# **CITY OF BRILLION**

# MARKET ANALYSIS AND BUSINESS PARK FEASIBILITY

### MARKET ANALYSIS AND BUSINESS PARK FEASIBILITY

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### **EXECUTIVE SUMMARY**

### CITY OF BRILLION 10-9-02

The results and recommendations of this report are as follows:

### Results

- A business park development will provide up to 99.4 acres of developable property.
- Approximately 261,440 square feet of buildings will be constructed.
- The value of the buildings is estimated to be approximately \$8,627,520.
- 392 jobs will be created in the business park.
- 1,500-2,000 vehicle trips will be generated by the development.
- Capital expenditures of approximately \$2,412,258 will be required to fully develop the property.
- The pay back period resulting from this analysis is approximately 20 years.

### **Conclusions and Recommendations**

- If the City of Brillion wishes to proceed with this project they should proceed with negotiations to gain control of the property.
- Tax Incremental Financing should be used to make the park financially feasible.
- The business park should be developed in phases.
- Grants should be considered every time a prospect is considered for the park.
- Marketing of the park should begin as soon as possible.
- The business park should be planned to make the park an attractive addition to the community.
- The development of the park should minimize the potential negative impacts on adjacent property.

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### MARKET ANALYSIS

### INTRODUCTION

The City of Brillion is considering future development of a business park to help broaden the City's property tax base and provide an appropriate site for industrial land uses. Prior to making any decisions to invest City funds, a study was commissioned to determine the degree of market demand for such a park, what the likely rate of development of a park would be, and to evaluate the physical and economic feasibility of developing a business park on two separate sites.

This report presents the market analysis, feasibility study, and action plan components of the project. The purpose of the market analysis is to establish market conditions for business park development in the region and identify trends that may impact demand for Brillion's proposed business park. This was accomplished by conducting a survey of publicly owned business parks in the region, analyzing regional trends in growth of manufacturing and commercial tax base, and identifying industrial location and expansion trends in the region.

### SUMMARY AND CONCLUSIONS

There appears to be a strong market for business park property in the region. Within the region served by the I-43 corridor between Sheboygan and Green Bay, approximately 140 acres of public business park land is developed per year. Approximately 781 acres of public business park land is currently available, indicating only a 5.5 year supply. Appleton will be opening South Point Commerce Park in 2003. A recent article in *The Post-Crescent* indicated that only very little industrial park land is available in the Fox Valley. The post-September 11, 2001, economy has definitely slowed industrial growth across the country.

A public business park in Brillion that is selling land for \$2,000 - \$10,000 per acre and offering TIF incentives can expect to sell approximately 4-8 acres per year on average. A 100-acre business park should be approximately 80% built-out in 20 years. The Ariens site will achieve 50% build-out within 10 years while the Quarry site would be 100% built within 7 years.

Most of the newer public business parks in the region use protective covenants or design standards to help provide quality development, protect property values within the park, and ensure that the park continues to be an asset for the community over time. Additionally, newer business parks tend to have much higher levels of amenities than older parks including higher lighting standards, higher levels of landscaping and signage, on-site storm water management, park and green space, sidewalks or bike/walking trails. Mixed-use parks are also increasingly common with restaurants, lodging, business services, and office buildings closely associated with the business park. Although the general market and economic trends show a business park will succeed, site flexibility, phase management, and aggressive marketing will be needed to compete with other sites within the region and state.

### **BUSINESS PARK SURVEY**

A survey of publicly owned business parks in the Brillion region was conducted in early 2001 and updated in the summer of 2002. The region surveyed focused on a region including Appleton, Sheboygan, Manitowoc, Brown, Calumet, Outagamie, and Kewaunee counties. A total of 15 business parks were identified. The following chart summarizes the survey findings:

Regional Business Park Survey Results					
Average Sales Price	\$15,322 per acre				
Protective Covenants	9				
Used TIF	11				
Average Size	199 acres				
Total Acreage in Surveyed Parks	2,444 acres				
Available for Development	781 acres				
Average Age	11 years				
Average Annual Absorption Rate	12 acres per year (16.6 for I-43 Corridor)				
Total Regional Rate of Development	141 acres per year				
Average Development Site Size	11 acres (8 in I-43 Corridor)				
Average Building Size per Acre	3,268 s.f. – 7.5% site coverage				
	5,254 s.f. – 12% site coverage in I-43 Corridor				
Average Tax Base	\$118,000 per acre				
	\$159,000 per acre in I-43 Corridor				
Average Building Value	\$33 per s.f.				
	\$40 per s.f. in I-43 Corridor				
Average Employment	678 employees per park				
	2,018 in I-43 Corridor				
Employment per 1,000 s.f. of Building	1.1 (3.5/acre)				
	1.8 in I-43 Corridor (9.4/acre)				

Many of the business parks offer financial incentives to prospective tenants. Typical incentives include:

- Land cost write down. The City can sell land at a price that is less than the price the City paid for the land.
- No assessments for utility/streets, etc.
- Site grading allowance. The City can pay for fill, excavation, and site grading.
- Building leases via investor groups. Investor groups can construct a building and lease it to business prospects.
- Direct Business Assistance A Redevelopment Authority can provide cash grants to businesses.
- Labor Training Assistance.

These incentives are offered via tax increment financing, development corporations, and Community/Redevelopment Authorities.

### **DEVELOPMENT TRENDS**

<u>County Statistical Reports of Property Value</u> were examined to understand growth in manufacturing tax base from 1998 through 2001. This four-year period had an average industrial value annual growth rate of  $\pm 2\%$ . This indicator is also consistent with the findings of the business park survey.

Manufacturing is concentrated in Green Bay. However, because it is running out of available land for manufacturing and there is a general trend for development to decentralize, it is losing its importance as a location of manufacturing activity. In 1997, Green Bay accounted for over 50% of all manufacturing valuation in Brown County. Four years later, Green Bay accounted for only 45% of all manufacturing value in Brown County.

The distribution of the tax base among the manufacturing, commercial and residential classes has been relatively steady over the past four years for the region and the City of Brillion.

### INDUSTRIAL VITALITY

An analysis of Brown County's economy was prepared by The Brandow Company to identify industry trends in business start-up, growth, new branch development, and retention. This information is an indicator of which economic sectors are the most vital for the region and therefore may be potential tenants for a new business park. The information also indicates the general health of the regional economy relative to the nation.

Brown County statistics were utilized because the Brandow study appears to be the most current effort that identifies industry trends.

The most vital economic sectors for start-up survival include:

Sector	Index (national rate = 1.0)				
Wholesale Trade	1.35				
Construction	1.30				
Finance, Insurance and Real Estate	1.21				
Agriculture	1.19				
Manufacturing	1.13				

The economic sectors in Brown County with the highest sales growth between 1998 and 2000 include:

Sector	Index (national rate = 1.0)
Agriculture	1.72
Finance, Insurance, Real Estate	1.28
Construction	1.24
Manufacturing	1.10

1998 and 2000 include:	
Sector	Index (national rate = 1.0)
Services	1.35
Agriculture	1.28
Finance, Insurance, Real Estate	1.18
Manufacturing	0.99

The economic sectors in Brown County with the highest employment growth between 1998 and 2000 include:

The economic sectors in Brown County with the highest growth in new branch facilities between 1998 and 2000 include:

Sector	Index (national rate = 1.0)
Services	1.49
Manufacturing	1.18
Finance, Insurance, Real Estate	1.14
Wholesale Trade	1.13

The economic sectors in Brown County with the highest rates of retaining existing businesses between 1998 and 2000 include:

Sector	Index (national rate = 1.0)
Construction	1.11
Wholesale Trade	1.10
Manufacturing	1.07
Finance, Insurance, Real Estate	1.06

This information further supports the fact that the region has a very healthy economy and that a combination of manufacturing, services and distribution facilities are likely tenants for a business park.

Brillion should capitalize on business linkages with existing major employers in the City. Major employers such as Brillion Iron Works, Ariens, and Endries International. Suppliers and purchasers of goods generated by these businesses can be the catalyst of new business development.

### FEASIBILITY ANALYSIS

### **INTRODUCTION**

On June 24, 2002 the City of Brillion retained Vierbicher Associates, Inc. to prepare a Market Analysis and Business Park Feasibility. Brillion lacks sites for industrial development and would like to investigate the feasibility of creating a Business Park.

A kickoff meeting was held on July 8, 2002. City representatives identified two sites as possible locations for a business park. Those sites included the Westwind Development (west of city on Hwy 10) and a site adjacent to the quarry also on Hwy 10 east of the city. See City Map on Page 6 for site locations.

Early in the data collection stage it became evident that issues with both these sites could render them difficult to develop. The northwest site has significant floodplain and drainage issues. The FEMA 100-year floodplain encroaches on the site as does several drainage ways. Significant site grading would be needed to develop buildable sites and meet floodplain restrictions and requirements. A lack of buildable sites and the cost of site grading and filling appeared to be cost prohibitive to develop a business park at this site. A map of the northwest site is included as Attachment #5.

A meeting was held with city representatives to identify additional sites for study. As a result of that meeting the city authorized reviewing a site located south of Ariens Plant #3. A preliminary review of land west of the Brillion Iron Works (BIW) determined that area was targeted for future use by BIW and was not available for development.

The work completed to develop this report included:

- Site visits.
- Developing options for the general layout of the business park sites.
- Developing a Market Analysis related to Industrial Development.
- Vierbicher Associates, Inc. collected existing information to assist with development of the Master Plans.
- Developed a base map illustrating the potential layout of lots and infrastructure to develop both sites.
- Preparing financial analysis on both final sites to determine feasibility.

### **GENERAL SITE INFORMATION**

### Location

The two sites being reviewed in detail include the Ariens site located south of Plant #3 and Hwy 10, and a site located off Hwy 10 east of the city and adjacent to the quarry. The map on page 6 shows the locations of these sites.

### Existing Land Use and Zoning

Existing land use of both sites is agricultural. The sites are currently zoned agricultural. The quarry site is located in the Township. The Ariens site is within the City limits.



### Topography

### 1. Ariens Site

The site is very flat. There is a natural drainage way that runs through the southeastern quadrant of the study area. Drainage runs south across the site to the Brillion Marsh.

### 2. Quarry Site

This site is located on one of the higher spots near the City. The site slopes upward from Hwy 10 to the northern border of the property. Due to the quarry being located directly west of this property, bedrock excavation will need to be accounted for in construction cost estimates.

### Transportation

Both the Ariens and Quarry sites can conveniently access Hwy 10. The Ariens site is shown with a single access onto Hwy 10. A second access is planned off of Center Street during Phase 2 development. An optional Phase 3 access is shown to connect Phase 2 back to Hwy 10 along the western border of the Ariens property. This optional road could be changed to extend the Phase 2 road further to the south and serve lots fronting on Center Street.

The Quarry site does not have the option of a second entrance or access. Future access from the northwest is a possibility should that land develop in the future.

### **DEVELOPMENT IMPACT ANALYSIS**

### **Build-out Projection**

### 1. Buildings

The conceptual layout of the Ariens site identifies 99.4 acres of developable property. The layout of the Quarry site identifies 28 acres of developable property. To project the build-out of each site, we used the data assembled in the Market Analysis found in Section I.

- The City can plan for an average of approximately 4-8 acres of industrial development per year.
- Average building size per acre identified in the market analysis was 3,268 square feet per acre.
- The value of new buildings is projected to be \$33/square foot.

Utilizing these assumptions, approximately 80 acres of development in the Ariens study area should result in the construction 261,440 square feet of industrial space. The projected 80% build-out of this park is estimated to be 15-20 years. A build-out projection table is included as Attachment #1.

Looking at the Quarry site the 28 acres of developable sites in the study area should result in the construction of 92,482 square feet of industrial space. The projected build-out of this study area is 7 years.

### 2. Tax Base

The tax base increase generated by these development sites is estimated using the projected square feet of building space multiplied by an estimated value per square foot. The projections of tax base use \$33 per square foot to project the valuation of new buildings. The 80 acres of development at the Ariens site is projected to increase in value by approximately \$8,627,520 million over the build-out period of the park. The 28 acres of property at the quarry site will produce approximately \$3,051,985 over the build-out period of the park.

### 3. Employment Levels

Increasing employment as a result of the expansion of the industrial park has been projected using employment data from the Urban Land Institute. The Urban Land Institute estimates employment levels for industrial development using the following figures.

Light Industrial	2.31 employees per 1,000 sq. ft.
Warehousing	1.28 employees per 1,000 sq. ft.
Manufacturing	1.82 employees per 1,000 sq. ft.
Average	1.80 employees per 1,000 sq. ft.

Experience in Wisconsin indicates lower levels of employment per square foot than occurs nationally. Therefore, 1.5 employees per 1,000 square feet will be used here.

Using an average of 1.5 employees per 1,000 square feet of building space results in the projected creation of approximately 392 jobs at Ariens site and 139 jobs at the Quarry site.

### Impact of Development

The development of the proposed business parks will have an impact on the adjoining properties, transportation network, City infrastructure and City services. The following sections outline some impacts of the development of a business park. An Urban Land Institute Development Impact Analysis Model was used to assist with the data summarized below.

### 1. Adjoining Property – Ariens Site

To the north of the study area lies Ariens Plant #3. The eastern part of the study area abuts Hwy 10 with commercial businesses located along the highway. The Brillion High School and athletic fields are located west of the project site. Brillion Marsh is located south of the site across Center Street. A wetland area borders the east side of the site and is not suitable for development. None of the adjacent property should be adversely affected by the development of a business park on this site.

A buffer of plantings should be considered to screen the high school property from the business park.

### 2. Adjoining Property – Quarry Site

The Quarry is located directly west of the proposed site. A business park development would not adversely impact quarry operations. Wisconsin Lime has indicated that quarry operations will continue for at least five years. The quarry could be seen as a safety hazard unless some fencing is put in place to keep people from walking near the edge of the pit.

Farmland to the east and south of the site would not be adversely impacted by the development. Hwy 10 borders the south end of the site. A flood detention area is located across Hwy 10. This area would not be adversely impacted by the business park development.

### 3. Utility Capacity

Increased industrial development will increase the demand for water, increase wastewater flows and create additional street maintenance costs for the City.

Upon build out of the Ariens site, the industrial area is projected to have a water supply demand of approximately 80,000 gallons per day. The water usage upon build out attributable to this property will result in an increase in wastewater flow of approximately 70,000 gallons per day. These figures can vary greatly depending on the type of businesses that ultimately occupy the property.

The Quarry Site is expected to have a water supply demand of Approximately 28,000 gallons per day and wastewater flow of 24,000 gallons per day. The Quarry site requires substantial upgrade of the water system to provide adequate water pressure to this area. A booster station is needed to provide sufficient water pressure and flow for fire protection in this area. Upgrade of the water main along N. Francis Street is needed to provide adequate water flow to this area.

Brillion water system currently has average daily water consumption of 1,000,000 gallons per day. The water system capacity is 2,400,000 gallons per day. Additional water usage projected from this development will not exceed system capacity.

The Sanitary Sewer System experiences an average load of 500,000 gallons per day with a system capacity of 990,000 gallons per day. A business park will not overload the existing system unless a business with large water and waste demands locates in the City.

### 4. Storm Water Drainage

The construction of buildings, parking area and new streets will create a substantial amount of impervious surface. The conceptual development plans for both sites include the construction of detention basins to collect storm water run-off.

The park will be designed to meet state requirements for storm water run-off, which allows no more run-off than occurred prior to development.

Due to the flat topography of the Ariens site particular attention must be paid to moving storm water off site without creating flooding problems downstream.

### 5. City Services

Additional City services impacted by the development of an industrial area include police and fire protection.

Typically, development of an industrial area does not have a major impact on the police department. Industrial areas are not high crime areas and are not high patrol areas. The Development Model projects that .6 additional police staff will be needed upon buildout.

Fire protection can become a concern of the City depending on the type of businesses that locate in the park. Extremely large or tall buildings can create the need for larger capacity fire fighting vehicles. Businesses that use, store or create hazardous materials can also create the need for the fire department to upgrade and improve their equipment. The Development Model projects that .5 additional fire fighters will be needed and .1 additional fire fighting the fighting vehicles would be needed.

### 6. Traffic/Trip Generation

The estimated build-out of the sites, projected square footage of building space, and projected employment levels are used to estimate the number of vehicles/trips generated by the development. Using Urban Land Institute and Trip Generation Models results in an increase of 700 to 1000 trips per day upon build-out of the Quarry Site and 2000 to 2750 trips per day for the Ariens Site. Again, experience indicates ULI and ITE estimates are generally 25% higher than actual trips generated in Wisconsin, therefore, we estimate 550 to 700 trips will be generated at the Quarry Site and 1500 to 2000 at the Ariens site. As either site develops, traffic control lights may be needed. The type of businesses and employee shift changes can dramatically effect the need for signalization.

a. Quarry Site

All traffic entering and exiting the Quarry site will do so using Hwy 10. The access point was selected to maximize site distances for safety. Construction of acceleration and deceleration lanes should be done to accommodate truck traffic.

b. Ariens Site

Phase 1 consists of a single access point off Hwy 10, east of Ariens Plant #3. The Phase 2 development includes road access onto Center Street to provide a second access into the Business Park. A second access is desirable for emergency and employee access. Truck access should be required to use the Hwy 10 entrance.

Phase 3 includes an extension of road around Ariens Plant #3 to provide a second point of access on to Hwy 10. This access is optional because the road will not open up much new land for development. In addition, Ariens may not want an access road that disrupts current operational flow. The cost associated with this road could be applied to extending a second access on to Center Street on the southwest end of the study area.

### FINANCIAL FEASIBILITY ANALYSIS

### **Estimated Development Costs**

Both business park sites are privately owned. The sites could be retained in private ownership or acquired by the City. Under the private ownership scenario, agreements would need to be put in place to cooperatively develop the Business Park. Under direct City ownership, the City would then have outright control of the development process. This study assumes that the City would acquire property at both sites. Industrial zoned land in Brillion in assessed at approximately \$1750 per acre. This study assumes an acquisition cost of \$2,500 per acre.

An Engineers Opinion of Probable Cost was developed based on the conceptual development plans prepared by Vierbicher Associates, Inc. The conceptual development plans are included in Section 3 for the Ariens Site and for the Quarry Site.

Activity	Ariens	Quarry		
	Developable Acres 99.4	Developable Acres 28		
Land Acquisition	\$267,500	\$75,000		
Water Main				
Phase 1	\$50,000	\$249,000		
Phase 2	\$362,000	\$93,000*		
Sanitary Sewer, Lift				
Stations, Forcemain				
Phase 1	\$375,000	\$146,400		
Phase 2	\$65,000	\$0		
Street and Storm Sewer				
Phase 1	\$169,000	\$158,700		
Phase 2	\$372,000	\$0		
Phase 3	\$324,000*	\$0		
Site Grading (total)	\$0	\$0		
Electrical & Gas	\$30,000	\$15,000		
Contingency	\$162,000	\$65,000		
Inflation	\$120,000	\$0		
Engineering and	\$262,000	\$107,000		
Administration				
Feasibility Study	\$9,500	\$9,500		
Attorney/Bond Counsel	\$7,500	\$5,000		
Industrial Park Signage	\$20,000	\$20,000		
Tax Incremental District	\$15,000	\$15,000		
Creation				
Capitalized Interest	\$125,758	\$43,280		
Total Cost	\$2,412,258	\$908,880		
Cost Per Acre	\$24,268	\$32,460		

### COST SUMMARY

\* Optional - Not Included in Analysis

Total capital costs associated with the Ariens Site development of the business park are estimated to be \$2,412,258. The interest costs, assuming a 20-year borrowing period at a rate of 5.0%, would be an additional \$1,321,765. Therefore, the total development cost would be \$3,734,023. The City must recoup this cost of development through the sale of land and by using Tax Incremental Financing (TIF). Without using TIF the City will need to sell the developable 99.4 acres for \$37,565 per acre. Neighboring communities of similar size and circumstance are selling industrial park property for \$2,000 to \$10,000 per acre. Larger more metropolitan communities are selling industrial land for \$20,000 to \$45,000 per acre. A complete project cost summary is included in Section 3. A detailed Engineers Opinion of Probable Cost is also included in Section 3. This Analysis determines TIF must be used to develop marketable industrial property.

Total capital costs for the Quarry Site total \$908,880. Financing charges using the same assumptions as the Ariens Site total \$565,464 for a total cost of \$1,474,344. Again, without using TIF, developable lots would need to be sold for \$52,655.

### Tax Incremental Finance (TIF) Analysis

TIF is a commonly used financing tool that municipalities use to recoup development costs and therefore competitively price business park property. A complete summary of TIF is included in Section 4 of this report. We have provided a TIF analysis based on the following assumptions:

- City mill rate is a constant \$28.51 per \$1,000.
- City debt cost is 5% on a 20-year debt.
- Land will be sold for \$4,500 per acre at the Quarry Site and \$14,000 at the Ariens Site. (Based off similar land markets.)
- Assume 2 construction phases for the Ariens Site and one phase for the Quarry Site.
- Assumes land will be acquired in two phases at the Ariens Site.

TIF revenue projections are based on the build-out projection discussed in Section III. A. 1. Business parks within the region offer business/industrial park sites for \$2,000-\$50,000 per acre. TIF debt projections utilized the estimated costs discussed earlier in this report. In addition to those costs an inflation cost was added to those activities occurring in later phases of development.

The results of the TIF analysis reflect that using the assumptions listed above the business park development is feasible and provides a payback of the City's investment of approximately 20 years. TIF can be used for a period of up to 23 years to recoup development costs. TIF Pro Formas related to the Ariens site are included in Attachment #3 and Quarry Site in Attachment #4.

### Cash Flow Analysis – Ariens Site

The Cash Flow Pro Forma indicates that a TID can cash flow over the life of a TID. The TID Cash Flow Pro Forma found in Attachment #2 shows that even with TIF, land must be sold at \$14,000/acre.

The land sale price of the Ariens site is skewed upward due to the length of time needed to achieve 80% build-out thus incurring additional interest charges. A second development scenario was prepared incorporating a 2.5% annual increase in the TIF tax rate. Although a modest change, it achieved bringing the land sale price to the same level as the Quarry Site. The alternate analysis is included as Attachment #6.

### Cash flow Analysis – Quarry Site

The Cash Flow Pro Forma indicates that a TID can cash flow but land sale revenue of \$4,500/acre is needed.

### Sources of Funding

### 1. Community Development Block Grant Public Facilities for Economic Development (CDBG PFED)

The CDBG PFED Program provides grant funds to municipalities that construct infrastructure improvements that result in job creation, primarily for low to moderate-income persons. CDBG PFED can provide up to \$10,000 per job to be created, or 75% of the infrastructure cost, or \$1,000,000, whichever is less. The most common types of eligible projects include street improvements, water and sewer mains, wells and reservoirs, and storm water improvements.

### 2. Transportation Economic Assistance (TEA) Grant

TEA provides grant funds to a municipality that is constructing transportation improvements that result in industrial job creation. TEA can provide up to \$5,000 per job, or 50% of the project cost, or \$1,000,000, whichever is less. The most common types of projects include street construction, storm sewer related to the street work, and rail spurs. The Business must demonstrate that "but for" the transportation improvement they will locate outside of Wisconsin.

### 3. State Trust Fund

The Board of Commissioners of Public Lands administers the State Trust Fund Loan Program. The State Trust Fund Loan Program provides loans to municipalities to undertake municipal projects. The application process if very simple. State Trust Funds count against the City general obligation debt capacity.

### 4. General Obligation Bonds and Notes

General Obligation debt is limited to 5% of a municipalities equalized value. General Obligation debt is secured by the full faith and credit of the municipality.

### 5. Mortgage Revenue Bonds

Mortgage Revenue Bonds are repaid through user fees or special assessments. Mortgage Revenue debt has no limit unlike General Obligation debt. Mortgage Revenue debt is retired by raising sewer and water rates or charging special assessments.

### 6. Lease Revenue Bonds

Lease Revenue Bonds are a debt instrument issued by a Community Development or Redevelopment Authority (CDA/RDA) of the City. The CDA/RDA actually owns the municipal infrastructure, leasing it back to the City, who in turn pledges TIF revenue to pay the debt service of the Bonds. The debt incurred by the CDA/RDA is not counted against the City general obligation borrowing capacity. The bonds are exempt from State and Federal income tax usually resulting in a very attractive interest rate for the borrower. Lease Revenue Bonds have become a popular financing tool for growing municipalities with many capital needs.

### **IMPLEMENTATION PLAN**

### Annexation, Zoning and Land Use Issues

The Quarry site under consideration for the business park development is currently located in the Township. The land will need to be annexed to the City before the City acquires the property. The annexation must occur before the City can create a TID. Therefore, the current landowner will need to initiate annexation to the City. This is particularly important because the acquisition can not happen until a TID is created if land acquisition costs are to be a TIF eligible expense.

The Ariens site is located in the City and would not need to be annexed.

The zoning of either property will need to be changed to industrial. This is not only important to restrict the use of the land to industrial usage. To create a TID at least 50% of the property must be zoned and found suitable for industrial development.

### Phasing and Development Schedule

Making the business park development feasible will require phased development on the Ariens site. A balance must be struck between constructing enough improvements to market the sites, yet not have excessive infrastructure that sits idle for several years. Our TID analysis assumed two phases of development. The phasing could be altered to many different scenarios. Revising the planning could assist with the financial performance of the project.

Assuming the City pursues development of the Ariens site the following activities would need to occur:

1. Negotiate Site Acquisition (Phase 1) Offer to Purchase	Month 1-2
2. Create Tax Incremental District	Month 3-6
3. Design of Infrastructure	Month 3-6
4. Acquire Phase 1 Property	Month 6
5. Bid Infrastructure Improvements/Start Construction	Month 6-7
6. Business Sites Available	Month 7

Many of these activities can be occurring simultaneously. The speed at which this development occurs has many variables.

### Financing Strategy

Tax Incremental Financing should play a key role in financing the development of the business park development. Using TIF will allow the City to reduce the price of the land to a level that is competitive with other communities. Without TIF, the City would need to sell the land for approximately \$37,000-\$52,000 per acre, depending on what site is selected.

The Community Development Block Grant Public Facilities for Economic Development and Transportation Economic Assistance Grant Programs should be

utilized when possible. These two programs provide grant funds to pay for municipal infrastructure that promotes industrial development and job creation. The use of grant money can reduce the payback period to the community or can free up TIF money that can provide additional incentives to business to locate in Brillion.

TIF supplies revenue used by the City to pay debt service costs associated with the development of the Business Park. The City will need to borrow funds to pay for the infrastructure. The City can use General Obligation Bonds and Notes. The City is allowed to borrow up to 5% of their equalized value using General Obligation funding. The City can also issue Revenue Bonds for the water and sewer improvements. The Bonds can be repaid through special assessments or increased user fees. Special Assessments are not usually applied to industrial property.

### CONCLUSIONS

The City of Brillion and Vierbicher Associates, Inc. studied two sites in detail to determine the feasibility of developing a business park on those sites. This feasibility study has developed cost estimates for the development of the park, identified sources of funding, provided a conceptual layout, identified key issues related to developing the park expansion, and developed an implementation and development schedule.

The report concludes that the Ariens site may be the best site on which to locate a business park. The Ariens site provides the following advantages:

- Lowest capital cost per acre to develop.
- Adequate supply of sites to meet needs of community for up to 20 years.
- Little impact on adjacent land uses.
- Capitalize on proximity of Ariens plant as major tenant.
- Flexible infrastructure layout opportunities.
- Provides highway frontage for visibility sensitive businesses in Phase 1, less visually dependent businesses in Phase 2.

Mixed-use development in business parks is proving successful, yet special attention should be given to compatible adjacent land uses.

The TIF Analysis indicates land would need to be sold for approximately \$4,500/acre.

The City can market the business park land for an amount less than the actual cost to develop the land if the City creates a Tax Incremental Finance District to pay for costs associated with developing the Park. The price will depend on the payback period desired by the City, interest rates in effect at the time of implementation, and the valuation of actual development. Grant funds from state agencies that pay for infrastructure will also help offset infrastructure costs to develop the park.

#### VIERBICHER A S S O C I A T E S Brillion - Business Park Feasibility Study East Site VAI Project No. 012029636

#### Date: 26-Nov-02 Prepd: THAL Chckd: FBRE

			[	Unit			
Item	Description		Quantity	Price		Total	
				· · ·			
I	WATER MAIN- PHASE 1			<u> '</u>			
1	Mobilization	LS	1	\$3,600.00	\$	3,600	
2	Connection to Existing	Each	3	\$800.00	\$	2,400	
3	12" D.I.P. Watermain	L.F.	1900	\$30.00	\$	57,000	
4	12" Gate Valve w/ Valve Box	Each	4	\$1,000.00	\$	4,000	
5	8" D.I.P. Watermain	L.F.	1700	\$28.00	\$	47,600	
6	8" Gate Valve w/ Valve Box	Each	4	\$850.00	\$	3,400	
7	Hydrant	Each	7	\$2,000.00	\$	14,000	
8	6" D.I.P. Watermain	L.F.	160	\$20.00	\$	3,200	
9	6" Gate Valve w/ Valve Box	Each	9	\$700.00	\$	6,300	
10	Booster Station	LS	1	\$105,000.00	\$	105,000	
11	Restoration	SY	5000	\$0.50	\$	2,500	
	WaterMain Subtotal \$ 249,000						
						-	
1	SANITARY SEWER						
12	Mobilization	LS	1	\$3,800.00	\$	3,800	
13	10" P.V.C. Sanitary Sewer	L.F.	1700	\$32.00	\$	54,400	
14	8" P.V.C. Sanitary Sewer	L.F.	1700	\$32.00	\$	54,400	
15	48" Precast Manhole	Each	11	\$2,000.00	\$	22,000	
16	Install Manhole at End of Existing Line	Each	1	\$2,200.00	\$	2,200	
17	Roadway & Drive Restoration	SF	4000	\$1.65	\$	6,600	
18	Restoration	SY	6000	\$0.50	\$	3,000	

#### Sanitary Sewer Subtotal \$ 146,400

	STORM SEWER & STREET IMPROVEMENTS				
19	Mobilization	LS	1	\$5,000.00	\$ 5,000
20	18" RCP Storm Sewer	L.F.	500	\$28.00	\$ 14,000
21	24" RCP Storm Sewer	L.F.	400	\$35.00	\$ 14,000
24	48" Precast Manhole	Each	4	\$2,000.00	\$ 8,000
22	Curb Inlet, Type 3, 2'x3' Box	Each	4	\$350.00	\$ 1,400
25	24" RCP Endwall	L.F.	2	\$500.00	\$ 1,000
25	Endwall Structure for Detention Pond Outlet	LS	1	\$5,000.00	\$ 5,000
23	Earthwork & Grading for Detention Pond	LS	1	\$10,000.00	\$ 10,000
25	Earthwork & Grading	LS	1	\$10,000.00	\$ 10,000
26	Crushed Aggregate Base Course	Ton	2500	\$8.00	\$ 20,000
27	Asphlatic Concrete Pavement	Ton	1000	\$45.00	\$ 45,000
28	Concrete Curb & Gutter	L.F.	2200	\$9.00	\$ 19,800
29	Erosion Control	LS	1	\$2,500.00	\$ 2,500
30	Restoration	SY	6000	\$0.50	\$ 3,000
	Stor	rm Sew	er & Stre	et Subtotal	\$ 158,700

Construction	\$554,100
Allowance for Electric & Gas	\$15,000
10 % Contingency	\$56,910
Engineering & Administrative	\$93,902
Total Project Cost	\$719,912

#### VIERBICHER A S S O C | A T E S Brillion - Business Park Feasibility Study East Site VAI Project No. 012029636

#### Date: 26-Nov-02 Prepd: THAL Chckd: FBRE

				Unit			
Item	Description	Units	Quantity	Price		Total	
	WATER MAIN- PHASE 2	-	-				
1	Mobilization	LS	1	\$3,600.00	\$	3,600	
2	Connection to Existing	Each	1	\$800.00	\$	800	
3	12" D.I.P. Watermain	L.F.	1500	\$30.00	\$	45,000	
4	12" Gate Valve w/ Valve Box	Each	3	\$1,000.00	\$	3,000	
5	8" D.I.P. Watermain	L.F.	400	\$28.00	\$	11,200	
6	8" Gate Valve w/ Valve Box	Each	1	\$850.00	\$	850	
7	Hydrant	Each	3	\$2,000.00	\$	6,000	
8	6" D.I.P. Watermain	L.F.	50	\$20.00	\$	1,000	
9	6" Gate Valve w/ Valve Box	Each	3	\$700.00	\$	2,100	
	Eng	gineeri	ng & Adn	ninistrative		\$12,136	
	Enc	ineeri	10 % C ng & Adn	ontingency		\$7,355 \$12,136	
			Total P	roject Cost		\$93,041	
				Ū			
	This Engineer's Opinion of Probable Cost is made on the basis of	our			ĺ		
	experience and qualifications. It represents our best judgment as						
	experienced and qualified design professionals. It should be recognized						
	that Vierbicher Associates, Inc. does not have control over the cost of						
	materials or services furnished by others, over market conditions or						
	contractors methods of determining their prices. Accordingly, Vierbicher						
	Associates, Inc. cannot and does not guarantee that bids or actual costs will						
	not vary from this Opinion.					j.	



#### VIERBICHER

#### A S S O C I A T E S Brillion - Business Park Feasibility Study Ariens Site Phase 1 VAI Project No. 012029636

#### Date: 26-Nov-02 Prepd: THAL Chckd: FBRE

				Unit	
Item	Description	Units	Quantity	Price	Total
	WATER MAIN				
1	Mobilization	LS	1	\$3,600.00	\$ 3,600
2	Connection to Existing	Each	1	\$800.00	\$ 800
3	12" D.I.P. Watermain	L.F.	1100	\$30.00	\$ 33,000
4	12" Gate Valve w/ Valve Box	Each	3	\$1,000.00	\$ 3,000
7	Hydrant	Each	3	\$2,000.00	\$ 6,000
8	6" D.I.P. Watermain	L.F.	60	\$20.00	\$ 1,200
9	6" Gate Valve w/ Valve Box	Each	3	\$700.00	\$ 2,100

#### WaterMain Subtotal \$ 49,700

	SANITARY SEWER				
10	Mobilization	LS	1	\$3,800.00	\$ 3,800
11	10" P.V.C. Sanitary Sewer	L.F.	3500	\$35.00	\$ 122,500
12	48" Precast Manhole	Each	11	\$2,000.00	\$ 22,000
13	6" HDPE Forcemain	L.F.	3300	\$28.00	\$ 92,400
14	Install Manhole at End of Existing Line	Each	1	\$2,200.00	\$ 2,200
15	Roadway & Drive Restoration	SF	1500	\$1.65	\$ 2,475
16	Restoration	SY	10000	\$0.50	\$ 5,000
17	Lift Station	LS	1	\$125,000.00	\$ 125,000

### Sanitary Sewer Subtotal \$ 375,375

	STORM SEWER & STREET IMPROVEMENTS					
18	Mobilization	LS	1	\$5,000.00	\$	5,000
19	18" RCP Storm Sewer	L.F.	150	\$28.00	\$	4,200
20	24" RCP Storm Sewer	L.F.	1000	\$35.00	\$	35,000
20	48" Precast Manhole	Each	4	\$2,000.00	\$	8,000
21	Curb Inlet, Type 3, 2'x3' Box	Each	6	\$350.00	\$	2,100
22	24" RCP Endwall	L.F.	1	\$500.00	\$	500
22	Endwall Structure for Detention Pond Outlet	LS	1	\$5,000.00	\$	5,000
23	Earthwork & Grading for Detention Pond	LS	1	\$10,000.00	\$	10,000
24	Earthwork & Grading	LS	1	\$10,000.00	\$	10,000
24	Crushed Aggregate Base Course	Ton	2500	\$8.00	\$	20,000
25	Asphlatic Concrete Pavement	Ton	1000	\$45.00	\$	45,000
26	Concrete Curb & Gutter	L.F.	2200	\$9.00	\$	19,800
26	Erosion Control	LS	1	\$2,500.00	\$	2,500
27	Restoration	SY	4000	\$0.50	\$	2,000
Storm Sewer & Street Subtotal \$ 169,						

	Construction	\$594,175
	Allowance for Electric & Gas	\$15,000
	10 % Contingency	\$60,918
	Engineering & Administrative	\$100,514
This Engineer's Opinion of Probable Cost is made on the basis of our	Total Project Cost	\$770,606
experience and qualifications. It represents our best judgment as		
experienced and qualified design professionals. It should be recognized		
that Vierbicher Associates, Inc. does not have control over the cost of		
materials or services furnished by others, over market conditions or		
contractors methods of determining their prices. Accordingly, Vierbicher		
Associates, Inc. cannot and does not guarantee that bids or actual costs will		
not vary from this Opinion.		

VIERBICHER
ASSOCIATES
<b>Brillion - Business Park Feasibility Study</b>
Ariens Site Phase 2
VAI Project No. 012029636

				Unit		- 1
Item	Description	Units	Quantity	Price	Ĺ	Total
				<u> </u>		
	WATER MAIN			<u> </u>		
1	Mobilization	LS	1	\$3,600.00	\$	3,600
2	Connection to Existing	Each	2	\$800.00	\$	1,600
3	12" D.I.P. Watermain	L.F.	9100	\$30.00	\$	273,000
4	12" Gate Valve w/ Valve Box	Each	18	\$1,000.00	\$	18,000
7	Hydrant	Each	18	\$2,000.00	\$	36,000
8	6" D.I.P. Watermain	L.F.	360	\$20.00	\$	7,200
9	6" Gate Valve w/ Valve Box	Each	18	\$700.00	\$	12,600
11	Restoration	SY	20000	\$0.50	\$	10,000
			 WatarMa		\$	362,000
			Water Ma	III Subtotai	Φ	502,000
	SANITARY SEWER					
12	Mobilization	LS	1	\$3,800.00	\$	3,800
13	8" P.V.C. Sanitary Sewer	L.F.	1500	\$32.00	\$	48,000
14	48" Precast Manhole	Each	5	\$2,000.00	\$	10,000
16	Connection to existing Manhole	Each	2	\$1,000.00	\$	2,000
19	Restoration	SY	3000	\$0.50	\$	1,500

### Sanitary Sewer Subtotal \$ 65,300

	STORM SEWER & STREET IMPROVEMENTS				
20	Mobilization	LS	1	\$5,000.00	\$ 5,000
21	18" RCP Storm Sewer	L.F.	1800	\$28.00	\$ 50,400
22	24" RCP Storm Sewer	L.F.	800	\$35.00	\$ 28,000
25	48" Precast Manhole	Each	9	\$2,000.00	\$ 18,000
23	Curb Inlet, Type 3, 2'x3' Box	Each	18	\$350.00	\$ 6,300
26	24" RCP Endwall	L.F.	1	\$500.00	\$ 500
26	Endwall Structure for Detention Pond Outlet	LS	1	\$5,000.00	\$ 5,000
24	Earthwork & Grading for Detention Pond	LS	1	\$10,000.00	\$ 10,000
26	Earthwork & Grading	LS	1	\$25,000.00	\$ 25,000
27	Crushed Aggregate Base Course	Ton	6400	\$8.00	\$ 51,200
28	Asphlatic Concrete Pavement	Ton	2500	\$45.00	\$ 112,500
29	Concrete Curb & Gutter	L.F.	5200	\$9.00	\$ 46,800
30	Erosion Control	LS	1	\$8,000.00	\$ 8,000
31	Restoration	SY	10000	\$0.50	\$ 5,000

Storm Sewer & Street Subtotal \$ 371,700

# Construction\$799,000Allowance for Electric & Gas\$15,00010 % Contingency\$81,400Engineering & Administrative\$134,310

Total Project Cost \$1,029,710

This Engineer's Opinion of Probable Cost is made on the basis of our
experience and qualifications. It represents our best judgment as
experienced and qualified design professionals. It should be recognized
that Vierbicher Associates, Inc. does not have control over the cost of
materials or services furnished by others, over market conditions or
contractors methods of determining their prices. Accordingly, Vierbicher
Associates, Inc. cannot and does not guarantee that bids or actual costs will
not vary from this Opinion.

Brillion - Business Park Feasibility Study Ariens Site Phase 3 VAI Project No. 012029636

Date: 26-Nov-02 Prepd: THAL Chckd:

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em   Description   Units   Quantity   Price   Tota     STORM SEWER & STREET IMPROVEMENTS     1   Mobilization   LS   1   \$5,000.00   \$     2   18" RCP Storn Sewer   L.F.   1600   \$28.00   \$     3   48" Precast Manhole   Each   6   \$2,000.00   \$     4   Curb Inlet, Type 3, 2'X3' Box   Each   12   \$350.00   \$     5   Earthwork & Grading   LS   1   \$22,000.00   \$   \$     6   Crushed Aggregate Base Course   Ton   \$700   \$8.00   \$   \$     7   Asphiatic Concrete Pavement   Ton   3700   \$45.00   \$   10     8   Concrete Curb & Gutter   L.F.   2000   \$9.00   \$   1     9   Erosin Control   LS   1   \$3,500.00   \$   1     10   Restoration   SY   8000   \$0.50   \$   3     Construction   \$32					Unit			
STORM SEWER & STREET IMPROVEMENTS   1 Mobilization LS 1 \$5,000.00 \$   2 18" RCP Storm Sewer L.F. 1600 \$28.00 \$   3 48" Precast Manhole Each 6 \$2,000.00 \$   4 Curb Inlet, Type 3, 2x3" Box Each 1 \$250.000 \$   5 Earthwork & Grading LS 1 \$20,000.00 \$ 2   6 Crushed Aggregate Base Course Ton 5700 \$8.00 \$ 4   7 Asphlatic Concrete Pavement Ton 3700 \$\$45.00 \$ 16   8 Concrete Curb & Gutter L.F. 2000 \$9,00 \$ 19   9 Erosion Control LS 1 \$3,500.00 \$ 10   10 Restoration SY 8000 \$0.50 \$ \$   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Constr	m	Description	Units	Quantity	Price		Total	
STORM SEWER & STREET IMPROVEMENTS   1 Mobilization LS 1 \$5,000.00 \$   2 18" RCP Storm Sewer L.F. 1600 \$28.00 \$   3 48" Precast Manhole Each 6 \$2,000.00 \$   4 Curb Inlet, Type 3, 2'x3' Box Each 12 \$3350.00 \$   5 Earthwork & Grading LS 1 \$20,000.00 \$ \$   6 Crushed Aggregate Base Course Ton 3700 \$845.00 \$ \$   7 Asphlatic Concrete Pavement Ton 3700 \$45.00 \$ 1   8 Concrete Curb & Gutter L.F. 2000 \$9,00 \$ 1   9 Erosion Control LS 1 \$3,500.00 \$ 1   10 Restoration SY 8000 \$0.50 \$ 322   Construction \$32   Information \$32   Construction \$32   Construction \$32   Total								
1 Mobilization LS 1 \$5,000.00 \$   2 18" RCP Storm Sewer L.F. 1600 \$228.00 \$   3 48" Precast Manhole Each 6 \$22,000.00 \$   4 Curb Inlet, Type 3, 2'x3' Box Each 12 \$350.00 \$   5 Earthwork & Grading LS 1 \$20,000.00 \$ \$   6 Crushed Aggregate Base Course Ton 5700 \$8.00 \$ \$   7 Asphlatic Concrete Pavement Ton 3700 \$45.00 \$ 10   8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$ 10   9 Erosion Control LS 1 \$3,500.00 \$ 10   10 Restoration SY 8000 \$0.50 \$ \$   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Constr		STORM SEWER & STREET IMPROVEMENTS						
2 18" RCP Storm Sewer L.F. 1600 \$28.00 \$   3 48" Precast Manhole Each 6 \$2,000.00 \$   4 Curb Inlet, Type 3, 2'x3' Box Each 12 \$350.00 \$   5 Earthwork & Grading LS 1 \$20,000.00 \$ \$   6 Crushed Aggregate Base Course Ton 5700 \$8.00 \$ \$   7 Asphlatic Concrete Pavement Ton 3700 \$45.00 \$ 10   8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$ 1   9 Erosion Control LS 1 \$35,000.00 \$ 10   10 Restoration SY 8000 \$0.50 \$ \$   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Constingency \$33 <td colsp<="" td=""><td>1</td><td>Mobilization</td><td>LS</td><td>1</td><td>\$5,000.00</td><td>\$</td><td>5,000</td></td>	<td>1</td> <td>Mobilization</td> <td>LS</td> <td>1</td> <td>\$5,000.00</td> <td>\$</td> <td>5,000</td>	1	Mobilization	LS	1	\$5,000.00	\$	5,000
3 48" Precast Manhole Each 6 \$2,000.00 \$   4 Curb Inlet, Type 3, 2'x3' Box Each 12 \$350.00 \$   5 Earthwork & Grading LS 1 \$20,000.00 \$ \$   6 Crushed Aggregate Base Course Ton 5700 \$8.00 \$ \$   7 Asphlatic Concrete Pavement Ton 3700 \$45.00 \$ 16   8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$ 16   9 Erosion Control LS 1 \$3,500.00 \$ 10   10 Restoration SY 8000 \$0.50 \$ 322   Construction \$32   <	2	18" RCP Storm Sewer	L.F.	1600	\$28.00	\$	44,800	
4 Curb Inlet, Type 3, 2'x3' Box Each 12 \$350.00 \$   5 Earthwork & Grading I.S 1 \$20,000.00 \$ \$   6 Crushed Aggregate Base Course Ton 5700 \$8.00 \$ \$   7 Asphlatic Concrete Pavement Ton 3700 \$45.00 \$ 1   8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$ 1   9 Erosion Control I.S 1 \$3,500.00 \$ 1   10 Restoration SY 8000 \$0.50 \$ 1   Storm Sewer & Street Subtotal \$ 322   Construction \$332   Construction \$32   Construction \$32   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our   experience and qualifications. It represents our best judgment as   experienced and qualified design professionals. It should be recognized   that Vierbicher Associates, Inc. does not have control over the	3	48" Precast Manhole	Each	6	\$2,000.00	\$	12,000	
5 Earthwork & Grading LS 1 \$20,000.00 \$ 2   6 Crushed Aggregate Base Course Ton 5700 \$8.00 \$ 4   7 Asphlatic Concrete Pavement Ton 3700 \$45.00 \$ 1   8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$ 1   9 Erosion Control LS 1 \$3,500.00 \$ 1   10 Restoration SY 8000 \$0.50 \$ 1   Storm Sewer & Street Subtotal \$ 322   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Ton 0 % Contingency \$3   Engineer's Opinion of Probable Cost is made on the basis of our   experience and qualifications. It represents our best judgment as   experienced and qualified design professionals. It should be recognized	4	Curb Inlet, Type 3, 2'x3' Box	Each	12	\$350.00	\$	4,200	
6 Crushed Aggregate Base Course Ton 5700 \$8.00 \$ 4   7 Asphlatic Concrete Pavement Ton 3700 \$\$45.00 \$ 10   8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$ 9   9 Erosion Control LS 1 \$3,500.00 \$ 10   10 Restoration SY 8000 \$0.50 \$ 10   Storm Sewer & Street Subtotal \$ 322   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Construction \$32   Total Project Cost \$40   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our   experience and qualifications. It represents our best judgment as   experienced and qualified design professionals. It should be recognized   that Vierbicher Associates, Inc. does not have control over the cost o	5	Earthwork & Grading	LS	1	\$20,000.00	\$	20,000	
7 Asphlatic Concrete Pavement Ton 3700 \$45.00 \$ 14   8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$ .   9 Erosion Control LS 1 \$3,500.00 \$ .   10 Restoration SY 8000 \$0.50 \$ . .   Storm Sewer & Street Subtotal \$ 322   Construction \$32   In 0% Contingency \$33   In 0% Contingency \$332   Construction \$322   Construction \$32   In 0% Contingency \$33   Engineering & Administrative \$5   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our   experience and qualifications. It represents our best judgment as   experienced and qualified design professionals. It should be recognized   that Vierbicher Associates, Inc. does not have control over the cost of   materials or services furnished by others, over market conditions or contractors met	6	Crushed Aggregate Base Course	Ton	5700	\$8.00	\$	45,600	
8 Concrete Curb & Gutter L.F. 2000 \$9.00 \$   9 Erosion Control LS 1 \$3,500.00 \$   10 Restoration SY 8000 \$0.50 \$   Storm Sewer & Street Subtotal \$ 323   Construction \$32   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our   experience and qualifications. It represents our best judgment as   experienced and qualified design professionals. It should be recognized   that Vierbicher Associates, Inc. does not have control over the cost of   materials or services furnished by others, over market conditions or   contractors m	7	Asphlatic Concrete Pavement	Ton	3700	\$45.00	\$	166,500	
9 Erosion Control LS 1 \$3,500.00 \$   10 Restoration SY 8000 \$0.50 \$   Storm Sewer & Street Subtotal \$ 323   Construction \$32   Total Project Cost \$40   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our   experience and qualifications. It represents our best judgment as   experienced and qualified design professionals. It should be recognized   that Vierbicher Associates, Inc. does not have control over the cost of   materials or services furnished by others, over market conditions or contractors methods of determining their prices. Accordingly, Vierbicher   Associates, Inc. cannot and does not guarantee that bids or actual costs will	8	Concrete Curb & Gutter	L.F.	2000	\$9.00	\$	18,000	
10 Restoration SY 8000 \$0.50 \$   Storm Sewer & Street Subtotal \$ 322   Construction \$32   10 % Contingency \$33   IO % Contingency \$33   Engineering & Administrative \$55   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our experience and qualifications. It represents our best judgment as experienced and qualified design professionals. It should be recognized that Vierbicher Associates, Inc. does not have control over the cost of materials or services furnished by others, over market conditions or contractors methods of determining their prices. Accordingly, Vierbicher Associates, Inc. cannot and does not guarantee that bids or actual costs will not vary from this Opinion.	9	Erosion Control	LS	1	\$3,500.00	\$	3,500	
Storm Sewer & Street Subtotal \$ 32:   Construction \$32   10 % Contingency \$33   Engineering & Administrative \$5   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our \$5   experience and qualifications. It represents our best judgment as \$40   This Unified design professionals. It should be recognized \$6   that Vierbicher Associates, Inc. does not have control over the cost of materials or services furnished by others, over market conditions or   contractors methods of determining their prices. Accordingly, Vierbicher Associates, Inc. cannot and does not guarantee that bids or actual costs will   not vary from this Opinion. \$10	10	Restoration	SY	8000	\$0.50	\$	4,000	
Storm Sewer & Street Subtotal \$ 323   Construction \$ 323   10 % Contingency \$ 332   Engineering & Administrative \$ 35   Total Project Cost \$ 400   This Engineer's Opinion of Probable Cost is made on the basis of our \$ 5   experience and qualifications. It represents our best judgment as \$ 8   experienced and qualified design professionals. It should be recognized \$ 400   that Vierbicher Associates, Inc. does not have control over the cost of \$ 5   materials or services furnished by others, over market conditions or \$ 7   contractors methods of determining their prices. Accordingly, Vierbicher \$ 4   Associates, Inc. cannot and does not guarantee that bids or actual costs will \$ 1   not vary from this Opinion. \$ 1								
Construction\$3210 % Contingency\$3Engineering & Administrative\$5Total Project Cost\$40This Engineer's Opinion of Probable Cost is made on the basis of our experience and qualifications. It represents our best judgment as experienced and qualified design professionals. It should be recognized that Vierbicher Associates, Inc. does not have control over the cost of materials or services furnished by others, over market conditions or contractors methods of determining their prices. Accordingly, Vierbicher Associates, Inc. cannot and does not guarantee that bids or actual costs will not vary from this Opinion.		Storm Sewer & Street Subtotal						
In the construction \$32   10 % Contingency \$33   Engineering & Administrative \$55   Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our \$52   Experience and qualifications. It represents our best judgment as \$52   experienced and qualified design professionals. It should be recognized \$10 % Contingency   that Vierbicher Associates, Inc. does not have control over the cost of \$10 % Contingency   materials or services furnished by others, over market conditions or \$10 % Contractors methods of determining their prices. Accordingly, Vierbicher   Associates, Inc. cannot and does not guarantee that bids or actual costs will \$10 % Contingency   not vary from this Opinion. \$10 % Contingency				C			\$373 COO	
Image:							\$323,000	
Engineering & Administrative \$5 Total Project Cost \$40 This Engineer's Opinion of Probable Cost is made on the basis of our experience and qualifications. It represents our best judgment as experienced and qualified design professionals. It should be recognized that Vierbicher Associates, Inc. does not have control over the cost of materials or services furnished by others, over market conditions or contractors methods of determining their prices. Accordingly, Vierbicher Associates, Inc. cannot and does not guarantee that bids or actual costs will not vary from this Opinion.				10 % C	ontingency		\$32,360	
Total Project Cost \$40   This Engineer's Opinion of Probable Cost is made on the basis of our experience and qualifications. It represents our best judgment as experienced and qualified design professionals. It should be recognized that Vierbicher Associates, Inc. does not have control over the cost of materials or services furnished by others, over market conditions or contractors methods of determining their prices. Accordingly, Vierbicher Associates, Inc. cannot and does not guarantee that bids or actual costs will not vary from this Opinion.		En	gineeri	ng & Adn	ninistrative		\$53,394	
This Engineer's Opinion of Probable Cost is made on the basis of our experience and qualifications. It represents our best judgment as experienced and qualified design professionals. It should be recognized that Vierbicher Associates, Inc. does not have control over the cost of materials or services furnished by others, over market conditions or contractors methods of determining their prices. Accordingly, Vierbicher Associates, Inc. cannot and does not guarantee that bids or actual costs will not vary from this Opinion.				Total P	roject Cost		\$409,354	
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		not vary from this Opinion.						



### WISCONSIN DEPARTMENT OF COMMERCE (DOC)

### TITLE

CDBG Public Facilities for Economic Development Program

### CONTACT

James Frymark Bureau of Community Finance Wisconsin Department of Commerce P.O. Box 7970 Madison, WI 53707 (608) 266-2742

### PURPOSE

Assist communities with the funding of public works projects required to enable an individual business entity to create and/or retain jobs.

### **ELIGIBILITY CRITERIA**

General purpose units of Government with population less than 50,000

- Non-Metro Counties
- Towns
- Cities
- Villages

### FUNDING SOURCE/LEVELS

- Annual Allocation: Up to 10% of Commerce's CDBG Allocation plus Program Income (\$6,000,000)
- Maximum public facilities grant per year = \$750,000

### **MINIMUM STANDARDS**

- Maximum \$10,000 for each full-time equivalent (FTE) job created and/or retained (typically \$3,000 to \$5,000 per job).
- At least a 25% match of community funds leveraged to CDBG funds
- At least a one-to-one match of private funds leveraged to CDBG funds Matching private funds may be used internally by the business (building, equipment, etc.) or contributed to the public facility activity
- Recruitment and/or retention of at least 50% low-to-moderate income (LMI) employees
- Demonstration of project feasibility and financial need

### ELIGIBLE PROJECTS

Eligible activities are those improvements to public facilities such as water systems, sewerage systems, roads, and other such facilities that principally benefit a single business entity and that as a result induce that business entity to create and/or retain jobs and invest private funds.



### WISCONSIN DEPARTMENT OF TRANSPORTATION (DOT)

### TITLE

Transportation Economic Assistance Program

### CONTACT

Gati Grundmanis Wisconsin Department of Transportation Division of Transportation Investment Management 4802 Sheboygan Avenue Room 901 P.O. Box 7913 Madison, WI 53707-7913 (608) 266-3488

### PURPOSE

To attract and retain business firms in Wisconsin and thus create or retain jobs.

### ELIGIBILITY

- Cities
- Villages
- Towns

### FUNDING LEVELS/SUBSIDY

- Maximum public facilities grant = \$1,000,000 or \$5000 per job created or retained
  - 50% local match can come from any combination of local, federal, or private funds or in-kind services
- Annual Allocation is \$7,000,000

### ANNUAL PROGRAM CYCLE

• Application Submittal Deadline:

March 1<sup>st</sup> June 1<sup>st</sup> September 1<sup>st</sup> December 1<sup>st</sup>

### ELIGIBILITY CRITERIA

- Project Must be Scheduled to Begin in Three Years
- Endorsed by Local Government
- Applications are Ranked on the Following Criteria
  - Cost per Job (\$5000.00 maximum)
  - County Unemployment Rate
  - Benefits to Regional Transportation System
  - Benefit the Public
  - Proximity to Previously Approved TEA Projects

### **ELIGIBLE PROJECTS**

Transportation improvements that are essential for an economic development project. The businesses cannot be speculative and local communities must assure that the number of jobs anticipated from the proposed project will be realized within three years from the date of the project agreement and remain after for another four years. Typical projects include roads, rail, harbor and airport improvements.



### SUMMARY OF TAX INCREMENTAL FINANCING (TIF)

### 1. WHAT IS TIF?

- Local government financing program
- Tax Increment Law adopted in 1975
- Enables community to generate revenues to pay for "up-front" development costs to assist in local development activities

### 2. HOW DOES TIF WORK?

- TIF works on the principle that new private development creates higher property values and greater tax revenues, and
- That much of the value increase that occurs when TIF is employed would not occur without it, and
- The portion of tax from the Tax Increment District that is attributable to the new value produced by the development is tax increment, and
- That the tax increment is used to pay "up-front" development costs

## 3. EXAMPLE OF WHERE TIF DOLLARS COME FROM



- Assume that in year 10 the base value in the district is \$150,000 of which \$130,000 is new value and \$20,000 is original value that existed at the time the district was created
- Also assume the total tax rate is \$20.00 per \$1,000 of value
- Tax collections
  - Total From New Value From Original Value

\$150,000 x .020 = \$3,000.00 130,000 x .020 = 2,600.00 20,000 x .020 = 400.00

 Distribution of Tax Dollars \$400 is divided among County, School Dist., WTC Dist. and Municipality \$2,600 is completely retained by the Municipality to pay project costs



### 4. SUMMARY OF THE NUMBER OF TIF DISTRICTS

### a. Number of TID's based on DOR estimate (as of January 1999)

1.	Total Number Established 1	,000,
2.	Total Number Dissolved	297
3.	Total Currently Existing	703

### b. TID Facts

- 1) 339 municipalities (168 cities and 171 villages) have at least one active TID.
- 2) 89% of all cities and 43% of all villages in Wisconsin have at least one active TID.
- 3) Two-thirds (473) of all active TID's are located in cities.
- 4) 68% (115) of the cities with active TID's have more than one TID, but only 27% (47) of the villages with active TID's have more than one TID.
- 5) 49 TID's have been amended because territory has been added to the district through a project plan amendment.

### 5. GENERAL TIF INFORMATION

### a. Creation Date of District

- 1) If resolution is adopted between January 1, 2002 and September 30, 2002, the effective creation date is January 1, 2002.
- 2) If resolution is adopted between October 1, 2002, and December 31, 2002, the effective creation date is January 1, 2003.

### b. Base Value/Increment

- 1) The "Tax Incremental Base" is equal to the valuation that exists on the above creation dates.
- 2) The "Value Increment" is equal to new valuation added after the above creation dates.

### c. Expenditure Period

1) For districts created before October 1, 1995, no expenditure may be made later than 10 years after the tax incremental district is created.



- 2) For districts created after September 30, 1995, no expenditure may be made later than 7 years after the tax incremental district is created.
- 3) For purposes of expenditure, the date of creation is the day which the Governing Body adopts the resolution creating the district.
- 4) The only expenditures allowed prior to adoption of the district are those related to planning the tax increment district.

### d. District Boundaries

District boundaries may be amended by a municipalities planning commission utilizing the following criteria:

- 1) All district boundaries may be amended <u>once</u>, within 7 years of the date the resolution creating the district was adopted by the municipality.
- 2) The area to be added to the district must be contiguous.
- 3) The area to be added must be served by public works or improvements created as part of the project plan.
- 4) Expenditures for project costs that are incurred because of an amendment to a project plan may not be made for more than 3 years after the date on which the municipality adopts a resolution amending the project plan.

### e. Allocation of Positive Tax Increments

For districts created before October 1, 1995, a planning commission can amend a project plan to allocate positive tax increments generated by a "donor" district to a second "recipient" district if both districts were created by the same commission.

An amendment can allocate positive tax increments for up to 5 years, and be extended during the fourth year for up to 10 years.

### f. Termination of Tax Incremental Districts

- 1) A TID shall be terminated when the Municipality has received aggregate tax increments in an amount equal to the aggregate amount of all expenditures.
- 2) TID's created after September 30, 1995, shall be terminated 16 years



after the last expenditure identified in the project plan is made.

- 3) TID's created before October 1, 1995, shall be terminated 20 years after the last expenditure identified in the project plan is made.
- 4) A TID can be terminated at any time by the Municipality, provided the Municipality assumes all liability for unpaid project costs.
- 5) In no case may the total number of years during which expenditures are made, plus the total number of years during which tax increments are allocated exceed 27 years.

### g. Municipality Shall Make the Following Findings:

- 1) Not less than 50%, by area, of the real property within such district meets at least one of the following criteria:
  - a) is a "blighted area"
  - b) is in need of "rehabilitation or conservation work", or
  - c) is suitable for "industrial sites" and has been zoned for industrial use.
- 2) The improvement of such area is likely to enhance significantly the value of substantially all of the other real property in such district.
- 3) The project costs relate directly to:
  - a) eliminating blight,
  - b) rehabilitating or conserving the area, or
  - c) promoting industrial development.
- 4) The aggregate value of equalized taxable property of all districts does not exceed 7% of the total value of equalized taxable property within the Municipality.

### OR –

5) Total value increment of TID's plus base value of proposed TID cannot exceed 5% of the total value within the Municipality.



- 6) The District does not include any area identified as a wetland on a map prepared under Wisconsin Statutes 23.32.
- 7) The District includes only whole units of property as are assessed for property tax purposes.
- 8) Property standing vacant for a 7-year period immediately preceding adoption of the resolution creating a tax increment district may not comprise more than 25% of the area of the district except for districts whose purpose is to promote industrial development.

### h. Joint Review Board

- 1) Any Municipality that seeks to create a TID shall convene a Joint Review Board to review the proposal.
- 2) The Board shall consist of five members representing the following taxing jurisdictions:
  - a) School District
  - b) Vocational, Technical and Adult Education District
  - c) County
  - d) Municipality
  - e) General Public (chosen by the above members)
- 3) The board shall review the public record, planning documents and the resolution passed by the Municipality.
- 4) No TID may be created unless the board approves the resolution adopted by the Municipality by a majority vote.

### 6. EXAMPLE OF TYPICAL TIF PROJECT ACTIVITIES

- Organizational costs related to the planning or development of TIF
- Financial costs related to TIF
- Professional services related to TIF



- Blight elimination projects
  - Acquisition
  - Demolition
  - Relocation
  - Site improvements
  - Construction of parking facilities
  - Construction of streets, sidewalks and public utilities
- Development to promote industrial development
  - Acquisition Site improvements Extension of sewer and water mains Construction of new well and reservoirs Construction of streets and storm sewers Advertising and promotion
- Property cost "writedown"
- Development incentives

# 7. PROCEDURE FOR CREATION OF TAX INCREMENTAL DISTRICT & APPROVAL OF PROJECT PLAN

- Planning Commission Develops District Boundaries Develops Project Plan
- Convene Joint Review Board
- Public hearing District boundaries Project Plan Creation of District
- Planning Commission Adopts District Boundaries Adopts Project Plan
- Governing Body by Resolution Adopts District Boundaries Adopts Project Plan Creates District
- Joint Review Board Reviews & approves Council Resolution



### 8. PROJECT PLAN

- a. Statement of Kind, Number & Location of Proposed Projects
- b. Economic Feasibility
- c. Detailed List of Project Costs
- d. Methods of Financing and Timetable
- e. Map of Existing Uses and Zoning
- f. Map of Proposed Projects
- g. Proposed Zoning Changes
- h. Proposed Changes in Master Plan, Maps, Building Codes and Municipality ordinances
- i. List of Estimated Non-Project Costs
- j. Relocation
- k. Statement Indicating How Creation of the TID Promotes the Orderly Development of the Municipality
- I. District Boundaries and Map
- m. Statement from Municipal Attorney

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state agencies

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Bureau of Enterprise Development

Brownfields Initiative

#### Physician and Health Care Provider Loan Asisstance Program

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# Wisconsin Technology Zone Program

Governor Scott McCallum's Technology Zone Program is an exciting new economic development initiative that offers much-needed stimulus to the growth of businesses in Wisconsin's high-technology sectors.



Following is a brief overview of the initiative:

- Eight zones have been designated.
- Zones are effective for 10 years.
- \$5 million in income tax credits has been allocated to each zone.
- Tax credits will be made available to high-technology businesses locating or expanding in a designated Technology Zone.

Additional information about Wisconsin's Technology Zone Program may be obtained by contacting the local Technology Zone coordinators. PDF file information sheets for each Technology Zone, including contact information for each coordinator, may be accessed by moving your mouse over the <u>Map of Wisconsin Technology Zones</u> and clicking on a particular county.



**Get Acrobat Reader** To read a PDF file, you will need a copy of Adobe Acrobat Reader. Click on the button at the left to download it for free.

For general information about Wisconsin's Technology Zone program, contact: **Amy Cumblad**, 608/266-2688, <u>acumblad@commerce.state.wi.us</u> *or* 

Todd Jensen, 608/266-3074, tjensen@commerce.state.wi.us



<u>Wisconsin Department of Commerce Home</u> | <u>Division of Community Development</u> <u>Bureau of Community Finance</u> | <u>Bureau of Downtown</u> <u>Development</u> <u>Bureau of Enterprise Development</u> | <u>Brownfields Initiative</u> <u>Physician and Health Care Provider Loan Assistance Program</u>



This document was last revised: 04 September, 2002 Wisconsin Department of Commerce

		Attachment #1	
		Ariens Site Buildout Projection 9/25/2002	
	Acreage Developed	Square Feet of Building Coverage	Valuation of Developed Acreage
Year		Sq Ft.	Increment
2003	6.6	21,569	\$711,770
2004	4.9	16,013	\$528,436
2005	0.0	0	\$0
2006	7.3	23,856	\$787,261
2007	2.3	7,516	\$248,041
2008	4.9	16,013	\$528,436
2009	2.1	6,863	\$226,472
2010	0.7	2,288	\$75,491
2011	6.6	21,569	\$711,770
2012	0.0	0	\$0
2013	10.0	32,680	\$1,078,440
2014	10.0	32,680	\$1,078,440
2015	8.4	27,451	\$905,890
2016	6.2	20,262	\$668,633
2017	5.0	16,340	\$539,220
2018	0.0	0	0\$
2019	5.0	16,340	\$539,220
2020	0.0	0	0\$
2021	0.0	0	\$0
2022	0.0	0	\$0
2023	0.0	0	\$0
Total	80.0	261,440	\$8,627,520

		Attachment #2	
		Quarry Site Buildout Projection 9/25/2002	
	Acreage Developed	Square Feet of Building Coverage	Valuation of Developed Acreage
Year		Sq Ft.	
2003	8.0	26,144	\$862,752
2004	0.0	0	0\$
2005	4.0	13,072	\$431,376
2006	4.0	13,072	\$431,376
2007	0.0	0	\$0
2008	8.0	26,144	\$862,752
2009	0.0	0	\$0
2010	4.3	14,052	\$463,729
2011	0.0	0	0\$
2012	0.0	0	\$0
2013	0.0	0	\$0
2014	0.0	0	\$0
2015	0.0	0	\$0
2016	0.0	0	0\$
2017	0.0	0	0\$
2018	0.0	0	\$0
2019	0.0	0	\$0
2020	0.0	0	0\$
2021	0.0	0	\$0
2022	0.0	0	\$0
2023	0.0	0	\$0
Total	28.3	92,484	\$3,051,985

Attachment #3							
Tax Increment Finance Revenue Projection							
· ···· ···· · ······· · ······· · · ····							
City of Brillion							
9/25/2002							
			5/20/2002				
	Previous	Inflation	Construction	Total	Tax	TIF	
Year	Valuation	Increment	Increment	Valuation	Rate	Revenue	
2003	\$0	\$0	\$711,770	\$711,770	0.02851	\$0	
2004	\$711,770	\$0	\$528,436	\$1,240,206	0.02851	\$0	
2005	\$1,240,206	\$0	\$0	\$1,240,206	0.02851	\$20,293	
2006	\$1,240,206	\$0	\$787,261	\$2,027,467	0.02851	\$35,358	
2007	\$2,027,467	\$0	\$248,041	\$2,275,508	0.02851	\$35,358	
2008	\$2,275,508	\$0	\$528,436	\$2,803,944	0.02851	\$57,803	
2009	\$2,803,944	\$0	\$226,472	\$3,030,416	0.02851	\$64,875	
2010	\$3,030,416	\$0	\$75,491	\$3,105,907	0.02851	\$79,940	
2011	\$3,105,907	\$0	\$711,770	\$3,817,678	0.02851	\$86,397	
2012	\$3,817,678	\$0	\$0	\$3,817,678	0.02851	\$88,549	
2013	\$3,817,678	\$0	\$1,078,440	\$4,896,118	0.02851	\$108,842	
2014	\$4,896,118	\$0	\$1,078,440	\$5,974,558	0.02851	\$108,842	
2015	\$5,974,558	\$0	\$905,890	\$6,880,447	0.02851	\$139,588	
2016	\$6,880,447	\$0	\$668,633	\$7,549,080	0.02851	\$170,335	
2017	\$7,549,080	\$0	\$539,220	\$8,088,300	0.02851	\$196,162	
2018	\$8,088,300	\$0	\$0	\$8,088,300	0.02851	\$215,224	
2019	\$8,088,300	\$0	\$539,220	\$8,627,520	0.02851	\$230,597	
2020	\$8,627,520	\$0	\$0	\$8,627,520	0.02851	\$230,597	
2021	\$8,627,520	\$0	\$0	\$8,627,520	0.02851	\$245,971	
2022	\$8,627,520	\$0	\$0	\$8,627,520	0.02851	\$245,971	
2023	\$8,627,520	\$0	\$0	\$8,627,520	0.02851	\$245,971	
Total			\$8,627,520			\$2,606,673	

Land Sale Revenue Projection \$14,000 per Acre City of Brillion Industrial Park				
	Acreage	Land Sale		
Year	Sold	Revenue		
2003	6.6	\$92,400		
2004	4.9	\$68,600		
2005	0	\$0		
2006	7.3	\$102,200		
2007	2.3	\$32,200		
2008	4.9	\$68,600		
2009	2.1	\$29,400		
2010	0.7	\$9,800		
2011	6.6	\$92,400		
2012	0	\$0		
2013	10	\$140,000		
2014	10	\$140,000		
2015	8.4	\$117,600		
2016	6.2	\$86,800		
2017	5	\$70,000		
2018	0	\$0		
2019	5	\$70,000		
Total	80	\$1,120,000		

Project Cost Summary City of Brillion Business Park September 25, 2002							
Activity	Phase I	Phase II	Phase III Optional	Total Cost			
	2003	2007	2010				
Land Acquisition	\$105,000	\$162,500	\$0	\$267,500			
Infrastructure							
Watermain	\$50,000	\$362,000	\$0	\$412,000			
Sanitary Sewer, Forcemain, LS	\$375,000	\$65,000	\$0	\$440,000			
Street and Storm	\$169,000	\$372,000	\$324,000	\$865,000			
Site Grading	\$0	\$0	\$0	\$0			
Inflation	\$0	\$120,000	\$40,000	\$160,000			
Subtotal Infrastructure	\$594,000	\$919,000	\$364,000	\$1,877,000			
Additional TID Projects							
Industrial Park Signage	\$20,000	\$0	\$0	\$20,000			
Gas, Electric, Phone, Cable	\$15,000	\$15,000	\$15,000	\$45,000			
Feasibility and TID Creation	\$24,500	\$0	\$0	\$24,500			
Subtotal TID Projects	\$59,500	\$15,000	\$15,000	\$89,500			
Soft Costs							
Contingency	\$73,000	\$89,000	\$40,000	\$202,000			
Infra. Engineering	\$114,000	\$148,000	\$68,000	\$330,000			
Bond Counsel/ Attorney Fees	\$5,000	\$2,500	\$2,500	\$10,000			
Subtotal Soft Costs	\$192,000	\$239,500	\$110,500	\$542,000			
Capitalized Interest	\$52,278	\$73,480	\$26,923	\$152,680			
Total Costs	\$1,002,778	\$1,409,480	\$516,423	\$2,928,680			

Debt Service Schedule City of Brillion Phase I - Ariens 9/25/2002 Principal = \$1,002,778 Interest = 5% Date of Issue = September 2003					
	Unpaid	Principal	Interest	Total	
Year	Principal	Payment	Payment	Payment	
2003	\$1,002,778	\$0	\$0	\$0	
2004	\$1,002,778	\$0	\$50,139	\$50,139	
2005	\$1,002,778	\$32,836	\$50,139	\$82,975	
2006	\$969,942	\$34,478	\$48,497	\$82,975	
2007	\$935,464	\$36,202	\$46,773	\$82,975	
2008	\$899,262	\$38,012	\$44,963	\$82,975	
2009	\$861,250	\$39,912	\$43,063	\$82,975	
2010	\$821,338	\$41,908	\$41,067	\$82,975	
2011	\$779,430	\$44,003	\$38,972	\$82,975	
2012	\$735,427	\$46,203	\$36,771	\$82,975	
2013	\$689,223	\$48,514	\$34,461	\$82,975	
2014	\$640,710	\$50,939	\$32,035	\$82,975	
2015	\$589,770	\$53,486	\$29,489	\$82,975	
2016	\$536,284	\$56,161	\$26,814	\$82,975	
2017	\$480,123	\$58,969	\$24,006	\$82,975	
2018	\$421,155	\$61,917	\$21,058	\$82,975	
2019	\$359,238	\$65,013	\$17,962	\$82,975	
2020	\$294,225	\$68,264	\$14,711	\$82,975	
2021	\$225,961	\$71,677	\$11,298	\$82,975	
2022	\$154,284	\$75,261	\$7,714	\$82,975	
2023	\$79,024	\$79,024	\$3,951	\$82,975	
Total		\$1,002,778	\$623,883	\$1,626,661	

Debt Service Schedule City of Brillion Phase II Principal = \$1,409,480 Interest = 5% Date of Issue = May 2007					
	Unpaid	Principal	Interest	Total	
Year	Principal	Payment	Payment	Payment	
2007	\$1,409,480	\$0	\$0	\$0	
2008	\$1,409,480	\$0	\$70,474	\$70,474	
2009	\$1,409,480	\$65,319	\$70,474	\$135,793	
2010	\$1,344,161	\$68,584	\$67,208	\$135,793	
2011	\$1,275,577	\$72,014	\$63,779	\$135,793	
2012	\$1,203,563	\$75,614	\$60,178	\$135,793	
2013	\$1,127,949	\$79,395	\$56,397	\$135,793	
2014	\$1,048,554	\$83,365	\$52,428	\$135,793	
2015	\$965,189	\$87,533	\$48,259	\$135,793	
2016	\$877,656	\$91,910	\$43,883	\$135,793	
2017	\$785,746	\$96,505	\$39,287	\$135,793	
2018	\$689,241	\$101,330	\$34,462	\$135,793	
2019	\$587,911	\$106,397	\$29,396	\$135,793	
2020	\$481,514	\$111,717	\$24,076	\$135,793	
2021	\$369,797	\$117,303	\$18,490	\$135,793	
2022	\$252,494	\$123,168	\$12,625	\$135,793	
2023	\$129,326	\$129,326	\$6,466	\$135,793	
Total		\$1,409,480	\$697,882	\$2,107,362	

Cash Elow Proforma									
	Cash Flow Flotonna								
	City of Brillion								
City of Brillion									
							Annual		
	Beginning	Capitalized	TIF	Other	Total	Total	Surplus	Ending	
Year	Balance	Interest	Revenue	Revenue	Revenue	Expenses*	(Deficit)	Balance	
2003	\$0	\$0	\$0	\$92,400	\$92,400	\$0	\$92,400	\$92,400	
2004	\$92,400	\$50,139	\$0	\$68,600	\$118,739	\$50,139	\$68,600	\$161,000	
2005	\$161,000	\$0	\$20,293	\$0	\$20,293	\$82,975	(\$62,682)	\$98,318	
2006	\$98,318	\$0	\$35,358	\$102,200	\$137,558	\$82,975	\$54,583	\$152,901	
2007	\$152,901	\$0	\$35,358	\$32,200	\$67,558	\$82,975	(\$15,417)	\$137,485	
2008	\$137,485	\$25,821	\$57,803	\$68,600	\$152,224	\$153,449	(\$1,225)	\$136,260	
2009	\$136,260	\$0	\$64,875	\$29,400	\$94,275	\$218,767	(\$124,493)	\$11,767	
2010	\$11,767	\$0	\$79,940	\$9,800	\$89,740	\$218,767	(\$129,027)	(\$117,260)	
2011	(\$117,260)	\$0	\$86,397	\$92,400	\$178,797	\$218,767	(\$39,970)	(\$157,230)	
2012	(\$157,230)	\$0	\$88,549	\$0	\$88,549	\$218,767	(\$130,218)	(\$287,448)	
2013	(\$287,448)	\$0	\$108,842	\$140,000	\$248,842	\$218,767	\$30,075	(\$257,373)	
2014	(\$257,373)	\$0	\$108,842	\$140,000	\$248,842	\$218,767	\$30,075	(\$227,298)	
2015	(\$227,298)	\$0	\$139,588	\$117,600	\$257,188	\$218,767	\$38,421	(\$188,877)	
2016	(\$188,877)	\$0	\$170,335	\$86,800	\$257,135	\$218,767	\$38,367	(\$150,510)	
2017	(\$150,510)	\$0	\$196,162	\$70,000	\$266,162	\$218,767	\$47,394	(\$103,116)	
2018	(\$103,116)	\$0	\$215,224	\$0	\$215,224	\$218,767	(\$3,543)	(\$106,659)	
2019	(\$106,659)	\$0	\$230,597	\$70,000	\$300,597	\$218,767	\$81,830	(\$24,829)	
2020	(\$24,829)	\$0	\$230,597	\$0	\$230,597	\$218,767	\$11,830	(\$12,999)	
2021	(\$12,999)	\$0	\$245,971	\$0	\$245,971	\$218,767	\$27,203	\$14,204	
2022	\$14,204	\$0	\$245,971	\$0	\$245,971	\$218,767	\$27,203	\$41,408	
2023	\$41,408	\$0	\$245,971	\$0	\$245,971	\$218,767	\$27,203	\$68,611	
Total		\$75,960	\$2,606,673	\$1,120,000	\$3,802,633	\$3,734,023			
*Taken fro	m Debt Service	Schedules							

	Attachment #4						
	Tax Increment Finance Revenue Projection						
City of Brillion							
9/25/2002							
5/25/2002							
	Previous	Inflation	Construction	Total	Tax	TIF	
Year	Valuation	Increment	Increment	Valuation	Rate	Revenue	
2003	\$0	\$0	\$862,752	\$862,752	0.02851	\$0	
2004	\$862,752	\$0	\$0	\$862,752	0.02851	\$0	
2005	\$862,752	\$0	\$431,376	\$1,294,128	0.02851	\$24,597	
2006	\$1,294,128	\$0	\$431,376	\$1,725,504	0.02851	\$24,597	
2007	\$1,725,504	\$0	\$0	\$1,725,504	0.02851	\$36,896	
2008	\$1,725,504	\$0	\$862,752	\$2,588,256	0.02851	\$49,194	
2009	\$2,588,256	\$0	\$0	\$2,588,256	0.02851	\$49,194	
2010	\$2,588,256	\$0	\$463,729	\$3,051,985	0.02851	\$73,791	
2011	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$73,791	
2012	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2013	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2014	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2015	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2016	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2017	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2018	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2019	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2020	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2021	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2022	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
2023	\$3,051,985	\$0	\$0	\$3,051,985	0.02851	\$87,012	
Total			\$3,051,985			\$1,376,205	

Land Sale Revenue Projection \$4,500 per Acre City of Brillion Industrial Park				
	Acreage	Land Sale		
Year	Sold	Revenue		
2003	8	\$36,000		
2004	0	\$0		
2005	4	\$18,000		
2006	4	\$18,000		
2007	0	\$0		
2008	8	\$36,000		
2009	0	\$0		
2010	4.3	\$19,350		
2011	0	\$0		
2012	0	\$0		
2013	0	\$0		
2014	0	\$0		
2015	0	\$0		
2016	0	\$0		
2017	0	\$0		
Total	28.3	\$127,350		

Project Cost Summary City of Brillion Business Park - Quarry Site September 25, 2002							
Activity	Phase I	Phase II	Phase III	Total Cost			
Land Acquisition	\$75,000	\$0	\$0	\$75,000			
Infrastructura							
Watermain	\$249.000	02	0.2	\$249.000			
Sanitary Sewer Forcemain LS	\$146,400	0 \$0	\$0 \$0	\$146,400			
Street and Storm	\$158,700	\$0	\$0	\$158,700			
Site Grading	\$0	\$0	\$0	\$0			
Inflation	\$0 \$0	\$0	\$0	\$0			
Subtotal Infrastructure	\$554,100	\$0	\$0	\$554,100			
Additional TID Projects							
Industrial Park Signage	\$20,000	\$0	\$0	\$20,000			
Gas, Electric, Phone, Cable	\$15,000	\$0	\$0	\$15,000			
Feasibility and TID Creation	\$24,500	\$0	\$0	\$24,500			
Subtotal TID Projects	\$59,500	\$0	\$0	\$59,500			
0.4							
	¢05.000	¢0	¢0	¢05.000			
	\$65,000	\$0	\$0	\$65,000			
Inira. Engineering	\$107,000	\$U \$0	\$U \$0	\$107,000			
Subtotal Soft Coata	\$3,000 \$177,000	\$U \$0	\$0 \$0	\$5,000 \$177,000			
	φι <i>ιι</i> ,000	φυ	φυ	φι <i>ι</i> ,000			
Capitalized Interest	\$43,280	\$0	\$0	\$43,280			
Total Costs	\$908.880	\$0	\$0	\$908.880			

Debt Service Schedule City of Brillion Quarry Site 9/25/2002 Principal = \$908,880 Interest = 5% Date of Issue = September 2003					
	Unpaid	Principal	Interest	Total	
Year	Principal	Payment	Payment	Payment	
2003	\$908,880	\$0	\$0	\$0	
2004	\$908,880	\$0	\$45,444	\$45,444	
2005	\$908,880	\$29,761	\$45,444	\$75,205	
2006	\$879,119	\$31,249	\$43,956	\$75,205	
2007	\$847,869	\$32,812	\$42,393	\$75,205	
2008	\$815,058	\$34,452	\$40,753	\$75,205	
2009	\$780,605	\$36,175	\$39,030	\$75,205	
2010	\$744,430	\$37,984	\$37,222	\$75,205	
2011	\$706,446	\$39,883	\$35,322	\$75,205	
2012	\$666,563	\$41,877	\$33,328	\$75,205	
2013	\$624,686	\$43,971	\$31,234	\$75,205	
2014	\$580,715	\$46,170	\$29,036	\$75,205	
2015	\$534,546	\$48,478	\$26,727	\$75,205	
2016	\$486,068	\$50,902	\$24,303	\$75,205	
2017	\$435,166	\$53,447	\$21,758	\$75,205	
2018	\$381,719	\$56,119	\$19,086	\$75,205	
2019	\$325,600	\$58,925	\$16,280	\$75,205	
2020	\$266,674	\$61,872	\$13,334	\$75,205	
2021	\$204,803	\$64,965	\$10,240	\$75,205	
2022	\$139,837	\$68,213	\$6,992	\$75,205	
2023	\$71,624	\$71,624	\$3,581	\$75,205	
Total		\$908,880	\$565,464	\$1,474,344	

Cash Flow Proforma									
City of Brillion									
							Annual		
	Beginning	Capitalized	TIF	Other	Total	Total	Surplus	Ending	
Year	Balance	Interest	Revenue	Revenue	Revenue	Expenses*	(Deficit)	Balance	
2003	\$0	\$0	\$0	\$36,000	\$36,000	\$0	\$36,000	\$36,000	
2004	\$36,000	\$45,444	\$0	\$0	\$45,444	\$45,444	\$0	\$36,000	
2005	\$36,000	\$0	\$24,597	\$18,000	\$42,597	\$75,205	(\$32,608)	\$3,392	
2006	\$3,392	\$0	\$24,597	\$18,000	\$42,597	\$75,205	(\$32,608)	(\$29,216)	
2007	(\$29,216)	\$0	\$36,896	\$0	\$36,896	\$75,205	(\$38,310)	(\$67,526)	
2008	(\$67,526)	\$0	\$49,194	\$36,000	\$85,194	\$75,205	\$9,989	(\$57,537)	
2009	(\$57,537)	\$0	\$49,194	\$0	\$49,194	\$75,205	(\$26,011)	(\$83,548)	
2010	(\$83,548)	\$0	\$73,791	\$19,350	\$93,141	\$75,205	\$17,936	(\$65,613)	
2011	(\$65,613)	\$0	\$73,791	\$0	\$73,791	\$75,205	(\$1,414)	(\$67,027)	
2012	(\$67,027)	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	(\$55,220)	
2013	(\$55,220)	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	(\$43,413)	
2014	(\$43,413)	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	(\$31,606)	
2015	(\$31,606)	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	(\$19,799)	
2016	(\$19,799)	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	(\$7,993)	
2017	(\$7,993)	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	\$3,814	
2018	\$3,814	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	\$15,621	
2019	\$15,621	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	\$27,428	
2020	\$27,428	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	\$39,235	
2021	\$39,235	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	\$51,041	
2022	\$51,041	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	\$62,848	
2023	\$62,848	\$0	\$87,012	\$0	\$87,012	\$75,205	\$11,807	\$74,655	
Total		\$45,444	\$1,376,205	\$127,350	\$1,548,999	\$1,474,344			
*Taken fro	aken from Debt Service Schedules								



ATTACHMENT #5

Attachment #6									
Tax Increment Finance Revenue Projection - With Tax Rate Increase									
-									
City of Brillion									
9/25/2002									
	5/20/2002								
	Previous	Inflation	Construction	Total	Tax	TIF			
Year	Valuation	Increment	Increment	Valuation	Rate	Revenue			
2003	\$0	\$0	\$711,770	\$711,770	0.02851	\$0			
2004	\$711,770	\$0	\$528,436	\$1,240,206	0.02922	\$0			
2005	\$1,240,206	\$0	\$0	\$1,240,206	0.02995	\$21,320			
2006	\$1,240,206	\$0	\$787,261	\$2,027,467	0.03070	\$38,077			
2007	\$2,027,467	\$0	\$248,041	\$2,275,508	0.03147	\$39,029			
2008	\$2,275,508	\$0	\$528,436	\$2,803,944	0.03226	\$65,399			
2009	\$2,803,944	\$0	\$226,472	\$3,030,416	0.03306	\$75,235			
2010	\$3,030,416	\$0	\$75,491	\$3,105,907	0.03389	\$95,024			
2011	\$3,105,907	\$0	\$711,770	\$3,817,678	0.03474	\$105,267			
2012	\$3,817,678	\$0	\$0	\$3,817,678	0.03561	\$110,586			
2013	\$3,817,678	\$0	\$1,078,440	\$4,896,118	0.03650	\$139,327			
2014	\$4,896,118	\$0	\$1,078,440	\$5,974,558	0.03741	\$142,810			
2015	\$5,974,558	\$0	\$905,890	\$6,880,447	0.03834	\$187,731			
2016	\$6,880,447	\$0	\$668,633	\$7,549,080	0.03930	\$234,808			
2017	\$7,549,080	\$0	\$539,220	\$8,088,300	0.04028	\$277,171			
2018	\$8,088,300	\$0	\$0	\$8,088,300	0.04129	\$311,709			
2019	\$8,088,300	\$0	\$539,220	\$8,627,520	0.04232	\$342,323			
2020	\$8,627,520	\$0	\$0	\$8,627,520	0.04338	\$350,881			
2021	\$8,627,520	\$0	\$0	\$8,627,520	0.04447	\$383,630			
2022	\$8,627,520	\$0	\$0	\$8,627,520	0.04558	\$393,221			
2023	\$8,627,520	\$0	\$0	\$8,627,520	0.04672	\$403,051			
Total			\$8,627,520			\$3,716,599			

Project Cost Summary City of Brillion Business Park September 25, 2002							
Activity	Phase I	Phase II	Phase III Optional	Total Cost			
	2003	2007	2010				
Land Acquisition	\$105,000	\$162,500	\$0	\$267,500			
Infrastructure							
Watermain	\$50,000	\$362,000	\$0	\$412,000			
Sanitary Sewer, Forcemain, LS	\$375,000	\$65,000	\$0	\$440,000			
Street and Storm	\$169,000	\$372,000	\$324,000	\$865,000			
Site Grading	\$0	\$0	\$0	\$0			
Inflation	\$0	\$120,000	\$40,000	\$160,000			
Subtotal Infrastructure	\$594,000	\$919,000	\$364,000	\$1,877,000			
Additional TID Projects			1 .				
Industrial Park Signage	\$20,000	\$0	\$0	\$20,000			
Gas, Electric, Phone, Cable	\$15,000	\$15,000	\$15,000	\$45,000			
Feasibility and TID Creation	\$24,500	\$0	\$0	\$24,500			
Subtotal TID Projects	\$59,500	\$15,000	\$15,000	\$89,500			
Soft Costs			1				
Contingency	\$73,000	\$89,000	\$40,000	\$202,000			
Infra. Engineering	\$114,000	\$148,000	\$68,000	\$330,000			
Bond Counsel/ Attorney Fees	\$5,000	\$2,500	\$2,500	\$10,000			
Subtotal Soft Costs   \$192,000   \$239,500   \$110,500   \$542,000							
Capitalized Interest \$52,278 \$73,480 \$26,923 \$152,680							
Total Costs	\$1,002,778	\$1,409,480	\$516,423	\$2,928,680			

Debt Service Schedule City of Brillion Phase I - Ariens 9/25/2002 Principal = \$1,002,778 Interest = 5% Date of Issue = September 2003									
	Unpaid	Principal	Interest	Total					
Year	Principal	Payment	Payment	Payment					
2003	\$1,002,778	\$0	\$0	\$0					
2004	\$1,002,778	\$0	\$50,139	\$50,139					
2005	\$1,002,778	\$32,836	\$50,139	\$82,975					
2006	\$969,942	\$34,478	\$48,497	\$82,975					
2007	\$935,464	\$36,202	\$46,773	\$82,975					
2008	\$899,262	\$38,012	\$44,963	\$82,975					
2009	\$861,250	\$39,912	\$43,063	\$82,975					
2010	\$821,338	\$41,908	\$41,067	\$82,975					
2011	\$779,430	\$44,003	\$38,972	\$82,975					
2012	\$735,427	\$46,203	\$36,771	\$82,975					
2013	\$689,223	\$48,514	\$34,461	\$82,975					
2014	\$640,710	\$50,939	\$32,035	\$82,975					
2015	\$589,770	\$53,486	\$29,489	\$82,975					
2016	\$536,284	\$56,161	\$26,814	\$82,975					
2017	\$480,123	\$58,969	\$24,006	\$82,975					
2018	\$421,155	\$61,917	\$21,058	\$82,975					
2019	9 \$359,238 \$65,013 \$17,962 \$82,975								
2020	\$294,225	\$68,264	\$14,711	\$82,975					
2021	\$225,961	\$71,677	\$11,298	\$82,975					
2022	\$154,284	\$75,261	\$7,714	\$82,975					
2023	2023 \$79,024 \$79,024 \$3,951 \$82,975								
Total		\$1,002,778	\$623,883	\$1,626,661					

Debt Service Schedule City of Brillion Phase II Principal = \$1,409,480 Interest = 5% Date of Issue = May 2007								
	Unpaid Principal Interest Total							
Year	Principal	Payment	Payment	Payment				
2007	\$1,409,480	\$0	\$0	\$0				
2008	\$1,409,480	\$0	\$70,474	\$70,474				
2009	\$1,409,480	\$65,319	\$70,474	\$135,793				
2010	\$1,344,161	\$68,584	\$67,208	\$135,793				
2011	\$1,275,577	\$72,014	\$63,779	\$135,793				
2012	\$1,203,563	\$75,614	\$60,178	\$135,793				
2013	\$1,127,949	\$79,395	\$56,397	\$135,793				
2014	\$1,048,554	\$83,365	\$52,428	\$135,793				
2015	\$965,189	\$87,533	\$48,259	\$135,793				
2016	\$877,656	\$91,910	\$43,883	\$135,793				
2017	\$785,746	\$96,505	\$39,287	\$135,793				
2018	\$689,241	\$101,330	\$34,462	\$135,793				
2019	\$587,911	\$106,397	\$29,396	\$135,793				
2020	\$481,514 \$111,717 \$24,076 \$135,793							
2021	\$369,797 \$117,303 \$18,490 \$135,793							
2022	022 \$252,494 \$123,168 \$12,625 \$135,793							
2023	2023 \$129,326 \$129,326 \$6,466 \$135,793							
Total		\$1,409,480	\$697,882	\$2,107,362				

Cash Flow Proforma - With Tax Rate Increase								
City of Brillion								
Year	Beginning Balance	Capitalized Interest	TIF Revenue	Other Revenue	Total Revenue	Total Expenses*	Annual Surplus (Deficit)	Ending Balance
2003	\$0	\$0	\$0	\$29,700	\$29,700	\$0	\$29,700	\$29,700
2004	\$29,700	\$50,139	\$0	\$22,050	\$72,189	\$50,139	\$22,050	\$51,750
2005	\$51,750	\$0	\$21,320	\$0	\$21,320	\$82,975	(\$61,655)	(\$9,905)
2006	(\$9,905)	\$0	\$38,077	\$32,850	\$70,927	\$82,975	(\$12,048)	(\$21,953)
2007	(\$21,953)	\$0	\$39,029	\$10,350	\$49,379	\$82,975	(\$33,596)	(\$55,549)
2008	(\$55,549)	\$25,821	\$65,399	\$22,050	\$113,270	\$153,449	(\$40,179)	(\$95,728)
2009	(\$95,728)	\$0	\$75,235	\$9,450	\$84,685	\$218,767	(\$134,083)	(\$229,810)
2010	(\$229,810)	\$0	\$95,024	\$3,150	\$98,174	\$218,767	(\$120,593)	(\$350,403)
2011	(\$350,403)	\$0	\$105,267	\$29,700	\$134,967	\$218,767	(\$83,801)	(\$434,204)
2012	(\$434,204)	\$0	\$110,586	\$0	\$110,586	\$218,767	(\$108,181)	(\$542,385)
2013	(\$542,385)	\$0	\$139,327	\$45,000	\$184,327	\$218,767	(\$34,440)	(\$576,826)
2014	(\$576,826)	\$0	\$142,810	\$45,000	\$187,810	\$218,767	(\$30,957)	(\$607,783)
2015	(\$607,783)	\$0	\$187,731	\$37,800	\$225,531	\$218,767	\$6,763	(\$601,020)
2016	(\$601,020)	\$0	\$234,808	\$27,900	\$262,708	\$218,767	\$43,941	(\$557,079)
2017	(\$557,079)	\$0	\$277,171	\$22,500	\$299,671	\$218,767	\$80,904	(\$476,175)
2018	(\$476,175)	\$0	\$311,709	\$0	\$311,709	\$218,767	\$92,942	(\$383,234)
2019	(\$383,234)	\$0	\$342,323	\$22,500	\$364,823	\$218,767	\$146,056	(\$237,178)
2020	(\$237,178)	\$0	\$350,881	\$0	\$350,881	\$218,767	\$132,114	(\$105,064)
2021	(\$105,064)	\$0	\$383,630	\$0	\$383,630	\$218,767	\$164,863	\$59,799
2022	\$59,799	\$0	\$393,221	\$0	\$393,221	\$218,767	\$174,454	\$234,253
2023	\$234,253	\$0	\$403,051	\$0	\$403,051	\$218,767	\$184,284	\$418,537
Total		\$75,960	\$3,716,599	\$360,000	\$4,152,559	\$3,734,023		
*Taken fro	Taken from Debt Service Schedules							

### ATTACHMENT #7

#### Business Park Research Brillion Feasibility Study

Municipality	Incentives	Industrial \$ per Acre	Negotiable	Assess for Sewer/ H20
Appleton	Usually write down cost of land. Have provided some development incentives to large businesses in the past. Had a total development incentive "pot" of \$500,000.	\$35,000- \$45,000	Y	Bus. pays for lateral, no hook-up fee, no assessment for lines in street.
Neenah	Usually don't provide incentives. Have written down cost of land in the past (not frequent). Mostly use \$ for infrastructure & organization of park.	\$25,000 - \$30,000	Y	Bus. pays for lateral, no assessment for lines in street.
Menasha	Have not provided any TIF incentives yet. Use \$ for infrastructure. Are willing to write down cost of land.	\$25,000 - \$35,000	Y	Bus. pays for lateral, no assessment for lines in street.
Shiocton	Use \$ for infrastructure.	negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Little Chute	Use money for infrastucture (sewer, water, lighting, streets) & to establish industrial park. Might do cost write-down on land if business provides a large increment.	\$3,000 - \$25,000	Y	Bus. pays for lateral, no assessment for lines in street.
Kimberly	Business Park is privately owned. Not municipal.	\$50,000 - \$80,000	Y	?
Kaukauna	Use \$ for infrastructure. Write down cost of land.	\$13,750 - \$38,000	Y	Bus. pays for lateral, no assessment for lines in street.
Waupaca	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Manawa	Use \$ for infrastructure. Write down cost of land.	\$2,500 - \$5,000	Y	Bus. pays for lateral, no assessment for lines in street.
Marion	Use \$ for infrastructure. Write down cost of land.	\$2,000 - \$7,500	Y	Bus. pays for lateral, no assessment for lines in street.
New London	Use \$ for infrastructure. Write down cost of land.	\$10,000 - \$12,000	Y	Bus. pays for lateral, no assessment for lines in street.
Clintonville	Use \$ for infrastructure. Write down cost of land.	\$3,000 - \$5,000	Y	Bus. pays for lateral, no assessment for lines in street.
Ledgeview	Use \$ for infrastructure. Write down cost of land.	\$840,000	Y	Bus. pays for lateral, no assessment for lines in street.
Green Bay	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Green Bay	Use \$ for infrastructure. Write down cost of land.	\$5,000	Y	Bus. pays for lateral, no assessment for lines in street.
Green Bay	Use \$ for infrastructure. Write down cost of land.	\$38,900 - \$99,900	Y	Bus. pays for lateral, no assessment for lines in street.
Green Bay	Use \$ for infrastructure. Write down cost of land.	\$30,000 - \$50,000	Y	Bus. pays for lateral, no assessment for lines in street.
Chilton	Use \$ for infrastructure. Write down cost of land.	\$13,000	Y	Bus. pays for lateral, no assessment for lines in street.
Chilton	Use \$ for infrastructure. Write down cost of land.	\$2,000	Y	Bus. pays for lateral, no assessment for lines in street.
New Holstein	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Kewaunee	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Francis Creek	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Manitowoc	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Two Rivers	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Two Rivers	Use \$ for infrastructure. Write down cost of land.	Negotiable	Y	Bus. pays for lateral, no assessment for lines in street.
Sheboygan	Use \$ for infrastructure. Write down cost of land.	\$17,500	Y	Bus. pays for lateral, no assessment for lines in street.