DELRAY BEACH CRA
WEST ATLANTIC PROPERTIES

MEASUREMENT OF ECONOMIC IMPACTS OF PROPOSALS FOR DEVELOPMENT

DECEMBER 2018

PMG Associates, Inc.

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INTRODUCTION

The firm of PMG Associates, Inc. (PMGA) has been engaged by the Delray Beach CRA to determine the economic impact of six proposals submitted to the CRA to develop the property known as the West Atlantic Properties. The properties are bordered on the North by Atlantic Avenue, the East by Southwest 6 Avenue and the West by SW 9 Avenue. The southern border is irregular and cannot be described here.

The proposals were received by the CRA from the following organizations:

- BH3
- Jones/New Urban Delray
- Kayne Anderson
- Land America
- Prime Investors and Developers
- Uptown Atlantic LLC

This analysis will address three aspects of the proposals including: (1) measure the financial stability of the firms; (2) measure the economic impact of the proposals including funds accruing to the CRA, the General Fund of the City of Delray Beach and the local economy: and (3) determine the feasibility of the development scenarios. This review does not address planning issues that may occur.

1. DEVELOPMENT PROGRAM

The six proposals vary in scope and operation, with individual approaches to utilizing the space and meeting the needs of the CRA. A summary of the scenarios follows.

1.1 BH3

<u>Total Development Scenario:</u>

Retail:	43,300 Square Feet
Grocery:	33,000 Square Feet
Office:	21,600 Square Feet
Residential:	165 Rental Units (plus pool and amenities) (12 units Workforce Housing offsite)
Parking:	744 Structured and Surface

<u>Proposed Terms:</u>
No compensation for the land.

Compensation from the CRA/City:

Incentives have been requested in the amount of $13,574,125.

1.2 Jones/New Urban

Total Development Scenario:

Retail:	4,000 Square Feet
Grocery:	22,000 Square Feet
Office:	13,200 Square Feet (including medical and clinic)
Residential:	224 units, 194 Rental Units, 30 For Sale units (27 Workforce Housing)
Parking:	428 Surface Lots

Proposed Terms:
Land purchase of $4 million.

Compensation from the CRA/City:
Incentives have been requested based on the allowable amount by the CRA (assumed to be $350,000).

1.3 Kayne Anderson

Total Development Scenario:

Retail:	25,000 Square Feet
Grocery:	20,000 Square Feet
Office:	50,000 Square Feet
Residential:	142 Rental Units (The proposer notes that they are working with the Housing Authority with 54 For Sale units off of this property)
Parking:	522 Structured and Surface Lots

Proposed Terms:
Land purchase of $4 million.

Compensation from the CRA/City:
Incentives are not anticipated from the CRA.

1.4 Land America

Total Development Scenario:

Retail:	23,000 Square Feet
Grocery:	20,300 Square Feet
Residential:	218 Rental Units (44 Workforce Housing)
Parking:	583 Structured and Surface Lots

Proposed Terms:

Land purchase of $4.2 million.

Compensation from the CRA/City:

Incentives are not anticipated from the CRA.

1.5 Prime

Total Development Scenario:

Retail:	19,000 Square Feet
Grocery:	22,000 Square Feet
Office:	32,000 Square Feet
Hotel:	117 room (Extended Stay)
Residential:	94 Rental Units (24 Workforce Housing)
Parking:	544 Structured and Surface Lots

Proposed Terms:

Land purchase of $4 million.

Compensation from the CRA/City:

Incentives have been requested based on the DIA amount by the CRA.

1.6 Uptown Delray

Total Development Scenario:

Retail:	29,830 Square Feet
Grocery:	19,662 Square Feet
Office:	22,498 Square Feet
Residential:	112 Rental Units (22 Workforce Housing)
Parking:	390 Surface Lots

Proposed Terms:

Land purchase of $4,150,000.

Compensation from the CRA/City:

Incentives have been requested based on the DIA amount by the CRA.

2. FINANCIAL CAPABILITY

The scope of work for PMG Associates (PMGA) includes the review of Financial Statements of the proposers to insure that they have the financial security to complete the project. PMGA contacted each of the firms and requested a meeting to review the documents. It was made clear that the actual numbers would remain confidential and these figures would not be made public. Representatives of PMGA even offered to sign an Non-Disclosure Agreement if required.

PMGA completed a review of the Financial Statements provided by five or the six proposers. Financial Statements were requested for the past three years. However, a full three years' of data was not available in all cases. In addition to regular Financial Statements, examination of cash accounts and Tax Returns was also conducted. One proposer (Land America) declined to provide financial statements for review. It is not possible for PMG Associates to offer an opinion on the Financial Position of Land America.

Four Accounting measures were chosen to review the Financial Statements. These measures are basic analyses of Financial Statements and also reflect the ability of the company to operate in the specific industry of development, construction and operation of Real Estate. The measures and their descriptions are as follows:

Current Ratio

The ratio, which is a measure of Liquidity, is defined as Current Assets divided by Current Liabilities and identifies the coverage of debt that is due in the short term by assets that are on-hand. The firm should at least have a ratio of 1, which signifies that the Current Liabilities can easily be paid. For the Real Estate industry, a ratio much higher than 1 is not necessary.

Rate of Return on Assets

This factor, measuring Profitability, is defined as Net Income divided by Total Assets. This measure looks to determine if the firm is making a reasonable return on their investment. The measure is expressed as a percentage and the typical return for the industry and the region must be considered.

Debt to Total Assets

This ratio is a coverage ratio and is the amount owed (Debt) divided by Total Assets. This measure determines if the company can pay off all of its debts if the firm is liquidated. A rate over 100% indicated that the company has more Debt than Assets and cannot meet its obligations without an infusion of funds.

Debt to Equity Ratio

A measure of leverage, this ratio is defined as debt divided by equity.

RESULTS OF THE ANALYSIS

Current Ratio

Two firms did not have any Current Liabilities. The remaining firms had coverage of Current Liabilities of 7 to 16 times based on Current Assets. All of the five firms reviewed would rate excellent in this category.

Rate of Return on Assets

All firms rated excellent in that category with Rates of Return significant.

Debt to Total Assets

The amount of Debt held by the firms comprises between 7% and 10% which is excellent. One firm has no Debt so coverage of debt is not an issue.

Debt to Equity

The amount of Debt held by the firms comprises between 9.5% and 13.8% of Equity which is excellent. One firm has no Debt so coverage of debt is not an issue.

Cash on Hand

All firms have sufficient Cash Reserves to meet their equity portion of the financing for this project

Summary

All of the proposers examined have sufficient financial background to complete this project. The ratios are found in the table on the next page.

TABLE 1
ACCOUNTING RATIOS

Ratio	BH3	Jones/New Urban	Kayne Anderson	Prime	Uptown Delray
Current Ratio (coverage of Current Liabilities)	0 (No Current Liabilities)	0 (No Current Liabilities)	16.3 times coverage	7.4 times coverage	9.0 times coverage
Rate of Return on Assets	432.47%	4.68%	0.94%	3.26%	4.03%
Debt to Total Assets	0 (No Debt	8.60%	9.90%	7.44%	8.30%
Debt to Equity	0 (No Debt	9.50%	10.50%	13.85%	12.1%
Cash on Hand* (specific numbers are not presented due to confidentiality)	Sufficient for project purposes	Sufficient for project purposes	Sufficient for project purposes	Sufficient for project purposes	Sufficient for project purposes

Land America did not provide Financial Statements so no analysis was performed.

REVENUE IMPACT TO THE CRA

Two revenue sources exist for the CRA from this project. The first is the reimbursement for the property collected through the sale of the land. The second amount is the annual TIF generated by the increased Taxable Value of the completed development which is received each year of the life of the CRA.

Five of the six proposers offered a purchase price for the property. One of the proposers did not include a purchase price. The five offers are generally equal in value with the highest offer 5% more than the majority of the proposals. The purchase prices stipulated in the proposals are found in the following table.

TABLE 2
PURCHASE PRICE INCLUDED IN THE PROPOSAL

Proposer	Purchase Price
BH3	$ 0
Jones/New Urban	$4,000,000
Kayne Anderson	$4,000,000
Land America	$4,200,000
Prime Developers	$4,000,000
Uptown Delray LLC	$4,150,000

Some of the proposers did not separate contingencies from the estimated Hard Costs. In this event, an assumption was made that the contingencies was 20% of the cost. To arrive at the Taxable Value, methods used by the Palm Beach County Property Appraiser's Office were evaluated. Typically, the initial valuation of an income producing asset will be at 85% of Hard Costs of the project. For this valuation, the 85% of the construction portion of the Project Cost factor was used.

The next factor is the rate applied for TIF purposes. Under State law, TIF is applied to operating millage rates only. Those rates that apply for Debt Service are excluded. Additionally, millage rates for School Districts and those taxing authorities that cross county boundaries are also exempt. Under the agreement in Palm Beach County, the Children's Services millage rate is also exempt. The millage rates that apply for TIF purposes are the current City and County Operation Millage, which totals 11.5426 mills (City @ 6.7611 and County @ 4.7815). It is assumed that all taxpayers will exercise the Discount for early payment of taxes.

The TIF amount is further reduced by the 5% Administrative Charge that is retained by the City and County.

The Taxable Values are projected to grow at a rate of 4%. Additional figures are presented for the Present Value of the revenue using a Discount Rate of 3.5%.

TABLE 3
TIF GENERATION BASED ON PROJECT VALUES SUBMITTED IN THE PROPOSALS

Proposer	Purchase Price
BH3*	$9,893,492
Jones/New Urban	$5,906,853
Kayne Anderson	$6,325,891
Land America	$5,959,931
Prime Developers	$6,389,515
Uptown Delray LLC	$6,526,751

*Note: Generally, the proposals included a similar density for the project. Five of the six proposals had Taxable Values that were also similar in nature. One proposer (BH3) included an estimated project cost much higher than the other proposers. Representatives of the firm stated that they were conservative in the cost estimates to not undervalue the project. Table 10 lists the impacts based on the proposal submitted. If the Taxable Value was projected in the range of the other proposals, the Net Return would be approximately $3.0 million less.

Total Return

TABLE 4
TOTAL RETURN PURCHASE PRICE PLUS TIF LESS INCENTIVES

Proposer	Total Return
BH3*	-$ 3,806,508
Jones/New Urban	$ 9,556,853
Kayne Anderson	$10,325,891
Land America	$10,159,931
Prime Developers	$10,139,515
Uptown Delray LLC	$10,426,751

- BH3 requested incentives of $13.7 million, which is less than the TIF generation

2. IMPACT ON THE LOCAL ECONOMY

The impact on the general economy is generated through several items that accrue differently for each proposal. The items considered for this analysis include:

- Employment
- Employee Spending
- Sales Tax

Employment:

The projection of employment was performed using standard rates of number of employees per square foot or seating. These rates are for estimation purposes and reflect the typical conditions in the area. In addition, the employment measures Full Time Equivalent (FTE) persons. In the service industries, many employees are not full time and each person that is employed at the location may not be a FTE. This analysis makes this measurement for consistency and applicability.

The rates used for the calculation are as follows:

Office – 1 employee per each 250 square feet
Retail - 1 employee per each 350 square feet

TABLE 5
EMPLOYMENT PROJECTIONS

Proposer	Office	Retail	Residential	Hotel	Total
BH3	86	218	6	0	310
Jones/New Urban	53	47	7	0	107
Kayne Anderson	200	126	5	0	331
Land America	0	124	8	0	132
Prime Developers	128	117	4	10	259
Uptown Delray LLC	90	141	4	0	235

Employee Spending:

Additional economic impact is derived from the retail spending by employees of the elements of the overall development. Chief among this category is spending by office workers since they generally are higher paid and must normally go outside of the office for items such as lunch. The best source of data for this activity is a study conducted by the International Council of Shopping Centers. A report titled "*Office-Worker Retail Spending in a Digital Age*" measured the spending by office workers by location, employment category and type of spending. The study concluded that office workers spend approximately $214 per week on all expenses, with $112 per week in close vicinity to their office building. There is no separate study for spending by Retail workers available. However, the spending by Clerical and Administrative workers can be adapted to equate to this spending. For this study, the spending amount to be considered is a total of $92 per week with $62 per week spent in the vicinity of the workplace.

TABLE 6
ESTIMATES OF EMPLOYEE SPENDING – IMMEDIATE AREA OF THE PROJECT

Proposer	Office Generation	Retail /Residential/Hotel Generation	Total Generation
BH3	$ 481,600	$694,400	$1,176,000
Jones/New Urban	$ 296,800	$167,400	$ 464,200
Kayne Anderson	$1,120,000	$406,100	$1,526,100
Land America	$ 0	$132,000	$ 132,000
Prime Developers	$ 716,800	$406,100	$1,122,900
Uptown Delray LLC	$5 04,000	$449,500	$ 953,500

Retail Sales by Residents:

The residents of the projects will also participate in the economy of the community based on the Retail Sales by this group. Retail Sales spending per household was obtained from Environics Analytics (a nationally recognized supplier of marketing data) for the general area of the project. This figure is listed at $13,422 per household annually. For the projects the summary of the results follow.

TABLE 7
RETAIL SALES BY RESIDENTS

Proposer	Annual Retail Sales by Residents
BH3	$2,431,605
Jones/New Urban	$3,301,088
Kayne Anderson	$2,092,654
Land America	$3,212,666
Prime Developers	$1,385,278
Uptown Delray LLC	$1,650,544

Sales Taxes:

Sales Taxes are collected on the retail and leisure activities of the population and visitors. The Tax is applied to all sales and leases at a rate of 7%, which is collected by the State of Florida.)ne cent of the Sales Tax is remitted to Palm Beach County.

Sales Taxes are estimates based on the following factors.

- Estimated sales in the Retail and Restaurant component
- Only a portion of Grocery Sales are taxable since food is exempt in Florida

TABLE 8
SALES TAXES GENERATED FROM THE PROJECT

Proposer	Annual Sales Taxes - State	Annual Sales Taxes - County
BH3	$984,696	$164,116
Jones/New Urban	$309,665	$ 51,611
Kayne Anderson	$611,559	$101,927
Land America	$643,300	$107,217
Prime Developers	$464,717	$ 77,453
Uptown Delray LLC	$671,292	$111,882

Revenues to the City of Delray Beach

The City of Delray Beach will also benefit from the new projects. Revenues are generated from several sources including:

- Franchise Fees
- Utility Taxes
- Communications Service Taxes
- Stormwater Fees
- Intergovernmental Revenues such as State Shared Revenue and Gas Tax
- The 5% Administrative Fee from Increment Ad Valorem Taxes

These revenue sources have been examined and projections made based on the year of full operation of the individual projects. The results are found in Table 9.

TABLE 9
CITY OF DELRAY BEACH REVENUE GENERATION – ANNUAL

Proposer	Annual City Revenue Collected
BH3	$135,350
Jones/New Urban	$ 96,600
Kayne Anderson	$121,639
Land America	$ 97,522
Prime Developers	$101,542
Uptown Delray LLC	$ 95,123

4. ABSORPTION OF UNITS/SQUARE FOOTAGE

One of the significant questions concerning the proposals is the ability of the developer to occupy the elements of the project. Absorption of the square footage is then crucial to determining the viability of the project and impact on Delray Beach. Each of the elements will be discussed independently.

Office:

Demand for office space is very geographically dependent and reporting services typically generate statistics for wider areas. Several research services were examined to determine the overall demand for office space in the Delray Beach area. These services include Marcus and Millichap, Colliers and CBRE. Each source notes that vacancy rates have fallen dramatically over the past five years and CBRE confirms that the current vacancy rate for the County is 13.5% and for Delray Beach at 13.2% (Most sources consider 10% full occupancy). In addition, lease rates have increased as dramatically over the same time frame, rising almost 30% in the past five years.

Absorption rates for the Delray Beach area have 20,500 square feet through the third quarter of 2018. Prorated, the annual rates would be 27,300 square feet.

When reviewing the proposals for the West Atlantic Properties, the amount of office space planned ranges from 0 square feet to 50,000 square feet, with an average of 23,216 square feet. Based on the absorption rates in the area and the lack of office space in the vicinity of the West Atlantic property, we believe that all office space could be absorbed within a period of two years. Several of the proposers have letters of intent and may lease the office space within one year.

The only exception is the proposal from Kayne Anderson with 50,000 square feet. Unless the proposer has definite agreements in place, this scenario may take a period of two to three years to fully lease up.

Based on this information, we conclude that the office space will be readily absorbed by the business community.

Retail:

Vacancy rates for retail in Palm Beach County were reviewed to determine the demand. No specific analysis for the Delray Beach area is available to assess the conditions that exist in the immediate area. When reviewing the reports from the commercial real estate research firms, it is clear that the market for retail space is very strong.

Reports from CBRE confirm that for the past five years absorption has far outpaced new completions. Vacancy Rates have fallen 11.5% during this time frame and lease rates have increased nearly 12%.

When reviewing the proposals for the West Atlantic Properties, each proposal addresses the need for a Grocery, and a few have letters of intent from prospective tenants. For non-Grocery Retail, the approaches differ with the amount of space ranging from 4,000 square feet to 43,300 square feet, with an average of just over 24,000 square feet. All proposers should lease the retail space within one to two years
Based on this information, we conclude that the retail space will be readily absorbed by the business community.

Residential:

The first step in the analysis of demand for the residential segments of the projects was review of growth projections for the immediate area. A good data source is Environics Analytics, which prepares demographic and market data nationally. For this property, we chose a specific geographic area defined as a 15 minute "Drive Time" from the property site. This area was chosen since the average time from workers to travel to work in Palm Beach County is 25 minutes. The shorter drive time was selected in order to be conservative.

Projections for the next five years indicate a growth of 10,771 units in that time frame. The proposals vary in scale ranging from 94 units to 224 units with an average of 159. Considering the total demand for the market area, the proposals equate to approximately 1.5% of the overall demand.

Workforce Housing is another element that id required in the RFP. Each of the proposers address this issue differently with two proposing offsite accommodation for Workforce Housing. Another analysis completed by PMG Associates has determined that the need for Workforce Housing in Delray Beach is 297 units over the next five years. In the larger Market Area the need for Workforce Housing is 1,334 units.

Absorption for the residential segment should occur within one to two years.

Based on this data, we conclude that there is a demand for the residential units in these projects.

Hotel:

One proposer has included an extended stay hotel comprised of 117 rooms. Demand for hotel units is based on the occupancy rates as well as average daily rates for the hotel rooms. In Palm Beach County the average annual occupancy rate has climbed to approximately 78% over the past few years. This figure indicates an increasing use of the hotel rooms as based on the average occupancy of 68% five years ago. Room rates have also increased over that time frame indicating a strong market.

Based on this data, we conclude that there is a demand for the hotel use in this project

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TABLE 10
SUMMARY OF IMPACTS AS PROPOSED

	BH3	Jones/New Urban	Kayne Anderson	Land America	Prime	Uptown Delray
Revenue CRA						
Land Purchase	$0	$4,000,000	$4,000,000	$4,200,000	$4,000,000	$4,150,000
TIF NPV 20 Years	$9,893,492	$5,906,853	$6,325,891	$5,959,931	$6,389,515	$6,526,751
Total Return	$9,893,492	$9,906,853	$10,325,891	$10,159,931	$10,389,515	$10,676,751
Less Incentives	$13,700,000	$350,000	$0	$0	$250,000	$250,000
Net Return	-$3,806,508	$9,556,853	$10,325,891	$10,159,931	$10,139,515	$10,426,751
Employment Impacts						
Employment	310	107	331	132	259	235
Employee Spending	$1,176,000	$464,200	$1,526,000	$132,000	$1,122,900	$953,500
Impact from Residents						
Annual Retail Sales	$2,431,605	$3,301,088	$2,092,654	$3,212,666	$1,385,278	$1,650,544
City Revenues						
Annual	$135,350	$96,600	$121,639	$97,522	$101,542	$95,123
Sales/Use Taxes						
Annual State	$984,696	$309,665	$611,559	$643,300	$464,717	$671,292
Annual County	$164,116	$51,611	$101,927	$107,217	$77,453	$111,882
Annual Bed Tax	$0	$0	$0	$0	$326,700	$0

TABLE A-1
BH3
REVENUE GENERATION

Period	Year	Taxable Value	Incremental Value	Incremental Taxes	Total TIF	Present Value	Purchase Payment	NPV Total Revenue	
1	2019	$0	$0	$0	$0	$0	$0	$0	1
2	2020	$4,000,000	$3,511,938	$38,915	$36,970	$35,719	$0	$35,719	0.966184
3	2021	$4,000,000	$3,511,938	$38,915	$36,970	$34,512	$0	$34,512	0.933511
4	2022	$58,903,179	$58,415,117	$647,292	$614,927	$554,629	$0	$554,629	0.901943
5	2023	$61,259,306	$60,771,244	$673,400	$639,730	$557,488	$0	$557,488	0.871442
6	2024	$63,709,678	$63,221,616	$700,552	$665,525	$560,354	$0	$560,354	0.841973
7	2025	$66,258,066	$65,770,004	$728,791	$692,351	$563,228	$0	$563,228	0.813501
8	2026	$68,908,388	$68,420,326	$758,159	$720,251	$566,110	$0	$566,110	0.785991
9	2027	$71,664,724	$71,176,662	$788,701	$749,266	$569,001	$0	$569,001	0.759412
10	2028	$74,531,313	$74,043,251	$820,466	$779,442	$571,901	$0	$571,901	0.733731
11	2029	$77,512,565	$77,024,503	$853,501	$810,825	$574,809	$0	$574,809	0.708919
12	2030	$80,613,068	$80,125,006	$887,857	$843,464	$577,727	$0	$577,727	0.684946
13	2031	$83,837,590	$83,349,528	$923,587	$877,408	$580,654	$0	$580,654	0.661783
14	2032	$87,191,094	$86,703,032	$960,747	$912,710	$583,591	$0	$583,591	0.639404
15	2033	$90,678,738	$90,190,676	$999,393	$949,424	$586,537	$0	$586,537	0.617782
16	2034	$94,305,887	$93,817,825	$1,039,586	$987,606	$589,493	$0	$589,493	0.596891
17	2035	$98,078,123	$97,590,061	$1,081,385	$1,027,316	$592,459	$0	$592,459	0.576706
18	2036	$102,001,248	$101,513,186	$1,124,857	$1,068,614	$595,436	$0	$595,436	0.557204
19	2037	$106,081,298	$105,593,236	$1,170,068	$1,111,564	$598,423	$0	$598,423	0.538361
20	2038	$110,324,550	$109,836,488	$1,217,087	$1,156,232	$601,421	$0	$601,421	0.520156
						$9,893,492		$9,893,492	

TABLE A-2
JONES/NEW URBAN
REVENUE GENERATION

Period	Year	Taxable Value	Incremental Value	Incremental Taxes	Total TIF	Present Value	Purchase Payment	NPV Total Revenue	
1	2019	$0	$0	$0	$0	$0	$4,000,000	$4,000,000	1
2	2020	$4,000,000	$3,511,938	$38,915	$36,970	$35,719	$0	$35,719	0.966184
3	2021	$4,000,000	$3,511,938	$38,915	$36,970	$34,512	$0	$34,512	0.933511
4	2022	$12,651,231	$12,163,169	$134,779	$128,040	$115,485	$0	$115,485	0.901943
5	2023	$37,953,719	$37,465,657	$415,153	$394,395	$343,693	$0	$343,693	0.871442
6	2024	$39,471,868	$38,983,806	$431,975	$410,377	$345,526	$0	$345,526	0.841973
7	2025	$41,050,742	$40,562,680	$449,471	$426,997	$347,363	$0	$347,363	0.813501
8	2026	$42,692,772	$42,204,710	$467,666	$444,283	$349,202	$0	$349,202	0.785991
9	2027	$44,400,483	$43,912,421	$486,589	$462,260	$351,045	$0	$351,045	0.759412
10	2028	$46,176,502	$45,688,440	$506,269	$480,955	$352,892	$0	$352,892	0.733731
11	2029	$48,023,562	$47,535,500	$526,736	$500,399	$354,742	$0	$354,742	0.708919
12	2030	$49,944,505	$49,456,443	$548,022	$520,621	$356,597	$0	$356,597	0.684946
13	2031	$51,942,285	$51,454,223	$570,159	$541,651	$358,456	$0	$358,456	0.661783
14	2032	$54,019,977	$53,531,915	$593,182	$563,522	$360,319	$0	$360,319	0.639404
15	2033	$56,180,776	$55,692,714	$617,125	$586,269	$362,186	$0	$362,186	0.617782
16	2034	$58,428,007	$57,939,945	$642,027	$609,925	$364,059	$0	$364,059	0.596891
17	2035	$60,765,127	$60,277,065	$667,924	$634,528	$365,936	$0	$365,936	0.576706
18	2036	$63,195,732	$62,707,670	$694,857	$660,114	$367,818	$0	$367,818	0.557204
19	2037	$65,723,561	$65,235,499	$722,868	$686,724	$369,706	$0	$369,706	0.538361
20	2038	$68,352,504	$67,864,442	$751,999	$714,399	$371,599	$0	$371,599	0.520156
						$5,906,853		$9,906,853	

TABLE A-3
KAYNE ANDERSON
REVENUE GENERATION

Period	Year	Taxable Value	Incremental Value	Incremental Taxes	Total TIF	Present Value	Purchase Payment	NPV Total Revenue	
1	2019	$0	$0	$0	$0	$0	$4,000,000	$4,000,000	1
2	2020	$4,000,000	$3,511,938	$38,915	$36,970	$35,719	$0	$35,719	0.966184
3	2021	$4,000,000	$3,511,938	$38,915	$36,970	$34,512	$0	$34,512	0.933511
4	2022	$4,000,000	$3,511,938	$38,915	$36,970	$33,345	$0	$33,345	0.901943
5	2023	$41,246,250	$40,758,188	$451,637	$429,055	$373,897	$0	$373,897	0.871442
6	2024	$42,896,100	$42,408,038	$469,919	$446,423	$375,876	$0	$375,876	0.841973
7	2025	$44,611,944	$44,123,882	$488,932	$464,486	$377,859	$0	$377,859	0.813501
8	2026	$46,396,422	$45,908,360	$508,706	$483,270	$379,846	$0	$379,846	0.785991
9	2027	$48,252,279	$47,764,217	$529,270	$502,807	$381,837	$0	$381,837	0.759412
10	2028	$50,182,370	$49,694,308	$550,657	$523,125	$383,833	$0	$383,833	0.733731
11	2029	$52,189,665	$51,701,603	$572,900	$544,255	$385,833	$0	$385,833	0.708919
12	2030	$54,277,251	$53,789,189	$596,032	$566,231	$387,837	$0	$387,837	0.684946
13	2031	$56,448,341	$55,960,279	$620,090	$589,086	$389,847	$0	$389,847	0.661783
14	2032	$58,706,275	$58,218,213	$645,110	$612,854	$391,862	$0	$391,862	0.639404
15	2033	$61,054,526	$60,566,464	$671,131	$637,574	$393,882	$0	$393,882	0.617782
16	2034	$63,496,707	$63,008,645	$698,192	$663,283	$395,907	$0	$395,907	0.596891
17	2035	$66,036,575	$65,548,513	$726,336	$690,019	$397,938	$0	$397,938	0.576706
18	2036	$68,678,038	$68,189,976	$755,606	$717,826	$399,975	$0	$399,975	0.557204
19	2037	$71,425,160	$70,937,098	$786,047	$746,744	$402,018	$0	$402,018	0.538361
20	2038	$74,282,166	$73,794,104	$817,705	$776,820	$404,067	$0	$404,067	0.520156
						$6,325,891		$10,325,891	

TABLE A-4
LAND AMERICA
REVENUE GENERATION

Period	Year	Taxable Value	Incremental Value	Incremental Taxes	Total TIF	Present Value	Purchase Payment	NPV Total Revenue	
1	2019	$0	$0	$0	$0	$0	$4,200,000	$4,200,000	1
2	2020	$4,000,000	$3,511,938	$38,915	$36,970	$35,719	$0	$35,719	0.966184
3	2021	$4,000,000	$3,511,938	$38,915	$36,970	$34,512	$0	$34,512	0.933511
4	2022	$35,461,181	$34,973,119	$387,533	$368,157	$332,056	$0	$332,056	0.901943
5	2023	$36,879,628	$36,391,566	$403,251	$383,089	$333,840	$0	$333,840	0.871442
6	2024	$38,354,813	$37,866,751	$419,598	$398,618	$335,625	$0	$335,625	0.841973
7	2025	$39,889,006	$39,400,944	$436,598	$414,768	$337,414	$0	$337,414	0.813501
8	2026	$41,484,566	$40,996,504	$454,278	$431,564	$339,205	$0	$339,205	0.785991
9	2027	$43,143,949	$42,655,887	$472,665	$449,032	$341,000	$0	$341,000	0.759412
10	2028	$44,869,707	$44,381,645	$491,788	$467,199	$342,798	$0	$342,798	0.733731
11	2029	$46,664,495	$46,176,433	$511,676	$486,092	$344,600	$0	$344,600	0.708919
12	2030	$48,531,075	$48,043,013	$532,360	$505,742	$346,406	$0	$346,406	0.684946
13	2031	$50,472,318	$49,984,256	$553,870	$526,177	$348,215	$0	$348,215	0.661783
14	2032	$52,491,211	$52,003,149	$576,241	$547,429	$350,029	$0	$350,029	0.639404
15	2033	$54,590,859	$54,102,797	$599,507	$569,532	$351,847	$0	$351,847	0.617782
16	2034	$56,774,493	$56,286,431	$623,704	$592,519	$353,669	$0	$353,669	0.596891
17	2035	$59,045,473	$58,557,411	$648,869	$616,425	$355,496	$0	$355,496	0.576706
18	2036	$61,407,292	$60,919,230	$675,040	$641,288	$357,328	$0	$357,328	0.557204
19	2037	$63,863,584	$63,375,522	$702,258	$667,145	$359,165	$0	$359,165	0.538361
20	2038	$66,418,127	$65,930,065	$730,564	$694,036	$361,007	$0	$361,007	0.520156
						$5,959,931		$10,159,931	

TABLE A-5
PRIME
REVENUE GENERATION

Period	Year	Taxable Value	Incremental Value	Incremental Taxes	Total TIF	Present Value	Purchase Payment	NPV Total Revenue	
1	2019	$0	$0	$0	$0	$0	$4,000,000	$4,000,000	1
2	2020	$4,000,000	$3,511,938	$38,915	$36,970	$35,719	$0	$35,719	0.966184
3	2021	$4,000,000	$3,511,938	$38,915	$36,970	$34,512	$0	$34,512	0.933511
4	2022	$38,021,283	$37,533,221	$415,902	$395,107	$356,364	$0	$356,364	0.901943
5	2023	$39,542,134	$39,054,072	$432,754	$411,116	$358,264	$0	$358,264	0.871442
6	2024	$41,123,820	$40,635,758	$450,281	$427,767	$360,168	$0	$360,168	0.841973
7	2025	$42,768,772	$42,280,710	$468,508	$445,083	$362,075	$0	$362,075	0.813501
8	2026	$44,479,523	$43,991,461	$487,465	$463,092	$363,986	$0	$363,986	0.785991
9	2027	$46,258,704	$45,770,642	$507,180	$481,821	$365,900	$0	$365,900	0.759412
10	2028	$48,109,052	$47,620,990	$527,683	$501,299	$367,819	$0	$367,819	0.733731
11	2029	$50,033,415	$49,545,353	$549,007	$521,557	$369,741	$0	$369,741	0.708919
12	2030	$52,034,751	$51,546,689	$571,184	$542,624	$371,668	$0	$371,668	0.684946
13	2031	$54,116,141	$53,628,079	$594,247	$564,535	$373,600	$0	$373,600	0.661783
14	2032	$56,280,787	$55,792,725	$618,233	$587,322	$375,536	$0	$375,536	0.639404
15	2033	$58,532,018	$58,043,956	$643,179	$611,020	$377,477	$0	$377,477	0.617782
16	2034	$60,873,299	$60,385,237	$669,123	$635,666	$379,423	$0	$379,423	0.596891
17	2035	$63,308,231	$62,820,169	$696,104	$661,299	$381,375	$0	$381,375	0.576706
18	2036	$65,840,560	$65,352,498	$724,164	$687,956	$383,332	$0	$383,332	0.557204
19	2037	$68,474,183	$67,986,121	$753,347	$715,680	$385,294	$0	$385,294	0.538361
20	2038	$71,213,150	$70,725,088	$783,697	$744,512	$387,262	$0	$387,262	0.520156
						$6,389,515		$10,389,515	

TABLE A-6
UPTOWN DELRAY
REVENUE GENERATION

Period	Year	Taxable Value	Incremental Value	Incremental Taxes	Total TIF	Present Value	Purchase Payment	NPV Total Revenue	
1	2019	$0	$0	$0	$0	$0	$4,150,000	$4,150,000	1
2	2020	$4,000,000	$3,511,938	$38,915	$36,970	$35,719	$0	$35,719	0.966184
3	2021	$35,567,718	$35,079,656	$388,714	$369,278	$344,725	$0	$344,725	0.933511
4	2022	$36,990,427	$36,502,365	$404,479	$384,255	$346,576	$0	$346,576	0.901943
5	2023	$38,470,044	$37,981,982	$420,874	$399,831	$348,429	$0	$348,429	0.871442
6	2024	$40,008,846	$39,520,784	$437,926	$416,029	$350,286	$0	$350,286	0.841973
7	2025	$41,609,199	$41,121,137	$455,659	$432,876	$352,145	$0	$352,145	0.813501
8	2026	$43,273,567	$42,785,505	$474,102	$450,397	$354,008	$0	$354,008	0.785991
9	2027	$45,004,510	$44,516,448	$493,282	$468,618	$355,874	$0	$355,874	0.759412
10	2028	$46,804,690	$46,316,628	$513,230	$487,568	$357,744	$0	$357,744	0.733731
11	2029	$48,676,878	$48,188,816	$533,975	$507,276	$359,618	$0	$359,618	0.708919
12	2030	$50,623,953	$50,135,891	$555,551	$527,773	$361,496	$0	$361,496	0.684946
13	2031	$52,648,911	$52,160,849	$577,989	$549,089	$363,378	$0	$363,378	0.661783
14	2032	$54,754,868	$54,266,806	$601,325	$571,259	$365,265	$0	$365,265	0.639404
15	2033	$56,945,062	$56,457,000	$625,594	$594,314	$367,157	$0	$367,157	0.617782
16	2034	$59,222,865	$58,734,803	$650,834	$618,293	$369,053	$0	$369,053	0.596891
17	2035	$61,591,780	$61,103,718	$677,084	$643,230	$370,954	$0	$370,954	0.576706
18	2036	$64,055,451	$63,567,389	$704,384	$669,164	$372,861	$0	$372,861	0.557204
19	2037	$66,617,669	$66,129,607	$732,775	$696,137	$374,773	$0	$374,773	0.538361
20	2038	$69,282,376	$68,794,314	$762,303	$724,188	$376,690	$0	$376,690	0.520156
						$6,526,751		$10,676,751	