsibility for any degree of risk involved. Neither this document nor its contents may be referred to or quoted, in whole or in part, for any purpose including, but not limited to, any official statement for a bond issue and consummation of a bond sale, any registration statement, prospectus, loan, or other agreement or document, without prior review and written approval by DS regarding any representation therein with respect to DS’s organization and work product.

The financial projections contained herein are based on assumptions, projections, and information provided by sources considered reliable. DS neither verified nor audited the information that was provided by other sources. Information provided by others is assumed to be reliable, but DS assumes no responsibility for its accuracy or certainty.

External factors may influence these projections. Changes in the national, regional, and local economic and real estate market conditions and trends may impact the proposed Redevelopment Project. Changes may also be caused by legislative, environmental, or physical events or conditions. DS assumes no liability should market conditions change. These projections are not provided as predictions or assurances that a certain level of performance will be achieved or that certain events will occur. The actual results will vary from the projections described herein and the variations may be material.

Overview of 100 N. Euclid

100 N. Euclid will occupy approximately 1.65 acres in the Central West End neighborhood of St. Louis, at the northeast corner of Euclid Avenue and West Pine Boulevard. The project is to be a mixed-use retail and residential development.

Local Revenue Sources

Local jurisdictions have six major sources of revenue, which are included in this analysis: real property taxes, personal property taxes, sales taxes (including restaurant sales and taxes on parking revenues), utility taxes, earnings and payroll taxes.

Real Property Taxes

Commercial property in St. Louis City is assessed at a rate of 32% of appraised market value, and residential property is assessed at a rate of 19% of appraised market value.

Based on conversations with the St. Louis City Assessor's Office and a review of tax records for comparable properties in downtown St. Louis, and including an upward adjustment due to the expected superior quality of the new development, the analysis assumes the following assessed values for the Area:

| Assessed Values for 100 N. Euclid | | |
|--|--------------------|------------------|
| Development Type | Undeveloped | Developed |
| Grocery (per sf) | | \$43.52 |
| Apartment (per unit) | | \$32,875 |
| Grocery Parking (per space) | | \$3,200 |
| Apartment Parking (per space) | | \$1,900 |

Property is reassessed in odd years after construction is complete, and collections for each year are assumed to lag by a year to account for administrative delays; thus, property tax payments for the stabilized project increase in even years. Real property owned by nonprofit institutions and used for nonprofit purposes is not subject to real property taxes.

The analysis assumes that the assessed value of all real property at 100 N. Euclid will have a biannual growth rate of 0.0% in 2013 and 1.5% in 2015. The biannual growth rate is expected to increase to 3.5% by 2023 and remain at that rate thereafter.

The following table presents the real property tax rates that are in effect for 100 N. Euclid in 2012.

| Real Property Taxes-per \$100 total assessment | 2012 rates |
|---|-------------------|
| Missouri Blind Pension Fund | \$0.0300 |
| St. Louis City | \$1.4848 |
| Community College | \$0.2200 |
| St. Louis School District | \$4.4071 |
| Metro Zoo/Museum | \$0.2684 |
| Sheltered Workshop | \$0.1460 |
| St. Louis Library | \$0.5814 |
| Mental Health | \$0.0876 |
| MSD | \$0.0821 |
| Community Children's Service Fund | \$0.1900 |
| Total | \$7.4974 |

Of this amount, the \$0.0300 Missouri Blind Pension Fund Tax is not eligible for capture by the TIF.

In addition, a Commercial Surcharge Tax is collected on commercial properties; the amount is \$1.64 per \$100 of total assessed value. The Commercial Surcharge is not eligible for capture by the TIF. The commercial surcharge tax is not levied on property owned by a nonprofit institution and utilized for a nonprofit purpose. The funds collected through the Commercial Surcharge Tax are distributed to local jurisdictions according the following formula:

| Commercial Surcharge Tax per \$100 total assessment | |
|--|-------------------|
| | 2012 rates |
| State of Missouri | 0.0090 |
| Community College | 0.0700 |
| Metro Zoo/Museum | 0.0730 |
| Sheltered Workshop | 0.0160 |
| Library | 0.0790 |
| St. Louis School District | 1.1740 |
| MSD | 0.0730 |
| City of St. Louis | 0.1460 |
| Total | \$1.6400 |

Therefore, the total real estate tax rate for the Area is \$9.1374 (\$7.4974 + \$1.6400) per \$100 of total assessed value for commercial properties, and of this amount \$7.4674 is subject to capture by the TIF

Personal Property Taxes

Personal property is assessed at the rate of 33.33% of appraised value. Personal property in Missouri consists primarily of business equipment and personal automobiles. The actual value of personal property is very difficult to estimate, as individual businesses vary widely. For the purposes of this analysis, and based upon an extensive review of detailed property records in other locations (particularly St. Louis County, Missouri, for which records are easily accessible), we assume that the assessed value of personal property is generally 10.0% of the assessed value of real property. The assessed value of personal property is assumed to grow by the same rate as the assessed value of real property as described in the Real Property Taxes section of this report.

We believe that this figure represent conservative estimates, as they reflect the low- to middle-range of the records that we reviewed.

The applicable tax rate for personal property is \$7.4974 per \$100 of total assessed value. The details of this rate are the same as for real property tax, listed above. Personal property is not subject to the Commercial Surcharge Tax. Personal Property taxes are not captured by the TIF.

Sales Taxes

Development Strategies has estimated an average sales per square foot for the grocery component 100 N. Euclid, based on information on similar properties in the area. The following table details the estimated grocery sales per square foot.

| Estimated Sales per Square Foot | |
|--|---------------------|
| <i>Development Type</i> | <i>Sales per SF</i> |
| Grocery | \$1,125 |

Based on updated project information, we estimate that the grocery will begin generating sales taxes at the beginning of 2015.

Retail sales in St. Louis City are subject to the following local sales taxes:

| Local Retail Sales Taxes | |
|---|------------------|
| | 2012 rate |
| City-General Fund | 1.375% |
| City-Transportation | 0.500% |
| City-Capital Improvements | 0.500% |
| MetroLink (Not captured by TIF) | 0.500% |
| Metro Parks District | 0.100% |
| Board of Education Transitional (Not captured by TIF) | 0.666% |
| Recreation Centers | 0.125% |
| Public Safety | 0.500% |
| Total | 4.266% |

Of the local sales tax rate of 4.266%, 3.100% is eligible for capture by TIF (50% of the incremental taxes generated). Excluded are the Board of Education Transitional sales tax and the Metrolink sales tax.

A 4.225% retail sales tax is also charged by the State of Missouri. This tax is not captured by TIF.

Food sales in St. Louis City are subject to the following local sales taxes:

| Local Food Sales Taxes | |
|---|------------------|
| | 2012 rate |
| City-General Fund | 1.375% |
| City-Transportation | 0.500% |
| City-Capital Improvements | 0.500% |
| MetroLink (Not captured by TIF) | 0.500% |
| Board of Education Transitional (Not captured by TIF) | 0.666% |
| Recreation Centers | 0.125% |
| Public Safety | 0.500% |
| Total | 4.166% |

Of the local food sales tax rate of 4.166%, 3.000% is eligible for capture by TIF. Excluded is the Board of Education Transitional sales tax and the Metrolink sales tax. Of the 3.000% eligible for capture by TIF, only 50% will be captured as EATs.

A 1.225% food sales tax is also charged by the State of Missouri. This tax is not captured by TIF.

Thus, the total sales tax rate for 100 N. Euclid is 8.491% for retail sales and 5.391% for food sales.

Note that all calculations of sales tax payments include the 2.0% timely payment discount imposed by the State of Missouri, and calculations of local sales tax payments include a 1.0% collection fee that has been proposed by the City. The one percent fee is not yet in effect.

It is assumed that retail and food sales per square foot will increase 4.0% in 2016 after the store opens and continue to increase 6.0% in 2017. The annual sales growth rate is assumed to decline gradually to 2.25% in 2024 before stabilizing at 2.5% in 2025.

Earnings and Payroll Taxes

Earnings in St. Louis City are taxed at a rate of 1.0%, and payroll at a rate of 0.5%, for a total effective tax of 1.5%.¹ Residents of the City, no matter where they work, and workers whose jobs are located within the City, no matter where they live, are subject to the tax. The payroll tax is not levied on nonprofit institutions.²

Both the earnings and payroll taxes are eligible for capture by TIF. Of the total 1.5% eligible earnings and payroll taxes, only 50% will be captured as EATs.

The following table summarizes our assumptions regarding the number of workers at 100 N. Euclid and their earnings.

¹ Corporate earnings taxes are also subject to the 1.0% earnings tax. However, because these earnings are extremely difficult to estimate, and the total amount of corporate earnings tax collected by the City is relatively small, we have not attempted to include this revenue source in the analysis.

² Employees of nonprofit organizations are subject to the earnings tax (1.0%), but their employers do not pay the payroll tax (0.5%).

| Estimated Jobs | | | | |
|-----------------------|-------------------------------|---|-----------------------|--------------------------------|
| | Employees per 1,000 sf | Annual Earnings per Job (2012\$) | Number of Jobs | Total Earnings (2012\$) |
| Grocery | 4.1 | \$38,000 | 117 | \$4,446,000 |

It is assumed that grocery wages will grow an average of 2.5% annually.

Based on current construction timing estimates, we assume that the development will be 100% complete by 2015.

In addition, construction of the development will create approximately 389 annual equivalent construction jobs with an estimated total payroll of over \$21 million.

Utility Taxes

Utility revenues in St. Louis City are subject to a local franchise tax. Total utility revenues associated with the development are estimated for the various project components in the following manner:

| 100 N. Euclid Project Component | Estimated Utility Revenues per Square Foot (2012\$)* |
|--|---|
| Grocery | \$2.75 |
| Apartment (per unit) | \$1,200 |

* From "Assumptions" in Appendix A.

All utility sales for commercial operations are taxed at a rate of 10.0%, and all residential utility sales are taxed at a rate of 4.0%.

| St. Louis City Franchise Tax Rates (Approximate) | 2012 rate |
|---|------------------|
| Commercial | 10.00% |
| Residential | 4.00% |

It is assumed that utility sales will grow an average of 2.5% annually.

Commercial and residential utility taxes are eligible for capture by TIF. Of the eligible 10.0% commercial utility tax and 4.0% residential utility tax, only 50% will be captured as EATs.

Additional assumption information is in Appendix A.

“BUILD” SCENARIO

Appendix A provides details of the potential fiscal impact anticipated to result from implementing the Redevelopment Plan for the Area and capturing 100% of the PILOTS (real property taxes) and 50% of the EATS (sales, earnings, payroll, and utility taxes) at levels set forth in the TIF Act. The impacts resulting from the redevelopment of the Area are summarized below:

1. The total assessed valuation of the Area in 2012 was \$572,400. This valuation is projected to increase to \$8,386,193 in 2015 after full development, which represents an incremental increase of \$7,813,793.
2. The total amount of annual redirected real property tax (PILOTS) is estimated to increase from \$0 in 2013 (the first year when taxes on new investment will be collected) to \$771,012 in 2035 (last year when PILOTS will be captured by TIF).
3. New local sales taxes captured by TIF (50%, excluding MetroLink and the Board of Education Transitional sales taxes) are projected to grow from \$0 in 2013 to \$831,203 in 2035.
4. Growth in utility taxes will parallel the projected construction of new facilities and renovations in the Area along with the re-absorption of existing facilities. New utility taxes captured by TIF (50%) are projected to grow from \$0 in 2013 to \$14,273 in 2035, the last year for TIF.
5. New local earnings taxes captured by TIF are projected to grow from \$0 in 2013 to \$58,482 in 2035.
6. Collectively the PILOTS and EATS for the Area are projected to increase from \$0 in 2013 to \$1,674,970 in 2035 (the last full year of the TIF).
7. The “commercial surcharge tax” (replacement for the former Merchants and Manufacturers Tax) is levied on all commercial development at a rate of \$1.64 per \$100 assessed valuation. This tax is not captured by TIF and flows directly to the various taxing jurisdictions that were part of the pool when this tax was established in 1985. The taxes that will flow through to the local taxing jurisdictions (excludes the state of Missouri) associated with the Area are projected to increase from \$9,336 in 2013 to \$27,970 in 2035.
8. Personal property taxes also are not captured by TIF. Based on research of similar projects in St. Louis City, it is reasonable to assume that the assessed value of personal property will be approximately 10% of the assessed value of real property. It is projected that personal property taxes, which will flow directly to local taxing jurisdictions, will increase from \$0 in 2013 to \$72,904 in 2035.

Table A-1 provides a summary of the projected revenues for each of the taxing jurisdictions in the Area. The figures represent the 50% of the EATS that are not captured by TIF, as well as the surcharge and personal property taxes that are also not captured by TIF.

The figures represent gross dollar values for the taxes that will be received by the various taxing jurisdictions between 2013 and the end of 2035. The tables in the Appendix provide annual estimates of the taxes to be received by each taxing jurisdiction under the “Build” Scenario.

| Table A-1 | |
|---|---------------------|
| Gross Proceeds to Taxing Jurisdictions | |
| | BUILD |
| STATE OF MISSOURI | \$12,708,930 |
| CITY OF ST. LOUIS | \$15,582,129 |
| JUNIOR COLLEGE DISTRICT | \$90,960 |
| METROPOLITAN SEWER DISTRICT | \$49,211 |
| ST. LOUIS SCHOOL DISTRICT | \$7,901,718 |
| ZOO MUSEUM | \$106,933 |
| CENTRAL LIBRARY | \$205,863 |
| METROLINK | \$4,620,063 |
| METRO PARKS | \$22,000 |
| BOARD OF MENTAL HEALTH | \$27,141 |
| ST. LOUIS OFFICE FOR DDR | \$50,446 |
| MISSOURI DIVISION OF FAMILY SERVICES | \$58,868 |
| TOTAL | \$41,424,261 |

Appendix B also provides details regarding the impact on each taxing jurisdiction of a “No Build” scenario for the Area. For the purposes of this analysis, the No-Build Scenario does not include any potential future revenues that may be generated by a different development of the subject site because accurately estimating such revenues is speculative and not capable of being determined since there is no viable alternative project to consider. If the TIF is not approved, then the subject site will most likely remain undeveloped for the foreseeable near term until another developer or project is approved by the City. The subject site has seen no development since the current owner purchased the site in 2004 because of the struggle to find an economically viable project for which construction financing could be secured. City tax revenues since 2004 have declined with the demolition of the building. Given the state of the economy, the site’s current undeveloped status is the most likely scenario for the next decade if the TIF is not approved. While it is possible that other development of the subject site may occur in the future without TIF, it is highly probable that any such development would be less dense, lack the desired retail component and result in significantly less gross tax revenues to the taxing districts because of the diminished scope and cost of any such future project.

The following table illustrates the estimated potential annual net change in taxes for the respective taxing jurisdictions over the first ten years of the TIF, assuming the Area is implemented as anticipated.

| Table A-2 Annual Net Change to Taxing Jurisdictions Build vs No Build | | | | | | | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| STATE OF MISSOURI | \$ - | \$ - | \$ 430,858 | \$ 447,987 | \$ 474,761 | \$ 493,644 | \$ 513,349 | \$ 531,220 | \$ 547,157 | \$ 562,126 | \$ 576,207 | \$ 589,106 |
| CITY OF ST. LOUIS | \$ 90 | \$ 90 | \$ 526,183 | \$ 546,084 | \$ 576,599 | \$ 598,480 | \$ 621,305 | \$ 642,136 | \$ 660,892 | \$ 678,602 | \$ 695,391 | \$ 710,897 |
| COMMUNITY COLLEGE | \$ - | \$ - | \$ 2,097 | \$ 2,097 | \$ 2,114 | \$ 2,114 | \$ 2,135 | \$ 2,135 | \$ 2,162 | \$ 2,162 | \$ 2,193 | \$ 2,193 |
| MSD | \$ 2 | \$ 2 | \$ 1,119 | \$ 1,119 | \$ 1,132 | \$ 1,132 | \$ 1,149 | \$ 1,149 | \$ 1,169 | \$ 1,169 | \$ 1,194 | \$ 1,194 |
| CITY SCHOOLS | \$ 1,333 | \$ 1,333 | \$ 250,236 | \$ 258,576 | \$ 271,917 | \$ 281,111 | \$ 291,094 | \$ 299,795 | \$ 308,032 | \$ 315,321 | \$ 322,751 | \$ 329,031 |
| ZOO MUSEUM | \$ 7 | \$ 7 | \$ 2,478 | \$ 2,478 | \$ 2,497 | \$ 2,497 | \$ 2,521 | \$ 2,521 | \$ 2,550 | \$ 2,550 | \$ 2,586 | \$ 2,586 |
| PUBLIC LIBRARY | \$ 217 | \$ 217 | \$ 5,006 | \$ 5,006 | \$ 5,039 | \$ 5,039 | \$ 5,082 | \$ 5,082 | \$ 5,135 | \$ 5,135 | \$ 5,198 | \$ 5,198 |
| METROLINK | \$ - | \$ - | \$ 156,532 | \$ 162,793 | \$ 172,561 | \$ 179,463 | \$ 186,642 | \$ 193,174 | \$ 198,970 | \$ 204,441 | \$ 209,552 | \$ 214,267 |
| METRO PARKS | \$ - | \$ - | \$ 745 | \$ 775 | \$ 822 | \$ 855 | \$ 889 | \$ 920 | \$ 947 | \$ 974 | \$ 998 | \$ 1,020 |
| COMMUNITY MENTAL HEALTH | \$ 5 | \$ 5 | \$ 641 | \$ 641 | \$ 644 | \$ 644 | \$ 648 | \$ 648 | \$ 652 | \$ 652 | \$ 657 | \$ 657 |
| SHELTERED WORKSHOP | \$ 9 | \$ 9 | \$ 1,183 | \$ 1,183 | \$ 1,190 | \$ 1,190 | \$ 1,199 | \$ 1,199 | \$ 1,210 | \$ 1,210 | \$ 1,223 | \$ 1,223 |
| CHILDREN'S SERVICE | \$ - | \$ - | \$ 1,379 | \$ 1,379 | \$ 1,385 | \$ 1,385 | \$ 1,393 | \$ 1,393 | \$ 1,402 | \$ 1,402 | \$ 1,413 | \$ 1,413 |
| TOTAL | \$ 1,662 | \$ 1,662 | \$ 1,378,458 | \$ 1,430,119 | \$ 1,510,661 | \$ 1,567,554 | \$ 1,627,405 | \$ 1,681,371 | \$ 1,730,277 | \$ 1,775,742 | \$ 1,819,363 | \$ 1,858,785 |
| | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | |
| STATE OF MISSOURI | \$ 603,863 | \$ 618,884 | \$ 634,386 | \$ 650,167 | \$ 666,453 | \$ 683,033 | \$ 700,141 | \$ 717,561 | \$ 735,533 | \$ 753,835 | \$ 772,715 | |
| CITY OF ST. LOUIS | \$ 728,495 | \$ 746,396 | \$ 764,883 | \$ 783,691 | \$ 803,111 | \$ 822,871 | \$ 843,273 | \$ 864,033 | \$ 885,465 | \$ 907,276 | \$ 929,791 | |
| COMMUNITY COLLEGE | \$ 2,226 | \$ 2,226 | \$ 2,260 | \$ 2,260 | \$ 2,295 | \$ 2,295 | \$ 2,331 | \$ 2,331 | \$ 2,369 | \$ 2,369 | \$ 2,407 | |
| MSD | \$ 1,219 | \$ 1,219 | \$ 1,245 | \$ 1,245 | \$ 1,272 | \$ 1,272 | \$ 1,301 | \$ 1,301 | \$ 1,330 | \$ 1,330 | \$ 1,360 | |
| CITY SCHOOLS | \$ 336,810 | \$ 344,124 | \$ 352,286 | \$ 359,970 | \$ 368,536 | \$ 376,609 | \$ 385,597 | \$ 394,079 | \$ 403,511 | \$ 412,422 | \$ 422,320 | |
| ZOO MUSEUM | \$ 2,622 | \$ 2,622 | \$ 2,660 | \$ 2,660 | \$ 2,700 | \$ 2,700 | \$ 2,740 | \$ 2,740 | \$ 2,782 | \$ 2,782 | \$ 2,826 | |
| PUBLIC LIBRARY | \$ 5,263 | \$ 5,263 | \$ 5,331 | \$ 5,331 | \$ 5,401 | \$ 5,401 | \$ 5,474 | \$ 5,474 | \$ 5,549 | \$ 5,549 | \$ 5,626 | |
| METROLINK | \$ 219,624 | \$ 225,114 | \$ 230,742 | \$ 236,511 | \$ 242,424 | \$ 248,484 | \$ 254,696 | \$ 261,064 | \$ 267,590 | \$ 274,280 | \$ 281,137 | |
| METRO PARKS | \$ 1,046 | \$ 1,072 | \$ 1,099 | \$ 1,126 | \$ 1,154 | \$ 1,183 | \$ 1,213 | \$ 1,243 | \$ 1,274 | \$ 1,306 | \$ 1,339 | |
| COMMUNITY MENTAL HEALTH | \$ 663 | \$ 663 | \$ 668 | \$ 668 | \$ 674 | \$ 674 | \$ 680 | \$ 680 | \$ 686 | \$ 686 | \$ 693 | |
| SHELTERED WORKSHOP | \$ 1,236 | \$ 1,236 | \$ 1,250 | \$ 1,250 | \$ 1,265 | \$ 1,265 | \$ 1,280 | \$ 1,280 | \$ 1,295 | \$ 1,295 | \$ 1,311 | |
| CHILDREN'S SERVICE | \$ 1,424 | \$ 1,424 | \$ 1,436 | \$ 1,436 | \$ 1,448 | \$ 1,448 | \$ 1,461 | \$ 1,461 | \$ 1,474 | \$ 1,474 | \$ 1,487 | |
| TOTAL | \$ 1,904,491 | \$ 1,950,244 | \$ 1,998,248 | \$ 2,046,316 | \$ 2,096,733 | \$ 2,147,235 | \$ 2,200,187 | \$ 2,253,245 | \$ 2,308,859 | \$ 2,364,604 | \$ 2,423,013 | |

IMPACT ON TAXING JURISDICTIONS

Table A-3 shows the net impact of the “Build” and “No Build” scenarios on the respective taxing jurisdictions over the life of the TIF period. Altogether and including all tax sources whether subject to TIF or not, the “Build” scenario would yield \$41.4 million while the “No Build” scenario would result in some \$1.3 million. The net gain for all jurisdictions in gross dollar values would be \$40.1 million.

| Table A-3 | | | |
|---|---------------------|--------------------|---------------------|
| Gross Proceeds to Taxing Jurisdictions | | | |
| Build vs No Build | | | |
| | BUILD | NO BUILD | DIFFERENCE |
| STATE OF MISSOURI | \$12,708,930 | \$5,942 | \$12,702,987 |
| CITY OF ST. LOUIS | \$15,582,129 | \$246,094 | \$15,336,034 |
| JUNIOR COLLEGE DISTRICT | \$90,960 | \$44,188 | \$46,772 |
| METROPOLITAN SEWER DISTRICT | \$49,211 | \$23,587 | \$25,624 |
| ST. LOUIS SCHOOL DISTRICT | \$7,901,718 | \$814,925 | \$7,086,793 |
| ZOO MUSEUM | \$106,933 | \$51,821 | \$55,111 |
| CENTRAL LIBRARY | \$205,863 | \$94,851 | \$111,012 |
| METROLINK | \$4,620,063 | \$0 | \$4,620,063 |
| METRO PARKS | \$22,000 | \$0 | \$22,000 |
| BOARD OF MENTAL HEALTH | \$27,141 | \$13,211 | \$13,931 |
| ST. LOUIS OFFICE FOR DDR | \$50,446 | \$24,456 | \$25,990 |
| MISSOURI DIVISION OF FAMILY SERVICES | \$58,868 | \$28,950 | \$29,917 |
| TOTAL | \$41,424,261 | \$1,348,025 | \$40,076,236 |

DEVELOPMENT FEASIBILITY

Appendix C contains a pro forma provided by the Developer for the Redevelopment Project Area, which provides the anticipated costs, revenues and financial return projections. The development could expect a rate of return of 2.10% on project costs *before TIF is included*. This is likely too poor a rate of return to attract private investment.

Inclusion of TIF, however, effectively reduces costs to be incurred by the developer and, thereby, reduces financial risk. With comparatively more TIF, therefore, the rate of return for the entire project increases to 8.2%, a threshold that should be attractive to investors.

APPENDIX

- A. Assumptions
- B. Build and No Build Scenarios
- C. Rate of Return Calculations

Appendix A

Assumptions

| | |
|---------------|------|
| Discount rate | 6% |
| DEBT COVERAGE | 1.25 |

Development Plan

| | |
|-------------------|---------|
| Grocery | 28,467 |
| Grocery Parking | 138 |
| Apartment SF | 175,667 |
| Apartment (Units) | 176 |
| Apartment Parking | 307 |

Sales

| | |
|---------|----------------|
| Grocery | \$1,125 per sf |
|---------|----------------|

Assessed Values

| | |
|-------------------|-------------------|
| Grocery | \$43.52 per sf |
| Apartment | \$32,875 per unit |
| Grocery Parking | \$3,200 per space |
| Apartment Parking | \$1,900 per space |

Utility Sales

| | | |
|-----------|----------|------|
| Grocery | \$2.75 | 2.5% |
| Apartment | \$ 1,200 | 2.5% |

Base Value

| | |
|-------------------|-----------|
| Existing Property | \$572,400 |
|-------------------|-----------|

PAYROLL

| | | |
|---------------------|-----------|------|
| NUMBER OF EMPLOYEES | 117 | |
| ESTIMATED PAY | \$ 38,000 | 2.5% |

PERSONAL PROPERTY

| | |
|-----------------------------------|-----|
| PERCENTAGE OF REAL PROPERTY VALUE | |
| GROCERY | 10% |
| RESIDENTIAL | 10% |
| SALES BREAKDOWN | |
| GROCERY | 95% |
| NON GROCERY | 5% |

Appendix B

Build Analysis

| Year | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | |
|-------------------------------------|-----------|-------------------|-------------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | Base EATs | Base PILOTs | | | | | | | | | | | | | | | | | | | | | | | | |
| REAL PROPERTY TAXES | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ASSESSED VALUE ESTIMATES | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Existing Property | | \$572,400 | \$ 572,400 | \$ 572,400 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Grocery | | \$ 1,295,474 | \$ 1,295,474 | \$ 1,295,474 | \$ 1,295,474 | \$ 1,295,474 | \$ 1,321,384 | \$ 1,321,384 | \$ 1,354,418 | \$ 1,354,418 | \$ 1,395,051 | \$ 1,395,051 | \$ 1,443,877 | \$ 1,443,877 | \$ 1,494,413 | \$ 1,494,413 | \$ 1,546,718 | \$ 1,546,718 | \$ 1,600,853 | \$ 1,600,853 | \$ 1,656,883 | \$ 1,656,883 | \$ 1,714,873 | \$ 1,714,873 | \$ 1,774,894 | \$ 1,774,894 |
| Grocery Parking | | \$ 454,947 | \$ 454,947 | \$ 454,947 | \$ 454,947 | \$ 454,947 | \$ 464,046 | \$ 464,046 | \$ 475,647 | \$ 475,647 | \$ 489,917 | \$ 489,917 | \$ 507,064 | \$ 507,064 | \$ 524,811 | \$ 524,811 | \$ 543,180 | \$ 543,180 | \$ 562,191 | \$ 562,191 | \$ 581,868 | \$ 581,868 | \$ 602,233 | \$ 602,233 | \$ 623,311 | \$ 623,311 |
| Apartments | | \$ 6,050,295 | \$ 6,171,301 | \$ 6,171,301 | \$ 6,325,584 | \$ 6,325,584 | \$ 6,325,584 | \$ 6,325,584 | \$ 6,325,584 | \$ 6,325,584 | \$ 6,515,351 | \$ 6,515,351 | \$ 6,743,388 | \$ 6,743,388 | \$ 6,979,407 | \$ 6,979,407 | \$ 7,223,686 | \$ 7,223,686 | \$ 7,476,515 | \$ 7,476,515 | \$ 7,738,193 | \$ 7,738,193 | \$ 8,009,030 | \$ 8,009,030 | \$ 8,289,346 | \$ 8,289,346 |
| Apartment Parking | | \$ 600,930 | \$ 600,930 | \$ 600,930 | \$ 600,930 | \$ 600,930 | \$ 612,949 | \$ 612,949 | \$ 628,273 | \$ 628,273 | \$ 647,121 | \$ 647,121 | \$ 669,770 | \$ 669,770 | \$ 693,212 | \$ 693,212 | \$ 717,474 | \$ 717,474 | \$ 742,586 | \$ 742,586 | \$ 768,576 | \$ 768,576 | \$ 795,477 | \$ 795,477 | \$ 823,318 | \$ 823,318 |
| TOTAL | | \$ 772,400 | \$ 772,400 | \$ 772,400 | \$ 8,401,647 | \$ 8,401,647 | \$ 8,569,680 | \$ 8,569,680 | \$ 8,783,922 | \$ 8,783,922 | \$ 9,047,439 | \$ 9,047,439 | \$ 9,364,100 | \$ 9,364,100 | \$ 9,691,843 | \$ 9,691,843 | \$ 10,031,058 | \$ 10,031,058 | \$ 10,382,145 | \$ 10,382,145 | \$ 10,745,520 | \$ 10,745,520 | \$ 11,121,613 | \$ 11,121,613 | \$ 11,510,869 | \$ 11,510,869 |
| REAL PROPERTY TAXES | | | | | | | | | | | | | | | | | | | | | | | | | | |
| State of Missouri | 0.03 | \$172 | \$172 | \$172 | \$2,520 | \$2,520 | \$2,571 | \$2,571 | \$2,635 | \$2,635 | \$2,714 | \$2,714 | \$2,809 | \$2,809 | \$2,908 | \$2,908 | \$3,009 | \$3,009 | \$3,115 | \$3,115 | \$3,224 | \$3,224 | \$3,336 | \$3,336 | \$3,453 | \$3,453 |
| Subject to DESA | | | | | | | | | | | | | | | | | | | | | | | | | | |
| St. Louis City | 1.4848 | \$8,499 | \$8,499 | \$8,499 | \$124,748 | \$124,748 | \$127,243 | \$127,243 | \$130,424 | \$130,424 | \$134,336 | \$134,336 | \$139,038 | \$139,038 | \$143,904 | \$143,904 | \$148,941 | \$148,941 | \$154,154 | \$154,154 | \$159,549 | \$159,549 | \$165,134 | \$165,134 | \$170,913 | \$170,913 |
| Community College | 0.22 | \$1,259 | \$1,259 | \$1,259 | \$18,484 | \$18,484 | \$18,853 | \$18,853 | \$19,325 | \$19,325 | \$19,904 | \$19,904 | \$20,601 | \$20,601 | \$21,322 | \$21,322 | \$22,068 | \$22,068 | \$22,841 | \$22,841 | \$23,640 | \$23,640 | \$24,468 | \$24,468 | \$25,324 | \$25,324 |
| MSD | 0.0821 | \$470 | \$470 | \$470 | \$6,898 | \$6,898 | \$7,036 | \$7,036 | \$7,212 | \$7,212 | \$7,428 | \$7,428 | \$7,688 | \$7,688 | \$7,957 | \$7,957 | \$8,235 | \$8,235 | \$8,524 | \$8,524 | \$8,822 | \$8,822 | \$9,131 | \$9,131 | \$9,450 | \$9,450 |
| St. Louis City Schools | 4.4071 | \$25,226 | \$25,226 | \$25,226 | \$370,269 | \$370,269 | \$377,674 | \$377,674 | \$387,116 | \$387,116 | \$398,730 | \$398,730 | \$412,685 | \$412,685 | \$427,129 | \$427,129 | \$442,079 | \$442,079 | \$457,551 | \$457,551 | \$473,566 | \$473,566 | \$490,141 | \$490,141 | \$507,296 | \$507,296 |
| St. Louis Zoo/Museum | 0.2684 | \$1,536 | \$1,536 | \$1,536 | \$22,550 | \$22,550 | \$23,001 | \$23,001 | \$23,576 | \$23,576 | \$24,283 | \$24,283 | \$25,133 | \$25,133 | \$26,013 | \$26,013 | \$26,923 | \$26,923 | \$27,866 | \$27,866 | \$28,841 | \$28,841 | \$29,850 | \$29,850 | \$30,895 | \$30,895 |
| St. Louis Public Library | 0.5814 | \$3,328 | \$3,328 | \$3,328 | \$48,847 | \$48,847 | \$49,824 | \$49,824 | \$51,070 | \$51,070 | \$52,602 | \$52,602 | \$54,433 | \$54,433 | \$56,348 | \$56,348 | \$58,321 | \$58,321 | \$60,362 | \$60,362 | \$62,474 | \$62,474 | \$64,661 | \$64,661 | \$66,924 | \$66,924 |
| Sheltered Workshop | 0.146 | \$836 | \$836 | \$836 | \$12,266 | \$12,266 | \$12,512 | \$12,512 | \$12,825 | \$12,825 | \$13,209 | \$13,209 | \$13,672 | \$13,672 | \$14,150 | \$14,150 | \$14,645 | \$14,645 | \$15,158 | \$15,158 | \$15,688 | \$15,688 | \$16,238 | \$16,238 | \$16,804 | \$16,804 |
| Community Mental Health | 0.0876 | \$501 | \$501 | \$501 | \$7,360 | \$7,360 | \$7,507 | \$7,507 | \$7,695 | \$7,695 | \$7,926 | \$7,926 | \$8,203 | \$8,203 | \$8,490 | \$8,490 | \$8,787 | \$8,787 | \$9,095 | \$9,095 | \$9,413 | \$9,413 | \$9,743 | \$9,743 | \$10,084 | \$10,084 |
| Community Children's Service Fund | 0.19 | \$1,088 | \$1,088 | \$1,088 | \$15,963 | \$15,963 | \$16,282 | \$16,282 | \$16,689 | \$16,689 | \$17,190 | \$17,190 | \$17,792 | \$17,792 | \$18,415 | \$18,415 | \$19,059 | \$19,059 | \$19,726 | \$19,726 | \$20,416 | \$20,416 | \$21,131 | \$21,131 | \$21,871 | \$21,871 |
| TOTAL | | \$42,915 | \$42,915 | \$42,915 | \$629,905 | \$629,905 | \$642,503 | \$642,503 | \$658,566 | \$658,566 | \$678,323 | \$678,323 | \$702,064 | \$702,064 | \$726,636 | \$726,636 | \$752,069 | \$752,069 | \$778,391 | \$778,391 | \$805,635 | \$805,635 | \$833,832 | \$833,832 | \$863,016 | \$863,016 |
| TOTAL CAPTURED BY TIF | | | | | \$572,218 | \$572,218 | \$584,499 | \$584,499 | \$600,157 | \$600,157 | \$619,417 | \$619,417 | \$642,561 | \$642,561 | \$666,514 | \$666,514 | \$691,307 | \$691,307 | \$716,967 | \$716,967 | \$743,525 | \$743,525 | \$771,012 | \$771,012 | \$799,462 | \$799,462 |
| ASSUME 1 YEAR LAG | | \$0 | \$0 | \$0 | \$0 | \$0 | \$572,218 | \$572,218 | \$584,499 | \$600,157 | \$619,417 | \$619,417 | \$642,561 | \$642,561 | \$666,514 | \$666,514 | \$691,307 | \$691,307 | \$716,967 | \$716,967 | \$743,525 | \$743,525 | \$771,012 | \$771,012 | \$799,462 | \$799,462 |
| NPV | | | | | | | | | | | | | | | | | | | | | | | | | | \$6,359,892 |
| AMTS TO TAXING JURISDICTIONS | | | | | | | | | | | | | | | | | | | | | | | | | | |
| State of Missouri | | \$172 | \$172 | \$172 | \$2,520 | \$2,520 | \$2,571 | \$2,571 | \$2,635 | \$2,635 | \$2,714 | \$2,714 | \$2,809 | \$2,809 | \$2,908 | \$2,908 | \$3,009 | \$3,009 | \$3,115 | \$3,115 | \$3,224 | \$3,224 | \$3,336 | \$3,336 | \$3,453 | \$3,453 |
| Subject to DESA | | | | | | | | | | | | | | | | | | | | | | | | | | |
| St. Louis City | | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 | \$8,499 |
| Community College | | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 | \$1,259 |
| MSD | | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 | \$470 |
| St. Louis City Schools | | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 | \$25,226 |
| St. Louis Zoo/Museum | | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 | \$1,536 |
| St. Louis Public Library | | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 | \$3,328 |
| Sheltered Workshop | | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 | \$836 |
| Community Mental Health | | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 | \$501 |
| Community Children's Service Fund | | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 | \$1,088 |
| TOTAL | | \$42,915 | \$42,915 | \$42,915 | \$45,264 | \$45,264 | \$45,314 | \$45,314 | \$45,379 | \$45,379 | \$45,458 | \$45,458 | \$45,553 | \$45,553 | \$45,651 | \$45,651 | \$45,753 | \$45,753 | \$45,858 | \$45,858 | \$45,967 | \$45,967 | \$46,080 | \$46,080 | \$46,197 | \$46,197 |
| COMMERCIAL SURCHARGE TAX | | | | | | | | | | | | | | | | | | | | | | | | | | |
| State of Missouri | 0.009 | \$52 | \$52 | \$52 | \$117 | \$117 | \$119 | \$119 | \$122 | \$122 | \$126 | \$126 | \$130 | \$130 | \$134 | \$134 | \$139 | \$139 | \$144 | \$144 | \$149 | \$149 | \$154 | \$154 | \$154 | \$154 |
| Schools | 1.174 | \$6,720 | \$6,720 | \$6,720 | \$15,209 | \$15,209 | \$15,513 | \$15,513 | \$15,901 | \$15,901 | \$16,378 | \$16,378 | \$16,951 | \$16,951 | \$17,544 | \$17,544 | \$18,158 | \$18,158 | \$18,794 | \$18,794 | \$19,452 | \$19,452 | \$20,133 | \$20,133 | \$20,837 | \$20,837 |
| Jr. College | 0.07 | \$401 | \$401 | \$401 | \$907 | \$907 | \$925 | \$925 | \$948 | \$948 | \$977 | \$977 | \$1,011 | \$1,011 | \$1,046 | \$1,046 | \$1,083 | \$1,083 | \$1,121 | \$1,121 | \$1,160 | \$1,160 | \$1,200 | \$1,200 | \$1,242 | \$1,242 |
| Sheltered Workshop | 0.016 | \$92 | \$92 | \$92 | \$207 | \$207 | \$211 | \$211 | \$217 | \$217 | \$223 | \$223 | \$231 | \$231 | \$239 | \$239 | \$247 | \$247 | \$256 | \$256 | \$265 | \$265 | \$274 | \$274 | \$284 | \$284 |
| Library | 0.079 | \$452 | \$452 | \$452 | \$1,023 | \$1,023 | \$1,0 | | | | | | | | | | | | | | | | | | | |

Appendix B

Build Analysis

| Year | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|---|--------------------|------------|------------|------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| NPV | \$6,372,517 | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL CAPTURED BY JURISDICTIONS (NET OF FEES & DISCOUNT) | | | | | | | | | | | | | | | | | | | | | | | | | |
| Missouri State Sales Tax | \$0 | \$0 | \$0 | \$0 | \$44,723 | \$46,512 | \$49,303 | \$51,275 | \$53,326 | \$55,193 | \$56,848 | \$58,412 | \$59,872 | \$61,219 | \$62,750 | \$64,318 | \$65,926 | \$67,575 | \$69,264 | \$70,996 | \$72,770 | \$74,590 | \$76,454 | \$78,366 | \$80,325 |
| Other Missouri State Sales Taxes | \$0 | \$0 | \$0 | \$0 | \$383,503 | \$398,844 | \$422,774 | \$439,685 | \$457,273 | \$473,277 | \$487,475 | \$500,881 | \$513,403 | \$524,955 | \$538,078 | \$551,530 | \$565,319 | \$579,452 | \$593,938 | \$608,786 | \$624,006 | \$639,606 | \$655,596 | \$671,986 | \$688,786 |
| Transitional School District | \$0 | \$0 | \$0 | \$0 | \$208,501 | \$216,841 | \$229,851 | \$239,045 | \$248,607 | \$257,308 | \$265,027 | \$272,316 | \$279,124 | \$285,404 | \$292,539 | \$299,852 | \$307,349 | \$315,033 | \$322,908 | \$330,981 | \$339,256 | \$347,737 | \$356,430 | \$365,341 | \$374,475 |
| Metrolink | \$0 | \$0 | \$0 | \$0 | \$156,532 | \$162,793 | \$172,561 | \$179,463 | \$186,642 | \$193,174 | \$198,970 | \$204,441 | \$209,552 | \$214,267 | \$219,624 | \$225,114 | \$230,742 | \$236,511 | \$242,424 | \$248,484 | \$254,696 | \$261,064 | \$267,590 | \$274,280 | \$281,137 |
| Taxes Subject to TIF | | | | | | | | | | | | | | | | | | | | | | | | | |
| City-Parks and Rec | \$0 | \$0 | \$0 | \$0 | \$19,567 | \$20,349 | \$21,570 | \$22,433 | \$23,330 | \$24,147 | \$24,871 | \$25,555 | \$26,194 | \$26,783 | \$27,453 | \$28,139 | \$28,843 | \$29,564 | \$30,303 | \$31,061 | \$31,837 | \$32,633 | \$33,449 | \$34,285 | \$35,142 |
| Public Safety | \$0 | \$0 | \$0 | \$0 | \$78,266 | \$81,397 | \$86,280 | \$89,732 | \$93,321 | \$96,587 | \$99,485 | \$102,221 | \$104,776 | \$107,134 | \$109,812 | \$112,557 | \$115,371 | \$118,255 | \$121,212 | \$124,242 | \$127,348 | \$130,532 | \$133,795 | \$137,140 | \$140,569 |
| General Fund | \$0 | \$0 | \$0 | \$0 | \$156,532 | \$162,793 | \$172,561 | \$179,463 | \$186,642 | \$193,174 | \$198,970 | \$204,441 | \$209,552 | \$214,267 | \$219,624 | \$225,114 | \$230,742 | \$236,511 | \$242,424 | \$248,484 | \$254,696 | \$261,064 | \$267,590 | \$274,280 | \$281,137 |
| General Fund | \$0 | \$0 | \$0 | \$0 | \$58,700 | \$61,047 | \$64,710 | \$67,299 | \$69,991 | \$72,440 | \$74,614 | \$76,665 | \$78,582 | \$80,350 | \$82,359 | \$84,418 | \$86,528 | \$88,692 | \$90,909 | \$93,182 | \$95,511 | \$97,899 | \$100,346 | \$102,855 | \$105,426 |
| Transportation | \$0 | \$0 | \$0 | \$0 | \$78,266 | \$81,397 | \$86,280 | \$89,732 | \$93,321 | \$96,587 | \$99,485 | \$102,221 | \$104,776 | \$107,134 | \$109,812 | \$112,557 | \$115,371 | \$118,255 | \$121,212 | \$124,242 | \$127,348 | \$130,532 | \$133,795 | \$137,140 | \$140,569 |
| Capital Improvements | \$0 | \$0 | \$0 | \$0 | \$78,266 | \$81,397 | \$86,280 | \$89,732 | \$93,321 | \$96,587 | \$99,485 | \$102,221 | \$104,776 | \$107,134 | \$109,812 | \$112,557 | \$115,371 | \$118,255 | \$121,212 | \$124,242 | \$127,348 | \$130,532 | \$133,795 | \$137,140 | \$140,569 |
| Metro Parks/Rec | \$0 | \$0 | \$0 | \$0 | \$745 | \$775 | \$822 | \$855 | \$889 | \$920 | \$947 | \$974 | \$998 | \$1,020 | \$1,046 | \$1,072 | \$1,099 | \$1,126 | \$1,154 | \$1,183 | \$1,213 | \$1,243 | \$1,274 | \$1,306 | \$1,339 |
| TOTAL | \$0 | \$0 | \$0 | \$0 | \$1,263,601 | \$1,314,145 | \$1,392,994 | \$1,448,714 | \$1,506,662 | \$1,559,395 | \$1,606,177 | \$1,650,347 | \$1,691,606 | \$1,729,667 | \$1,772,908 | \$1,817,231 | \$1,862,662 | \$1,909,229 | \$1,956,959 | \$2,005,883 | \$2,056,030 | \$2,107,431 | \$2,160,117 | \$2,214,120 | \$2,269,473 |
| EARNINGS & PAYROLL | | | | | | | | | | | | | | | | | | | | | | | | | |
| ESTIMATED PAYROLL | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | \$ 4,787,856 | \$ 4,907,552 | \$ 5,030,241 | \$ 5,155,997 | \$ 5,284,897 | \$ 5,417,019 | \$ 5,552,445 | \$ 5,691,256 | \$ 5,833,537 | \$ 5,979,376 | \$ 6,128,860 | \$ 6,282,082 | \$ 6,439,134 | \$ 6,600,112 | \$ 6,765,115 | \$ 6,934,243 | \$ 7,107,599 | \$ 7,285,289 | \$ 7,467,421 | \$ 7,654,106 | \$ 7,845,459 |
| EARNINGS TAX | 0.01 | \$ - | \$ - | \$ - | \$ 47,879 | \$ 49,076 | \$ 50,302 | \$ 51,560 | \$ 52,849 | \$ 54,170 | \$ 55,524 | \$ 56,913 | \$ 58,335 | \$ 59,794 | \$ 61,289 | \$ 62,821 | \$ 64,391 | \$ 66,001 | \$ 67,651 | \$ 69,342 | \$ 71,076 | \$ 72,853 | \$ 74,674 | \$ 76,541 | \$ 78,455 |
| PAYROLL TAX | 0.005 | \$ - | \$ - | \$ - | \$ 23,939 | \$ 24,538 | \$ 25,151 | \$ 25,780 | \$ 26,424 | \$ 27,085 | \$ 27,762 | \$ 28,456 | \$ 29,168 | \$ 29,897 | \$ 30,644 | \$ 31,410 | \$ 32,196 | \$ 33,001 | \$ 33,826 | \$ 34,671 | \$ 35,538 | \$ 36,426 | \$ 37,337 | \$ 38,271 | \$ 39,227 |
| TOTAL | | \$ - | \$ - | \$ - | \$ 71,818 | \$ 73,613 | \$ 75,454 | \$ 77,340 | \$ 79,273 | \$ 81,255 | \$ 83,287 | \$ 85,369 | \$ 87,503 | \$ 89,691 | \$ 91,933 | \$ 94,231 | \$ 96,587 | \$ 99,002 | \$ 101,477 | \$ 104,014 | \$ 106,614 | \$ 109,279 | \$ 112,011 | \$ 114,812 | \$ 117,682 |
| TOTAL CAPTURED BY TIF | | | | | | | | | | | | | | | | | | | | | | | | | |
| ASSUME 3 MONTH LAG | | \$ - | \$ - | \$ - | \$ 35,909 | \$ 36,807 | \$ 37,727 | \$ 38,670 | \$ 39,637 | \$ 40,628 | \$ 41,643 | \$ 42,684 | \$ 43,752 | \$ 44,845 | \$ 45,966 | \$ 47,116 | \$ 48,294 | \$ 49,501 | \$ 50,738 | \$ 52,007 | \$ 53,307 | \$ 54,640 | \$ 56,006 | \$ 57,406 | \$ 58,841 |
| ASSUME 3 MONTH LAG | | \$ - | \$ - | \$ - | \$ 26,932 | \$ 36,582 | \$ 37,497 | \$ 38,434 | \$ 39,395 | \$ 40,380 | \$ 41,389 | \$ 42,424 | \$ 43,485 | \$ 44,572 | \$ 45,686 | \$ 46,828 | \$ 47,999 | \$ 49,199 | \$ 50,429 | \$ 51,690 | \$ 52,982 | \$ 54,306 | \$ 55,664 | \$ 57,056 | \$ 58,482 |
| NPV | \$455,443 | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL CAPTURED BY JURISDICTIONS | | | | | | | | | | | | | | | | | | | | | | | | | |
| EARNINGS TAX | | \$ - | \$ - | \$ - | \$ 23,939 | \$ 24,538 | \$ 25,151 | \$ 25,780 | \$ 26,424 | \$ 27,085 | \$ 27,762 | \$ 28,456 | \$ 29,168 | \$ 29,897 | \$ 30,644 | \$ 31,410 | \$ 32,196 | \$ 33,001 | \$ 33,826 | \$ 34,671 | \$ 35,538 | \$ 36,426 | \$ 37,337 | \$ 38,271 | \$ 39,227 |
| PAYROLL TAX | | \$ - | \$ - | \$ - | \$ 11,970 | \$ 12,269 | \$ 12,576 | \$ 12,890 | \$ 13,212 | \$ 13,543 | \$ 13,881 | \$ 14,228 | \$ 14,584 | \$ 14,948 | \$ 15,322 | \$ 15,705 | \$ 16,098 | \$ 16,500 | \$ 16,913 | \$ 17,336 | \$ 17,769 | \$ 18,213 | \$ 18,669 | \$ 19,135 | \$ 19,614 |
| TOTAL | | \$ - | \$ - | \$ - | \$ 35,909 | \$ 36,807 | \$ 37,727 | \$ 38,670 | \$ 39,637 | \$ 40,628 | \$ 41,643 | \$ 42,684 | \$ 43,752 | \$ 44,845 | \$ 45,966 | \$ 47,116 | \$ 48,294 | \$ 49,501 | \$ 50,738 | \$ 52,007 | \$ 53,307 | \$ 54,640 | \$ 56,006 | \$ 57,406 | \$ 58,841 |
| UTILITY TAXES | | | | | | | | | | | | | | | | | | | | | | | | | |
| UTILITY SALES | | | | | | | | | | | | | | | | | | | | | | | | | |
| GROCERY | | \$ - | \$ - | \$ - | \$ 84,304 | \$ 86,411 | \$ 88,571 | \$ 90,786 | \$ 93,055 | \$ 95,382 | \$ 97,766 | \$ 100,210 | \$ 102,716 | \$ 105,284 | \$ 107,916 | \$ 110,614 | \$ 113,379 | \$ 116,213 | \$ 119,119 | \$ 122,097 | \$ 125,149 | \$ 128,278 | \$ 131,485 | \$ 134,772 | \$ 138,141 |
| APARTMENTS | | \$ - | \$ - | \$ - | \$ 227,439 | \$ 233,125 | \$ 238,953 | \$ 244,927 | \$ 251,050 | \$ 257,327 | \$ 263,760 | \$ 270,354 | \$ 277,113 | \$ 284,041 | \$ 291,142 | \$ 298,420 | \$ 305,881 | \$ 313,528 | \$ 321,366 | \$ 329,400 | \$ 337,635 | \$ 346,076 | \$ 354,728 | \$ 363,596 | \$ 372,686 |
| UTILITY TAX | | | | | | | | | | | | | | | | | | | | | | | | | |
| GROCERY | 10% | \$ - | \$ - | \$ - | \$ 8,430 | \$ 8,641 | \$ 8,857 | \$ 9,079 | \$ 9,306 | \$ 9,538 | \$ 9,777 | \$ 10,021 | \$ 10,272 | \$ 10,528 | \$ 10,792 | \$ 11,061 | \$ 11,338 | \$ 11,621 | \$ 11,912 | \$ 12,210 | \$ 12,515 | \$ 12,828 | \$ 13,148 | \$ 13,477 | \$ 13,814 |
| APARTMENTS | 4% | \$ - | \$ - | \$ - | \$ 9,098 | \$ 9,325 | \$ 9,558 | \$ 9,797 | \$ 10,042 | \$ 10,293 | \$ 10,550 | \$ 10,814 | \$ 11,085 | \$ 11,362 | \$ 11,646 | \$ 11,937 | \$ 12,235 | \$ 12,541 | \$ 12,855 | \$ 13,176 | \$ 13,505 | \$ 13,843 | \$ 14,189 | \$ 14,544 | \$ 14,907 |
| TOTAL | | \$ - | \$ - | \$ - | \$ 17,528 | \$ 17,966 | \$ 18,415 | \$ 18,876 | \$ 19,348 | \$ 19,831 | \$ 20,327 | \$ 20,835 | \$ 21,356 | \$ 21,890 | \$ 22,437 | \$ 22,998 | \$ 23,573 | \$ 24,162 | \$ 24,767 | \$ 25,386 | \$ 26,020 | \$ 26,671 | \$ 27,338 | \$ 28,021 | \$ 28,722 |
| TOTAL CAPTURED BY TIF | | | | | | | | | | | | | | | | | | | | | | | | | |
| ASSUME 3 MONTH LAG | | \$ - | \$ - | \$ - | \$ 8,764 | \$ 8,983 | \$ 9,208 | \$ 9,438 | \$ 9,674 | \$ 9,916 | \$ 10,164 | \$ 10,418 | \$ 10,678 | \$ 10,945 | \$ 11,219 | \$ 11,499 | \$ 11,787 | \$ 12,081 | \$ 12,383 | \$ 12,693 | \$ 13,010 | \$ 13,335 | \$ 13,669 | \$ 14,011 | \$ 14,361 |
| ASSUME 3 MONTH LAG | | \$ - | \$ - | \$ - | \$ 6,573 | \$ 8,928 | \$ 9,151 | \$ 9,380 | \$ 9,615 | \$ 9,855 | \$ 10,102 | \$ 10,354 | \$ 10,613 | \$ 10,878 | \$ 11,150 | \$ 11,429 | \$ 11,715 | \$ 12,008 | \$ 12,308 | \$ 12,615 | \$ 12,931 | \$ 13,254 | \$ 13,585 | \$ 13,925 | \$ 14,273 |

Appendix B

NO Build Analysis*

| Year | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | |
|-------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------|
| | Base EATs | Base PILOTs | | | | | | | | | | | | | | | | | | | | | | | |
| REAL PROPERTY TAXES | | | | | | | | | | | | | | | | | | | | | | | | | |
| ASSESSED VALUE ESTIMATES | | | | | | | | | | | | | | | | | | | | | | | | | |
| Existing Property | \$572,400 | \$ 572,400 | \$ 572,400 | \$ 580,986 | \$ 580,986 | \$ 592,606 | \$ 592,606 | \$ 607,421 | \$ 607,421 | \$ 625,643 | \$ 625,643 | \$ 647,541 | \$ 647,541 | \$ 670,205 | \$ 670,205 | \$ 693,662 | \$ 693,662 | \$ 717,940 | \$ 717,940 | \$ 743,068 | \$ 743,068 | \$ 769,076 | \$ 769,076 | \$ 795,993 | |
| Grocery | | | | | | | | | | | | | | | | | | | | | | | | | |
| Apartments | | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL | \$572,400 | \$572,400 | \$572,400 | \$580,986 | \$580,986 | \$592,606 | \$592,606 | \$607,421 | \$607,421 | \$625,643 | \$625,643 | \$647,541 | \$647,541 | \$670,205 | \$670,205 | \$693,662 | \$693,662 | \$717,940 | \$717,940 | \$743,068 | \$743,068 | \$769,076 | \$769,076 | \$795,993 | |
| REAL PROPERTY TAXES | | | | | | | | | | | | | | | | | | | | | | | | | |
| State of Missouri | 0.03 | \$172 | \$172 | \$172 | \$174 | \$174 | \$178 | \$178 | \$182 | \$182 | \$188 | \$188 | \$194 | \$194 | \$201 | \$201 | \$208 | \$208 | \$215 | \$215 | \$223 | \$223 | \$231 | \$231 | \$239 |
| <i>Subject to DESA</i> | | | | | | | | | | | | | | | | | | | | | | | | | |
| St. Louis City | 1.4848 | \$8,499 | \$8,499 | \$8,499 | \$8,626 | \$8,626 | \$8,799 | \$8,799 | \$9,019 | \$9,019 | \$9,290 | \$9,290 | \$9,615 | \$9,615 | \$9,951 | \$9,951 | \$10,299 | \$10,299 | \$10,660 | \$10,660 | \$11,033 | \$11,033 | \$11,419 | \$11,419 | \$11,819 |
| Community College | 0.22 | \$1,259 | \$1,259 | \$1,259 | \$1,278 | \$1,278 | \$1,304 | \$1,304 | \$1,336 | \$1,336 | \$1,376 | \$1,376 | \$1,425 | \$1,425 | \$1,474 | \$1,474 | \$1,526 | \$1,526 | \$1,579 | \$1,579 | \$1,635 | \$1,635 | \$1,692 | \$1,692 | \$1,751 |
| MSD | 0.0821 | \$470 | \$470 | \$470 | \$477 | \$477 | \$487 | \$487 | \$499 | \$499 | \$514 | \$514 | \$532 | \$532 | \$550 | \$550 | \$569 | \$569 | \$589 | \$589 | \$610 | \$610 | \$631 | \$631 | \$654 |
| St. Louis City Schools | 4.4071 | \$25,226 | \$25,226 | \$25,226 | \$25,605 | \$25,605 | \$26,117 | \$26,117 | \$26,770 | \$26,770 | \$27,573 | \$27,573 | \$28,538 | \$28,538 | \$29,537 | \$29,537 | \$30,570 | \$30,570 | \$31,640 | \$31,640 | \$32,748 | \$32,748 | \$33,894 | \$33,894 | \$35,080 |
| St. Louis Zoo/Museum | 0.2684 | \$1,536 | \$1,536 | \$1,536 | \$1,559 | \$1,559 | \$1,591 | \$1,591 | \$1,630 | \$1,630 | \$1,679 | \$1,679 | \$1,738 | \$1,738 | \$1,799 | \$1,799 | \$1,862 | \$1,862 | \$1,927 | \$1,927 | \$1,994 | \$1,994 | \$2,064 | \$2,064 | \$2,136 |
| St. Louis Public Library | 0.5814 | \$3,328 | \$3,328 | \$3,328 | \$3,378 | \$3,378 | \$3,445 | \$3,445 | \$3,532 | \$3,532 | \$3,637 | \$3,637 | \$3,765 | \$3,765 | \$3,897 | \$3,897 | \$4,033 | \$4,033 | \$4,174 | \$4,174 | \$4,320 | \$4,320 | \$4,471 | \$4,471 | \$4,628 |
| Sheltered Workshop | 0.146 | \$836 | \$836 | \$836 | \$848 | \$848 | \$865 | \$865 | \$887 | \$887 | \$913 | \$913 | \$945 | \$945 | \$978 | \$978 | \$1,013 | \$1,013 | \$1,048 | \$1,048 | \$1,085 | \$1,085 | \$1,123 | \$1,123 | \$1,162 |
| Community Mental Health | 0.0876 | \$501 | \$501 | \$501 | \$509 | \$509 | \$519 | \$519 | \$532 | \$532 | \$548 | \$548 | \$567 | \$567 | \$587 | \$587 | \$608 | \$608 | \$629 | \$629 | \$651 | \$651 | \$674 | \$674 | \$697 |
| Community Children's Service Fund | 0.19 | \$1,088 | \$1,088 | \$1,088 | \$1,104 | \$1,104 | \$1,126 | \$1,126 | \$1,154 | \$1,154 | \$1,189 | \$1,189 | \$1,230 | \$1,230 | \$1,273 | \$1,273 | \$1,318 | \$1,318 | \$1,364 | \$1,364 | \$1,412 | \$1,412 | \$1,461 | \$1,461 | \$1,512 |
| TOTAL | \$42,915 | \$42,915 | \$42,915 | \$43,559 | \$43,559 | \$44,430 | \$44,430 | \$45,541 | \$45,541 | \$46,907 | \$46,907 | \$48,549 | \$48,549 | \$50,248 | \$50,248 | \$52,007 | \$52,007 | \$53,827 | \$53,827 | \$55,711 | \$55,711 | \$57,661 | \$57,661 | \$59,679 | |
| TOTAL CAPTURED BY TIF | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| NPV | \$0 | | | | | | | | | | | | | | | | | | | | | | | | |
| AMTS TO TAXING JURISDICTIONS | | | | | | | | | | | | | | | | | | | | | | | | | |
| State of Missouri | \$172 | \$172 | \$172 | \$174 | \$174 | \$178 | \$178 | \$182 | \$182 | \$188 | \$188 | \$194 | \$194 | \$201 | \$201 | \$208 | \$208 | \$215 | \$215 | \$223 | \$223 | \$231 | \$231 | \$239 | |
| <i>Subject to DESA</i> | | | | | | | | | | | | | | | | | | | | | | | | | |
| St. Louis City | \$8,499 | \$8,499 | \$8,499 | \$8,626 | \$8,626 | \$8,799 | \$8,799 | \$9,019 | \$9,019 | \$9,290 | \$9,290 | \$9,615 | \$9,615 | \$9,951 | \$9,951 | \$10,299 | \$10,299 | \$10,660 | \$10,660 | \$11,033 | \$11,033 | \$11,419 | \$11,419 | \$11,819 | |
| Community College | \$1,259 | \$1,259 | \$1,259 | \$1,278 | \$1,278 | \$1,304 | \$1,304 | \$1,336 | \$1,336 | \$1,376 | \$1,376 | \$1,425 | \$1,425 | \$1,474 | \$1,474 | \$1,526 | \$1,526 | \$1,579 | \$1,579 | \$1,635 | \$1,635 | \$1,692 | \$1,692 | \$1,751 | |
| MSD | \$470 | \$470 | \$470 | \$477 | \$477 | \$487 | \$487 | \$499 | \$499 | \$514 | \$514 | \$532 | \$532 | \$550 | \$550 | \$569 | \$569 | \$589 | \$589 | \$610 | \$610 | \$631 | \$631 | \$654 | |
| St. Louis City Schools | \$25,226 | \$25,226 | \$25,226 | \$25,605 | \$25,605 | \$26,117 | \$26,117 | \$26,770 | \$26,770 | \$27,573 | \$27,573 | \$28,538 | \$28,538 | \$29,537 | \$29,537 | \$30,570 | \$30,570 | \$31,640 | \$31,640 | \$32,748 | \$32,748 | \$33,894 | \$33,894 | \$35,080 | |
| St. Louis Zoo/Museum | \$1,536 | \$1,536 | \$1,536 | \$1,559 | \$1,559 | \$1,591 | \$1,591 | \$1,630 | \$1,630 | \$1,679 | \$1,679 | \$1,738 | \$1,738 | \$1,799 | \$1,799 | \$1,862 | \$1,862 | \$1,927 | \$1,927 | \$1,994 | \$1,994 | \$2,064 | \$2,064 | \$2,136 | |
| St. Louis Public Library | \$3,328 | \$3,328 | \$3,328 | \$3,378 | \$3,378 | \$3,445 | \$3,445 | \$3,532 | \$3,532 | \$3,637 | \$3,637 | \$3,765 | \$3,765 | \$3,897 | \$3,897 | \$4,033 | \$4,033 | \$4,174 | \$4,174 | \$4,320 | \$4,320 | \$4,471 | \$4,471 | \$4,628 | |
| Sheltered Workshop | \$836 | \$836 | \$836 | \$848 | \$848 | \$865 | \$865 | \$887 | \$887 | \$913 | \$913 | \$945 | \$945 | \$978 | \$978 | \$1,013 | \$1,013 | \$1,048 | \$1,048 | \$1,085 | \$1,085 | \$1,123 | \$1,123 | \$1,162 | |
| Community Mental Health | \$501 | \$501 | \$501 | \$509 | \$509 | \$519 | \$519 | \$532 | \$532 | \$548 | \$548 | \$567 | \$567 | \$587 | \$587 | \$608 | \$608 | \$629 | \$629 | \$651 | \$651 | \$674 | \$674 | \$697 | |
| Community Children's Service Fund | \$1,088 | \$1,088 | \$1,088 | \$1,104 | \$1,104 | \$1,126 | \$1,126 | \$1,154 | \$1,154 | \$1,189 | \$1,189 | \$1,230 | \$1,230 | \$1,273 | \$1,273 | \$1,318 | \$1,318 | \$1,364 | \$1,364 | \$1,412 | \$1,412 | \$1,461 | \$1,461 | \$1,512 | |
| TOTAL | \$42,915 | \$42,915 | \$42,915 | \$43,559 | \$43,559 | \$44,430 | \$44,430 | \$45,541 | \$45,541 | \$46,907 | \$46,907 | \$48,549 | \$48,549 | \$50,248 | \$50,248 | \$52,007 | \$52,007 | \$53,827 | \$53,827 | \$55,711 | \$55,711 | \$57,661 | \$57,661 | \$59,679 | |
| COMMERCIAL SURCHARGE TAX | | | | | | | | | | | | | | | | | | | | | | | | | |
| State of Missouri | 0.009 | \$52 | \$52 | \$52 | \$52 | \$53 | \$53 | \$55 | \$55 | \$56 | \$56 | \$58 | \$58 | \$60 | \$60 | \$62 | \$62 | \$65 | \$65 | \$67 | \$67 | \$69 | \$69 | \$72 | |
| Schools | 1.174 | \$6,720 | \$6,720 | \$6,720 | \$6,821 | \$6,821 | \$6,957 | \$6,957 | \$7,131 | \$7,131 | \$7,345 | \$7,345 | \$7,602 | \$7,602 | \$7,868 | \$7,868 | \$8,144 | \$8,144 | \$8,429 | \$8,429 | \$8,724 | \$8,724 | \$9,029 | \$9,345 | |
| Jr. College | 0.07 | \$401 | \$401 | \$401 | \$407 | \$407 | \$415 | \$415 | \$425 | \$425 | \$438 | \$438 | \$453 | \$453 | \$469 | \$469 | \$486 | \$486 | \$503 | \$503 | \$520 | \$520 | \$538 | \$557 | |
| Sheltered Workshop | 0.016 | \$92 | \$92 | \$92 | \$93 | \$93 | \$95 | \$95 | \$97 | \$97 | \$100 | \$100 | \$104 | \$104 | \$107 | \$111 | \$111 | \$115 | \$115 | \$119 | \$119 | \$123 | \$123 | \$127 | |
| Library | 0.079 | \$452 | \$452 | \$452 | \$459 | \$459 | \$468 | \$468 | \$480 | \$480 | \$494 | \$494 | \$512 | \$512 | \$529 | \$548 | \$567 | \$587 | \$608 | \$629 | \$651 | \$674 | \$697 | \$721 | |
| Zoo Museum District | 0.073 | \$418 | \$418 | \$418 | \$424 | \$424 | \$433 | \$433 | \$443 | \$443 | \$457 | \$457 | \$473 | \$473 | \$489 | \$489 | \$506 | \$506 | \$524 | \$524 | \$542 | \$542 | \$561 | \$581 | |
| MSD | 0.073 | \$418 | \$418 | \$418 | \$424 | \$424 | \$433 | \$433 | \$443 | \$443 | \$457 | \$457 | \$473 | \$473 | \$489 | \$489 | \$506 | \$506 | \$524 | \$524 | \$542 | \$542 | \$561 | \$581 | |
| City of St. Louis | 0.146 | \$836 | \$836 | \$836 | \$848 | \$848 | \$865 | \$865 | \$887 | \$887 | \$913 | \$913 | \$945 | \$945 | \$978 | \$978 | \$1,013 | \$1,013 | \$1,048 | \$1,048 | \$1,085 | \$1,085 | \$1,123 | \$1,162 | |
| TOTAL | \$9,387 | \$9,387 | \$9,387 | \$9,528 | \$9,528 | \$9,719 | \$9,719 | \$9,962 | \$9,962 | \$10,261 | \$10,261 | \$10,620 | \$10,620 | \$10,991 | \$10,991 | \$11,376 | \$11,376 | \$11,774 | \$11,774 | \$12,186 | \$12,186 | \$12,613 | \$12,613 | \$13,054 | |
| PERSONAL PROPERTY TAX | | | | | | | | | | | | | | | | | | | | | | | | | |
| State of Missouri | 0.03 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| St. Louis School District | 4.4071 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| City of St. Louis | 1.4848 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| MSD | 0.0821 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Library | 0.5814 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| St. Louis Community College | 0.22 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Zoo Museum District | 0.2684 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Sheltered Workshop | 0.146 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Mental Health | 0.0876 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Community Children's Service Fund | 0.19 | 0 | 0 | 0</ | | | | | | | | | | | | | | | | | | | | | |

Appendix B

NO Build Analysis*

| Year | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | |
|----------------------------------|------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Base EATs | Base PILOTs | | | | | | | | | | | | | | | | | | | | | | | |
| Other Missouri State Sales Taxes | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Transitional School District | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Metrolink | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Taxes Subject to TIF | | | | | | | | | | | | | | | | | | | | | | | | | |
| City-Parks and Rec | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Public Safety | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| General Fund | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| General Fund | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Transportation | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Capital Improvements | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Metro Parks/Rec | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |

EARNINGS & PAYROLL

| ESTIMATED PAYROLL | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|-------------------|----------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | | | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| EARNINGS TAX | 0.01 \$ | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| PAYROLL TAX | 0.005 \$ | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

| | | | | | | | | | | | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| TOTAL CAPTURED BY TIF | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

NPV \$0

TOTAL CAPTURED BY JURISDICTIONS

| EARNINGS TAX | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|--------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | | | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| | | | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

UTILITY TAXES

| UTILITY SALES | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|---------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| GROCERY | | | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| APARTMENTS | | | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

| UTILITY TAX | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|--------------|--|--------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| GROCERY | | 10% \$ | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| APARTMENTS | | 4% \$ | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

| | | | | | | | | | | | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| TOTAL CAPTURED BY TIF | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

NPV \$0

TOTAL CAPTURED BY JURISDICTION

| GROCERY | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|--------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | | | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| APARTMENTS | | | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

*For the purposes of this analysis, the No-Build Scenario does not include any potential future revenues that may be generated by a different development of the subject site because accurately estimating such revenues is speculative and not capable of being determined since there is no viable alternative project to consider. If the TIF is not approved, then the subject site will most likely remain undeveloped for the foreseeable near term until another developer or project is approved by the City. The subject site has seen no development since the current owner purchased the site in 2004 because of the struggle to find an economically viable project for which construction financing could be secured. City tax revenues since 2004 have declined with the demolition of the building. Given the state of the economy, the site's current undeveloped status is the most likely scenario for the next decade if the TIF is not approved. While it is possible that other development of the subject site may occur in the future without TIF, it is highly probable that any such development would be less dense, lack the desired retail component and result in significantly less gross tax revenues to the taxing districts because of the diminished scope and cost of any such future project.

Appendix C

RETURNS TO DEVELOPER*

| YEAR | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|--|-------------|-------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <i>*Based on an operating pro forma and other financial information provided by the Developer.</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| STABILIZED INCOME | \$ - | \$ - | \$ 289,006 | \$ 3,267,952 | \$ 4,587,829 | \$ 4,684,019 | \$ 4,779,033 | \$ 4,880,753 | \$ 4,984,945 | \$ 5,091,667 | \$ 5,200,987 | \$ 5,310,208 | \$ 5,421,722 | \$ 5,535,578 | \$ 5,651,825 | \$ 5,770,514 | \$ 5,891,695 | \$ 6,015,420 | \$ 6,141,744 | \$ 6,270,721 | \$ 6,402,406 | \$ 6,536,856 | \$ 6,674,130 | \$ 6,814,287 |
| STABILIZED EXPENSES | \$ - | \$ - | \$ 160,680 | \$ 1,281,438 | \$ 1,405,531 | \$ 1,449,087 | \$ 1,467,651 | \$ 1,513,145 | \$ 1,532,827 | \$ 1,582,047 | \$ 1,602,720 | \$ 1,636,377 | \$ 1,670,741 | \$ 1,705,827 | \$ 1,741,649 | \$ 1,778,224 | \$ 1,815,566 | \$ 1,853,693 | \$ 1,892,621 | \$ 1,932,366 | \$ 1,972,945 | \$ 2,014,377 | \$ 2,056,679 | \$ 2,099,869 |
| CAPITAL EXPENSES | \$ - | \$ - | \$ - | \$ 88,000 | \$ 88,000 | \$ 88,000 | \$ 89,760 | \$ 91,555 | \$ 93,386 | \$ 95,254 | \$ 97,159 | \$ 99,199 | \$ 101,283 | \$ 103,409 | \$ 105,581 | \$ 107,798 | \$ 110,062 | \$ 112,373 | \$ 114,733 | \$ 117,143 | \$ 119,603 | \$ 122,114 | \$ 124,679 | \$ 127,297 |
| RESERVE EXPENSES | \$ - | \$ - | \$ - | \$ 110,763 | \$ 128,832 | \$ 128,832 | \$ 127,072 | \$ 125,277 | \$ 123,446 | \$ 121,578 | \$ 119,673 | \$ 122,186 | \$ 124,752 | \$ 127,372 | \$ 130,047 | \$ 132,778 | \$ 135,566 | \$ 138,413 | \$ 141,320 | \$ 144,287 | \$ 147,317 | \$ 150,411 | \$ 153,570 | \$ 156,795 |
| NOI AFTER RESERVES | \$ - | \$ - | \$ 128,326 | \$ 1,787,751 | \$ 2,965,466 | \$ 3,018,100 | \$ 3,094,550 | \$ 3,150,776 | \$ 3,235,286 | \$ 3,292,788 | \$ 3,381,435 | \$ 3,452,445 | \$ 3,524,946 | \$ 3,598,970 | \$ 3,674,549 | \$ 3,751,714 | \$ 3,830,500 | \$ 3,910,941 | \$ 3,993,071 | \$ 4,076,925 | \$ 4,162,540 | \$ 4,249,954 | \$ 4,339,203 | \$ 4,430,326 |
| MIP DEBT SERVICE | \$ - | \$ - | \$ - | \$ 153,110 | \$ 182,298 | \$ 180,512 | \$ 178,329 | \$ 176,361 | \$ 174,301 | \$ 172,148 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 | \$ 169,895 |
| P&I DEBT SERVICE | \$ - | \$ - | \$ - | \$ 2,027,528 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 | \$ 2,211,849 |
| ESTIMATED DEBT SERVICE (NO TIF) | \$ - | \$ - | \$ - | \$ 2,180,638 | \$ 2,394,147 | \$ 2,392,361 | \$ 2,390,178 | \$ 2,388,210 | \$ 2,386,150 | \$ 2,383,997 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 |
| ESTIMATED DEBT SERVICE (TIF) | \$ - | \$ - | \$ - | \$ 2,180,638 | \$ 2,394,147 | \$ 2,392,361 | \$ 2,390,178 | \$ 2,388,210 | \$ 2,386,150 | \$ 2,383,997 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 | \$ 2,381,744 |
| NET CASH FLOW (NO TIF) | \$ - | \$ - | \$ 128,326 | \$ (392,887) | \$ 571,319 | \$ 625,739 | \$ 704,372 | \$ 762,566 | \$ 849,136 | \$ 908,791 | \$ 999,691 | \$ 1,070,701 | \$ 1,143,202 | \$ 1,217,226 | \$ 1,292,805 | \$ 1,369,970 | \$ 1,448,756 | \$ 1,529,197 | \$ 1,611,327 | \$ 1,695,181 | \$ 1,780,796 | \$ 1,868,210 | \$ 1,957,459 | \$ 2,048,582 |
| NET CASH FLOW (TIF) | \$ - | \$ - | \$ 128,326 | \$ (392,887) | \$ 571,319 | \$ 625,739 | \$ 704,372 | \$ 762,566 | \$ 849,136 | \$ 908,791 | \$ 999,691 | \$ 1,070,701 | \$ 1,143,202 | \$ 1,217,226 | \$ 1,292,805 | \$ 1,369,970 | \$ 1,448,756 | \$ 1,529,197 | \$ 1,611,327 | \$ 1,695,181 | \$ 1,780,796 | \$ 1,868,210 | \$ 1,957,459 | \$ 2,048,582 |

CASH FLOWS WITHOUT TIF

| | | | | | | | | | | | | | | | | | | | | | | | | |
|-----------------|-----------------|------|------------|--------------|------------|------------|------------|------------|------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| EQUITY | \$ (18,654,970) | | | | | | | | | | | | | | | | | | | | | | | |
| NET CF AFTER DS | \$ - | \$ - | \$ 128,326 | \$ (392,887) | \$ 571,319 | \$ 625,739 | \$ 704,372 | \$ 762,566 | \$ 849,136 | \$ 908,791 | \$ 999,691 | \$ 1,070,701 | \$ 1,143,202 | \$ 1,217,226 | \$ 1,292,805 | \$ 1,369,970 | \$ 1,448,756 | \$ 1,529,197 | \$ 1,611,327 | \$ 1,695,181 | \$ 1,780,796 | \$ 1,868,210 | \$ 1,957,459 | \$ 2,048,582 |
| IRR | 2.114% | | | | | | | | | | | | | | | | | | | | | | | |

CASH FLOWS WITH TIF

| | | | | | | | | | | | | | | | | | | | | | | | | |
|-----------------|----------------|------|------------|--------------|------------|------------|------------|------------|------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| EQUITY | \$ (8,654,970) | | | | | | | | | | | | | | | | | | | | | | | |
| NET CF AFTER DS | \$ - | \$ - | \$ 128,326 | \$ (392,887) | \$ 571,319 | \$ 625,739 | \$ 704,372 | \$ 762,566 | \$ 849,136 | \$ 908,791 | \$ 999,691 | \$ 1,070,701 | \$ 1,143,202 | \$ 1,217,226 | \$ 1,292,805 | \$ 1,369,970 | \$ 1,448,756 | \$ 1,529,197 | \$ 1,611,327 | \$ 1,695,181 | \$ 1,780,796 | \$ 1,868,210 | \$ 1,957,459 | \$ 2,048,582 |
| IRR | 8.240% | | | | | | | | | | | | | | | | | | | | | | | |

ROE WITHOUT TIF

| | | | | | | | | | | | | | | | | | | | | | | | | |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| EQUITY | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 | \$ 18,654,970 |
| CF AFTER DS | \$ - | \$ - | \$ 128,326 | \$ (392,887) | \$ 571,319 | \$ 625,739 | \$ 704,372 | \$ 762,566 | \$ 849,136 | \$ 908,791 | \$ 999,691 | \$ 1,070,701 | \$ 1,143,202 | \$ 1,217,226 | \$ 1,292,805 | \$ 1,369,970 | \$ 1,448,756 | \$ 1,529,197 | \$ 1,611,327 | \$ 1,695,181 | \$ 1,780,796 | \$ 1,868,210 | \$ 1,957,459 | \$ 2,048,582 |
| RETURN ON EQUITY | 0.00% | 0.69% | -2.11% | 3.06% | 3.35% | 3.78% | 4.09% | 4.55% | 4.87% | 5.36% | 5.74% | 6.13% | 6.52% | 6.93% | 7.34% | 7.77% | 8.20% | 8.64% | 9.09% | 9.55% | 10.01% | 10.49% | 10.98% | |

ROE WITH TIF

| | | | | | | | | | | | | | | | | | | | | | | | | |
|-------------------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| EQUITY | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 | \$ 8,654,970 |
| CF AFTER DS | \$ - | \$ - | \$ 128,326 | \$ (392,887) | \$ 571,319 | \$ 625,739 | \$ 704,372 | \$ 762,566 | \$ 849,136 | \$ 908,791 | \$ 999,691 | \$ 1,070,701 | \$ 1,143,202 | \$ 1,217,226 | \$ 1,292,805 | \$ 1,369,970 | \$ 1,448,756 | \$ 1,529,197 | \$ 1,611,327 | \$ 1,695,181 | \$ 1,780,796 | \$ 1,868,210 | \$ 1,957,459 | \$ 2,048,582 |
| RETURN ON EQUITY | 0.00% | 1.48% | -4.54% | 6.60% | 7.23% | 8.14% | 8.81% | 9.81% | 10.50% | 11.55% | 12.37% | 13.21% | 14.06% | 14.94% | 15.83% | 16.74% | 17.67% | 18.62% | 19.59% | 20.58% | 21.59% | 22.62% | 23.67% | |