Downtown
Revitalization &
Economic
Assistance for
Missouri

Jackson, Missouri

Financial Assistance Review

DREAM Study Area

City of Jackson, Missouri

November 2013

Downtown Revitalization and Economic Assistance for Missouri
D·R·E·A·M
INITIATIVE

Acknowledgments

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Planning Consultant:

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SECTION I

INTRODUCTION

The goal of the Financial Assistance Review, and the underlying assumptions within, is to provide an estimate based on observed market realities within the Jackson real estate and retail markets of the future performance of various financing mechanisms. An objective of the Downtown Revitalization and Economic Assistance for Missouri (DREAM) Initiative is to leverage limited public funding to attract private investment leading to high quality development/redevelopment, business expansion and attraction, new and rehabilitated housing, and job creation. This Financial Assistance Review is intended as a review of existing and potential methods of financing Uptown Jackson development activities within a specific geographic study area. The study area for the Jackson DREAM program is found in Section V on page 79. The mechanisms discussed for this area are not recommendations, but important reference material for the revitalization efforts of the City of Jackson (City), Uptown Jackson Revitalization Organization, and the Jackson Chamber of Commerce (Chamber).

Jackson is the County Seat of Cape Girardeau County and is located just west of Interstate 55 in Southeast Missouri about 110 miles south of St. Louis, Missouri. The City was incorporated in 1814 and was the first community to bear the name of President Andrew Jackson. The settlement began on elevated land between Hubble and Goose creeks. The site was selected to serve as the permanent seat of justice for the Cape Girardeau District. The City was officially laid out in 1815. In 1818 the community of 300 saw the establishment of a federal land office and the first county courthouse. Growth occurred throughout the 1800's, primarily driven by agriculture. By 1884, the population of Jackson had grown to 2,100. Today the City is home to nearly 14,000 people living in over 5,600 households.

The buildings in the central business district played a significant role in the development and growth of the community. The area around the Cape Girardeau County Courthouse is elevated and is known traditionally as Uptown, rather than Downtown, Jackson.

Participants in the DREAM focus groups and respondents to the 2011 DREAM web survey felt that Uptown is moving in the right direction. Focus Group participants had a wide variety of opinions about improvements to Uptown Jackson. However, most participants cited the need to have more vibrant retail available to compete with nearby Cape Girardeau as a priority. Nearly two-thirds of web survey respondents said they visited Uptown at least once a month and respondents indicated this was primarily for "Government/Post Office", "Conducting Business", and "Dining". In general, respondents and Focus Group participants rated the characteristics of Uptown well, but most found entertainment options lacking. These responses indicate that Uptown is a destination for members of the community, but that there is still room for improvement in providing retail, restaurant, and activities. Focus Group participants and survey respondents also wanted to see improvements to buildings, streets and sidewalks, parking, and utilities; specifically to be relocated underground.

The continued revitalization of Uptown Jackson will require the coordination of multiple entities and an infusion of both private and public funds to carry out and sustain the Community's vision. Encouraging the establishment and retention of businesses in Uptown will require projects to improve public infrastructure and enhance the appearance of buildings, as well as provide active and effective marketing for Uptown. The implementation of all of these efforts requires funding for the projects themselves and for an effective organization focused on driving Downtown revitalization forward such as the Uptown Jackson Revitalization Organization.

A lack of financial resources is typically the greatest barrier to implementing a downtown revitalization program. However an engaged community with broad public and private involvement can energize downtown and drive revitalization efforts. There are significant costs associated with revitalization, both in terms of infrastructure and reinvestment of private funds. Traditionally, the public sector focuses on basic infrastructure, parking, and public services while the private sector invests in buildings, businesses, and housing. Coordinating the public and private sector roles helps to leverage limited resources to achieve greater results. Additionally, effective planning integrates the private and public sectors. Involvement in the visioning and prioritization process allows both sectors to reflect upon and address long-range objectives. Many cities in Missouri and throughout the United States, including the City of Jackson, have undertaken public/private partnerships to better impact revitalization efforts.

The Jackson DREAM Initiative has involved community organizations, the public sector, and private businesses in planning for continued revitalization. The DREAM Organizational Structure Review provided an assessment of existing organizational partnerships and recommendations about enhancing the capacity of these partnerships. Key groups identified included the City, Uptown Jackson Revitalization Organization, Chamber, the Jackson Heritage Association (JHA), and the Jackson Industrial Development Company (JIDC). These organizations represent both the public and private sectors and are critical to implementing successful Uptown initiatives. The organizational review recommended a Community Improvement District (CID) as an effective way to provide funding and leadership for Uptown, separate from that provided by the City. The organizational review also includes information regarding a Community Development Corporation (CDC) to include local banks and investors, which will facilitate real estate development activities. Using a CDC has proven effective in many Missouri communities for championing projects and raising the capital from private funding sources required for their completion.

The financing alternatives summarized and quantified herein should not supplant any existing mechanism or financial commitment of the City or its partners in executing programs for Uptown's revitalization. Future commitments from sources such as the City's general fund and capital fund should continue to be an important component in fulfilling the goals and objectives for Uptown Jackson. The application of additional financing mechanisms may be necessary to provide targeted and dedicated funding to accelerate public and private investment. These financing mechanisms, if implemented, will capitalize on future economic activity to support reinvestment in Uptown by offsetting eligible project costs in the DREAM Study Area.

SECTION II

PROJECTS, QUANTITATIVE METHODOLOGY, AND TABLES

A. CITY OF JACKSON PROJECTS

The Financial Assistance Review provides preliminary projections for revenue streams created via potential development and redevelopment projects. The projections address, in a general manner, the possible absorption of vacant space inventoried during the Land Use, Building, and Infrastructure Survey task of the DREAM Initiative and subsequently updated by City staff. For purposes of this analysis, only first-floor vacant space is included. Also, due to market conditions, the profile only includes commercial, retail, and restaurant uses. While the review follows the above parameters, the review also has the ability to include proposed projects as they are identified. Upon completion of the DREAM Retail Market Analysis task, the project redevelopment profile may include a more refined combination of uses, potentially including upper floor residential or office uses. This is contingent on the market realities to be revealed through the Retail Market Analysis, including emerging demographic trends and potential housing demands.

Projects have been identified as part of the DREAM Initiative Focus Groups and web survey. These projects could benefit from the financial assistance mechanisms included in this review. If determined as a priority by the City, each project will require a unique financing plan, which may or may not include the mechanisms in this report. Possible projects include the rehabilitation of historic buildings, streetscape expansion, development of green space, and other infrastructure improvements, including moving utilities underground. Additionally, the Missouri Department of Transportation has plans to improve State Highway 61 through Uptown Jackson. Although this public project is State initiated, there may be opportunities for other City-desired improvements.

To generate funding for potential Uptown projects, this Financial Assistance Review considers the following incentives:

- A CID equal to the boundaries of the DREAM Study Area
- Tax Increment Financing (TIF) regarding a district equal to the boundaries of the DREAM Study Area
- A citywide Local Option Economic Development Sales Tax (EDS)
- A Transportation Development District (TDD) equal to the boundaries of the DREAM Study Area

The projections provided are estimates of future revenue. Any assumptions made regarding projects that are in the planning stages represent estimates of possible future performance. Due to the speculative nature of such projects, details may change along with these projections. Such changes may be substantial and material. For the projections contained herein that address possible outcomes of developed space not yet addressed by specific plans, it is important to take note of the assumptions employed and recognize that these assumptions may need to be changed at the point in time at which any projects are implemented.

B. QUANTITATIVE METHODOLOGY

Assumptions formulated from observations of the Jackson real estate and retail markets provided the base for the financial mechanism projections contained herein. These observations present a baseline scenario on which to apply growth assumptions over time in order to gauge future market performance under certain redevelopment scenarios. The primary variables include real estate values, retail sales, rates of redevelopment, and growth rates applied to sales and market values. Listed in Table R-1 and described briefly on page 5 are these and other variables. Table R-1 is repeated in Section D for reference.

Table R-1
Summary of Financial Assistance Review Assumptions
City of Jackson Financial Assistance Review

Notes:

* These projections are based on a series of assumptions and should be used only to provide an indication of possible tax revenues generated from potential, and as yet undefined, redevelopment projects.

* Tax revenues displayed are for the year generated.

* Administrative Fee and Early Discount have been subtracted from projected tax revenues.

Redevelopment Project Assumptions	Vacancy
Street Level Retail/Restaurants	5,146
Commercial/Service	14,632
Mixed-use	898
Residential Apartments (not considered as development opportunity, but may impact real property valuations)	6,902
Total[1]	27,578
Assessment Valuation Assumptions	
Market Value After Redevelopment (per sq.ft.)	$50
Retail Sales (per sq.ft.)	$82
Tax Rate Assumptions	
CID Sales Tax	1/4% to 1%
TDD Sales Tax	1/4% to 1%
Local Option Economic Development Sales Tax Rate	0.50%
Total Sales Tax Rate	7.225%
TIF Sales Tax Rate (See Table R-3)	3.000%
Total Property Tax Rate per $100 of AV	$5.5154
TIF Property Tax Rate per $100 of AV (See Table R-4)	$5.1164
Growth Escalator Assumptions	
Annual Rate of Increase in Sales per sq.ft.	1.5%
Bi-Annual Rate of Increase - Real Property Established Uses	2%
Bi-Annual Rate of Increase - Redeveloped Real Property	3%

Annual Rates of Redevelopment[2]	
Year	**Rate**
2014	8%
2015	7%
2016	9%
2017	12%
2018	10%
2019	8%
2020	9%
2021	12%
2022	8%
2023	5%
2024	4%
2025	4%
2026	4%
TOTAL:	100%

[1] 80% of total vacant space observed during Land Use, Building and Infrastructure Survey Task that is determined to be developable.

[2] Absorption schedule assumes the completion of tw o or more projects per year, at rolling, cyclical rates.

Redevelopment Project Area Space: 17,418 square feet

The DREAM Land Use, Building, and Infrastructure Survey revealed about 21,772 square feet of vacant, first floor, nonresidential building space. The projections assume redevelopment of eighty percent (80%) of this vacant space, or 17,418 square feet.

The Financial Assistance Review projections evaluate the potential economic impact of development/redevelopment of a certain amount of retail space. The DREAM Retail Market Analysis task, once completed, will investigate the feasibility of business development and will provide Jackson with information and recommendations concerning Uptown retail demand.

Annual Rates of Redevelopment: Annually Rolling Rates

PGAV Planners assumes one or two smaller redevelopment projects will occur annually within the DREAM Study Area. The projections use these rolling rates of redevelopment and absorption to reflect such activity. Table R-1 enumerates these rates.

Market Value After Redevelopment: $50 per square foot

Based on calculations using the 2012 Assessed Value of the parcels within the DREAM Study Area and the building square footage, PGAV Planners calculated the assessed value to be no more than $8.50 per square foot for commercial and residential space. However, this represents existing space and space that may be under assessed. It is very likely that infill development or significant redevelopment would command a higher market value. $50 is a conservative estimate for the market value of such development in a Midwestern downtown environment.

Retail Sales: $82 per square foot

To arrive at current retail sales per square foot, PGAV Planners obtained an estimate of gross retail sales (less automobile purchases and gasoline station purchases) within the DREAM Study Area and divided that estimate by current operating retail space. Resulting retail sales per square foot is approximately $82.

Annual Rate of Increase in Sales per square foot: One and one-half percent (1.5%)

PGAV Planners estimated an annual rate of increase in retail sales per square foot of one and one-half percent (1.5%). This conservative estimate assumes an annual addition of retail sales space.

Bi-annual Rate of Increase – Real Property Established Uses: Two percent (2%)

The two percent (2%) rate of increase at reassessment (odd years) assumption is based on statewide reassessment trends and practices for undeveloped property.

Bi-annual Rate of Increase – Redeveloped Real Property: Three percent (3%)

PGAV Planners assumes that redeveloped property will appreciate in value at a rate equal to that of undeveloped property. As indicated, this is a bi-annual rate of increase of three percent (3%).

C. Tables Summary

Table R-1 – Summary of Financial Assistance Review Assumptions:

This table provides a listing of the major assumptions governing the financial projections.

Table R-2 – Summary of Projected Market and Assessed Valuations Upon General Redevelopment:

This table summarizes projected market and assessed valuations of new uses established via a comprehensive redevelopment program undertaken to redevelop the vacant space observed during the DREAM Land Use, Building, and Infrastructure Survey and subsequently updated by PGAV Planners and the City of Jackson.

Table R-3 – Estimate Base Sales Taxes and Most Recent Equalized Assessed Valuation:

This table provides a baseline sales volume and assessment information for the DREAM Study Area and indicates applicable existing and possible sales tax rates to financial mechanisms such as a Local Option EDS, CID, and TDD.

Table R-4 – 2012 Real Property Tax Rates per $100:

This table itemizes existing taxing jurisdictions and their real property tax rates from 2012. The table also shows jurisdictions whose tax revenues are ineligible for deposit into a TIF Special Allocation Fund.

Table R-5 – Impact of Redevelopment on Real Property Assessments:

This table illustrates annual and cumulative delivery of redeveloped retail space to the DREAM study area and assessed valuations created. The table further presumes assessment of redevelopment projects in the year following completion, hence two different timelines. The top timeline represents delivery, the bottom reassessment.

Table R-6 – Impact of Redevelopment on Future Retail Sales:

This table illustrates annual and cumulative delivery of redeveloped retail space to the DREAM study area, as well as the net and cumulative addition of gross retail sales volume per net addition of redeveloped retail space.

Table TIF-1 – Summary of Projected TIF Revenues (PILOTS):

The first of two TIF Revenue Projection tables illustrates incremental real property taxes, also called Payments In Lieu of Taxes (PILOTS), potentially generated over the life of a TIF Redevelopment Program.

Table TIF-2 – Summary of Projected TIF Revenues (EATS):

The second of two TIF Revenue Projection tables illustrates the incremental sales tax revenues, also called Economic Activity Taxes (EATS), potentially generated over the life of a TIF Redevelopment Program.

Table EDS-1 – Projected Revenues Possible from a Half-Percent Local Option EDS Tax:

This table depicts potential revenues generated via the establishment of a half-percent Local Option EDS Tax. According to state legislation governing the levy and collection of this tax, administrative expenses cannot account for more than twenty-five percent (25%) of the revenues collected and economic development activities must comprise at least twenty percent (20%). The analysis on this table assumes the full percentage of allowable revenues for administrative costs and City-wide Economic Development; allowing the remaining fifty-five percent (55%) of revenues for Uptown specific economic development activities. Under this mechanism, the maximum sales tax levy is one-half of one percent (0.5%).

Table CID-1 – Projected Revenues Possible from a CID Sales Tax at rates of 0.25%, 0.5%, 0.75%, and 1%:

This table shows potential revenues derived from the levy of various levels of a Community Improvement District (CID) Sales Tax based on a district equal to the boundaries of the DREAM Study Area.

Table CID-2 – Projected CID Special Property Tax Revenues:

This table provides potential revenues derived from the levy of various levels of a Community Improvement District (CID) Property Tax based on a district equal to the boundaries of the DREAM Study Area. The table shows proceeds from an ad valorem Property Tax at rates of $0.50, $1.00, and $1.50 per $100 of assessed valuation on all classes of property within the DREAM Study Area.

Table TDD-1 – Projected Revenues Possible from a TDD Sales Tax at rates of 0.25%, 0.5%, 0.75%, and 1%:

This table illustrates potential revenues derived from the levy of various levels of a Transportation Development District (TDD) Sales Tax based on a district equal to the boundaries of the DREAM Study Area.

Table GR-1 – Summary of Gross Revenues:

This table shows gross total revenue estimates provided by each funding mechanisms contemplated by the analysis and a net-present value for each revenue stream.

D. City of Jackson Project Tables

The following pages contain tables that illustrate the fiscal impacts of the aforementioned projects.

Table R-1
Summary of Financial Assistance Review Assumptions
City of Jackson Financial Assistance Review

Notes:

* These projections are based on a series of assumptions and should be used only to provide an indication of possible tax revenues generated from potential, and as yet undefined, redevelopment projects.

* Tax revenues displayed are for the year generated.

* Administrative Fee and Early Discount have been subtracted from projected tax revenues.

Redevelopment Project Assumptions	Vacancy
Street Level Retail/Restaurants	5,146
Commercial/Service	14,632
Mixed-use	898
Residential Apartments (not considered as development opportunity, but may impact real property valuations)	6,902
Total[1]	27,578
Assessment Valuation Assumptions	
Market Value After Redevelopment (per sq.ft.)	$50
Retail Sales (per sq.ft.)	$82
Tax Rate Assumptions	
CID Sales Tax	1/4% to 1%
TDD Sales Tax	1/4% to 1%
Local Option Economic Development Sales Tax Rate	0.50%
Total Sales Tax Rate	7.225%
TIF Sales Tax Rate (See Table R-3)	3.000%
Total Property Tax Rate per $100 of AV	$5.5154
TIF Property Tax Rate per $100 of AV (See Table R-4)	$5.1164
Growth Escalator Assumptions	
Annual Rate of Increase in Sales per sq.ft.	1.5%
Bi-Annual Rate of Increase - Real Property Established Uses	2%
Bi-Annual Rate of Increase - Redeveloped Real Property	3%

Annual Rates of Redevelopment[2]	
Year	**Rate**
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2018	10%
2019	8%
2020	9%
2021	12%
2022	8%
2023	5%
2024	4%
2025	4%
2026	4%
TOTAL:	100%

[1] 80% of total vacant space observed during Land Use, Building and Infrastructure Survey Task that is determined to be developable.

[2] Absorption schedule assumes the completion of tw o or more projects per year, at rolling, cyclical rates.

Table R-2
Summary of Projected Market and Assessed Valuations Upon Redevelopment
City of Jackson Financial Assistance Review

Use	Vacancy Size (sq.ft.)[1]	Market Value (sq.ft.)	Total Projected Market Value after Improvements[2]	Assessment Rate	Total Projected Assessed Value after Improvements
Street-Level Retail & Restaurants	5,146	$50	$201,340	32%	$64,429
Commercial/Service (1st or 2nd Floor)	14,632	$50	$572,439	32%	$183,181
Mixed-Use[3]	898	$50	$35,116	32%	$11,237
Residential Apartments	6,902	$50	$331,955	19%	$63,071
Totals	27,578		**$1,140,850**		**$321,918**

[1] Square footage outlined in this column based on inventory of vacant space observed in the Land Use, Building and Infrastructure Survey.
[2] Total Projected Market Value after Improvements based on total valuation after full absorption, w hich is projected to occur in 2026. Please see Table R-6 for detail.
[3] The vacant mixed-use square footage is assumed to develop as a primarily commercial use.

Table R-3
Estimated Base Sales Taxes and Most Recent Equalized Assessed Valuation (EAV)(2012)[1]
City of Jackson Financial Assistance Review

Estimated Uptown Base EAV	$2,165,150
Total Citywide Sales Volume Estimate[2]	$112,654,497
Estimated Taxable Uptown Base Sales Volume[3]	$5,120,453

Estimated Taxable Uptown Base Sales Volume		*$5,120,453*
Sales Taxes	**Tax Rate**	**Base Taxes ($)**[4]
Local Sales Taxes Captured by TIF		
City of Jackson General Sales Tax	1.000%	50,000
Cape Girardeau County General	1.000%	50,000
Transportation	0.500%	25,000
Fire District	0.250%	12,000
Park District	0.250%	12,000
Total Base Local Sales Taxes	3.000%	149,000
State Sales Tax	**4.225%**	**$210,000**
Total Sales Tax Rate	**7.225%**	
Local Option Economic Development Sales Tax	0.500%	
CID Sales Tax	.25% to 1%	
TDD Sales Tax	.25% to 1%	

[1]Information provided by the Missouri Department of Revenue and the City of Jackson.

[2]Source: Missouri Department of Revenue. (2012)

[3]Source: ESRI. Taxable Sales do not include automobile or gasoline sales.

[4]Base Taxes totals given are show n after accounting for Administration Fee and Early Pay Discounts, as required by the Missouri Department of Revenue.

Table R-4
2012 Real Property Tax Rates per $100[1]
City of Jackson Financial Assistance Review

Taxing Jurisdiction		Rate
School District		3.8000
City		0.9802
General Revenue		0.0380
Sheltered Workshop		0.0772
Mental Health		0.0772
County Health		0.0960
Senior Citizens		0.0478
	Total Tax Rate for TIF	**5.1164**
Property Tax Not Applicable for TIF		
Commercial Surcharge		**0.3690**
State of Missouri[2]		0.0300
	Total Tax Rate	**5.5154**

Source: Cape Girardeau County and the City of Jackson.

[1]Actual tax rates will vary from year-to-year due to changes in adopted tax rates, State mandated rollbacks resulting from increased assessed value through reassessment and/or bond issues and debt retirement.

[2] State of Missouri Blind Pension Fund tax is excluded from TIF per the TIF Act.

Table R-5
Impact of Redevelopment on Real Property Assessments
City of Jackson Financial Assistance Review

	Redevelopment Absorption												
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Base EAV	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**	**$ 2,164,780**
Cumulative Retail/Restaurant Use Redevelopment	412	772	1,235	1,853	2,367	2,779	3,242	3,860	4,272	4,529	4,735	4,941	5,146
Cumulative Nonretail Commercial Redevelopment	1,171	2,195	3,512	5,268	6,731	7,901	9,218	10,974	12,145	12,876	13,461	14,047	14,632
Cumulative Mixed-Use Redevelopment	72	135	215	323	413	485	565	673	745	790	826	862	898
Cumulative Residential Use Redevelopment	552	1,035	1,656	2,485	3,175	3,727	4,348	5,176	5,728	6,073	6,349	6,626	6,902
Net Redevelopment (Sq.Ft.)	**2,206**	**1,930**	**2,482**	**3,309**	**2,758**	**2,206**	**2,482**	**3,309**	**2,206**	**1,379**	**1,103**	**1,103**	**1,103**
Cumulative Total Redevelopment	**2,206**	**4,137**	**6,619**	**9,928**	**12,686**	**14,892**	**17,374**	**20,683**	**22,889**	**24,268**	**25,371**	**26,474**	**27,578**
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Increase in Commercial Real Property Market Value	82,704	155,070	252,764	376,820	491,505	574,209	684,477	808,533	915,493	967,183	1,037,550	1,078,902	1,152,622
Increase in Residential Real Property Market Value	27,606	51,762	84,372	125,782	164,063	191,670	228,477	269,886	305,589	322,843	346,332	360,135	384,742
Increase in Commercial Real Property Assessed Value	26,465	49,622	80,885	120,582	157,282	183,747	219,033	258,731	292,958	309,499	332,016	345,249	368,839
Increase in Residential Real Property Assessed Value	5,245	9,835	16,031	23,899	31,172	36,417	43,411	51,278	58,062	61,340	65,803	68,426	73,101
Net Assessed Value from Redevelopment	**31,710**	**59,457**	**96,915**	**144,481**	**188,453**	**220,164**	**262,443**	**310,009**	**351,020**	**370,839**	**397,819**	**413,674**	**441,940**
Cumulative Increase in Real Property Assessed Value	**31,710**	**$ 91,168**	**$ 188,083**	**$ 332,564**	**$ 521,017**	**$ 741,181**	**$ 1,003,625**	**$ 1,313,633**	**$ 1,664,653**	**$ 2,035,492**	**$ 2,433,311**	**$ 2,846,986**	**$ 3,288,926**

*Redeveloped Property Assessment lags development one year. Increases in assessments of real property for taxation purposes are show n occuring the year follow ing development or absorption.

Table R-6
Impact of Redevelopment on Future Retail Sales[1]
City of Jackson Financial Assistance Review

	Sales	Increase in Retail Sales									
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
	Prog.Yr.	1	2	3	4	5	6	7	8	9	10
Base Sales Volume		$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453
Cumulative Addition of Retail Square Footage		412	772	1,235	1,853	2,367	2,779	3,242	3,860	4,272	4,529
Net Yearly Addition of Retail Square Footage		412	360	463	618	515	412	463	618	412	257
Sales per Square Foot of Retail Space		$82	$83	$84	$85	$87	$88	$89	$91	$92	$93
Additional Sales per Program Year		**16,821**	**29,877**	**38,990**	**52,767**	**44,632**	**36,241**	**41,383**	**56,005**	**37,896**	**24,041**
Cumulative Increase in Sales		**$16,821**	**$64,023**	**$103,974**	**$158,300**	**$205,306**	**$244,627**	**$289,679**	**$350,029**	**$ 393,175**	**$ 423,114**

	Sales										
		2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
	Prog.Yr.	11	12	13	14	15	16	17	18	19	20
Base Sales Volume		$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453	$5,120,453
Cumulative Addition of Retail Square Footage		4,735	4,941	5,146	5,146	5,146	5,146	5,146	5,146	5,146	5,146
Net Yearly Addition of Retail Square Footage		206	206	206	0	0	0	0	0	0	0
Sales per Square Foot of Retail Space		$95	$96	$98	$99	$101	$102	$104	$105	$107	$108
Additional Sales per Program Year		**19,521**	**19,814**	**20,111**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Cumulative Increase in Sales		**$448,981**	**$475,530**	**$502,774**	**$510,315**	**$517,970**	**$525,739**	**$533,626**	**$541,630**	**$549,754**	**$558,001**

[1]Retail Sales projection on this table stops when full retail space has been absorbed, which is anticipated to occur in year 2026. After this year, the sales per square foot growth assumption from Table R-1 is used.

Table TIF-1
Summary of Projected TIF Revenues (PILOTS) [2]
City of Jackson Financial Assistance Review

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars										
		2014	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**
		1	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**	**11**
Real Property Tax Revenues												
Market Value from Redevelopment		0	110,310	206,832	337,136	502,602	655,568	765,878	912,954	1,078,419	1,221,082	1,290,026
Assessed Value from Redevelopment		0	31,710	59,457	96,915	144,481	188,453	220,164	262,443	310,009	351,020	370,839
Assessed Value of Remaining Uses[1]		2,165,150	2,167,261	2,142,545	2,153,760	2,126,298	2,149,382	2,124,666	2,137,666	2,115,696	2,148,838	2,137,853
Total Projected Assessed Value		2,165,150	2,198,971	2,202,002	2,250,675	2,270,779	2,337,835	2,344,830	2,400,109	2,425,705	2,499,858	2,508,692
Base Assessed Value for 2012		2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150
Incremental EAV		0	33,821	36,852	85,525	105,629	172,685	179,680	234,959	260,555	334,708	343,542
Per $100 of EAV & Multiply by 2012 Tax Rate		5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164
Total Projected Incremental Real Property Taxes for TIF		**0**	**1,700**	**1,900**	**4,400**	**5,400**	**8,800**	**9,200**	**12,000**	**13,300**	**17,100**	**17,600**
Total Projected Incremental EATS for TIF (Table TIF 2A)		**500**	**1,800**	**3,500**	**5,500**	**7,300**	**9,100**	**10,900**	**13,000**	**14,900**	**16,600**	**18,200**
Total Annual Incremental Revenues for TIF		**$ 500**	**$ 3,500**	**$ 5,400**	**$ 9,900**	**$ 12,700**	**$ 17,900**	**$ 20,100**	**$ 25,000**	**$ 28,200**	**$ 33,700**	**$ 35,800**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars											
		2025	**2026**	**2027**	**2028**	**2029**	**2030**	**2031**	**2032**	**2033**	**2034**	**2035**	**2036**
		12	**13**	**14**	**15**	**16**	**17**	**18**	**19**	**20**	**21**	**22**	**23**
Real Property Tax Revenues													
Market Value from Redevelopment		1,383,882	1,439,038	1,537,364	1,537,364	1,583,485	1,583,485	1,630,989	1,630,989	1,679,919	1,679,919	1,730,317	1,730,317
Assessed Value from Redevelopment		397,819	413,674	441,940	441,940	455,198	455,198	468,854	468,854	482,920	482,920	497,407	497,407
Assessed Value of Remaining Uses[1]		2,174,679	2,163,694	2,212,460	2,212,460	2,262,202	2,262,202	2,312,938	2,312,938	2,364,689	2,364,689	2,417,475	2,417,475
Total Projected Assessed Value		2,572,498	2,577,369	2,654,400	2,654,400	2,717,400	2,717,400	2,781,792	2,781,792	2,847,609	2,847,609	2,914,883	2,914,883
Base Assessed Value for 2012		2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150	2,165,150
Incremental EAV		407,348	412,219	489,250	489,250	552,250	552,250	616,642	616,642	682,459	682,459	749,733	749,733
Per $100 of EAV & Multiply by 2012 Tax Rate		5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164	5.1164
Total Projected Incremental Real Property Taxes for TIF		**20,800**	**21,100**	**25,000**	**25,000**	**28,300**	**28,300**	**31,500**	**31,500**	**34,900**	**34,900**	**38,400**	**38,400**
Total Projected Incremental EATS for TIF (Table TIF 2A)		**19,900**	**21,600**	**23,000**	**24,500**	**26,000**	**27,500**	**29,000**	**30,600**	**32,200**	**33,800**	**35,400**	**37,000**
Total Annual Incremental Revenues for TIF		**$ 40,700**	**$ 42,700**	**$ 48,000**	**$ 49,500**	**$ 54,300**	**$ 55,800**	**$ 60,500**	**$ 62,100**	**$ 67,100**	**$ 68,700**	**$ 73,800**	**$ 75,400**

[1] Fluctuates over time as the base assessed values of properties that undergo redevelopment are removed from the base EAV while overall, the assessed values of remaining, undeveloped properties continue to increase over time.

[2] See Table R-1 for detail on assumptions governing these projections.

Table TIF-2
Summary of Projected TIF Revenues (EATS) [1,2]
City of Jackson Financial Assistance Review
Sheet 1 of 2

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Taxable Sales Volume		**5,137,274**	**5,244,210**	**5,361,863**	**5,495,058**	**5,622,116**	**5,742,688**	**5,870,211**	**6,014,269**	**6,142,380**	**6,258,556**	**6,371,955**
Projected Sales Tax Revenues												
City of Jackson General Sales Tax	1.000%	49,832	50,869	52,010	53,302	54,535	55,704	56,941	58,338	59,581	60,708	61,808
Cape Girardeau County General	1.000%	49,832	50,869	52,010	53,302	54,535	55,704	56,941	58,338	59,581	60,708	61,808
Transportation	0.500%	24,916	25,434	26,005	26,651	27,267	27,852	28,471	29,169	29,791	30,354	30,904
Fire District	0.250%	12,458	12,717	13,003	13,326	13,634	13,926	14,235	14,585	14,895	15,177	15,452
Park District	0.250%	12,458	12,717	13,003	13,326	13,634	13,926	14,235	14,585	14,895	15,177	15,452
Total Projected Sales Tax Revenues	**3.000%**	**149,495**	**152,607**	**156,030**	**159,906**	**163,604**	**167,112**	**170,823**	**175,015**	**178,743**	**182,124**	**185,424**
Base Sales Taxes												
City of Jackson General Sales Tax	1.000%	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Cape Girardeau County General	1.000%	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Transportation	0.500%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Fire District	0.250%	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
Park District	0.250%	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
Total Base Sales Taxes	**3.000%**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**
Total Incremental Sales Taxes												
City of Jackson General Sales Tax	1.000%	0	869	2,010	3,302	4,535	5,704	6,941	8,338	9,581	10,708	11,808
Cape Girardeau County General	1.000%	0	869	2,010	3,302	4,535	5,704	6,941	8,338	9,581	10,708	11,808
Transportation	0.500%	0	434	1,005	1,651	2,267	2,852	3,471	4,169	4,791	5,354	5,904
Fire District	0.250%	458	717	1,003	1,326	1,634	1,926	2,235	2,585	2,895	3,177	3,452
Park District	0.250%	458	717	1,003	1,326	1,634	1,926	2,235	2,585	2,895	3,177	3,452
100% of Incremental Sales Taxes	**3.000%**	**916**	**3,607**	**7,030**	**10,906**	**14,604**	**18,112**	**21,823**	**26,015**	**29,743**	**33,124**	**36,424**
50% of Incremental Sales Taxes												
City of Jackson General Sales Tax	1.000%	0	434	1,005	1,651	2,267	2,852	3,471	4,169	4,791	5,354	5,904
Cape Girardeau County General	1.000%	0	434	1,005	1,651	2,267	2,852	3,471	4,169	4,791	5,354	5,904
Transportation	0.500%	0	217	503	826	1,134	1,426	1,735	2,085	2,395	2,677	2,952
Fire District	0.250%	229	359	501	663	817	963	1,118	1,292	1,448	1,588	1,726
Park District	0.250%	229	359	501	663	817	963	1,118	1,292	1,448	1,588	1,726
50% of Incremental Sales Taxes	**3.000%**	**500**	**1,800**	**3,500**	**5,500**	**7,300**	**9,100**	**10,900**	**13,000**	**14,900**	**16,600**	**18,200**

[1] See Table R-1 for detail on assumptions governing these projections.

[2] Projected Sales Tax totals are show n after accounting for Administration Fee and Early Pay Discounts, as required by the Missouri Dept. of Revenue.

Table TIF 2
Summary of Projected TIF Revenues (EATS) [1,2]
City of Jackson Financial Assistance Review
Sheet 2 of 2

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars											
		2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Taxable Sales Volume		**6,487,348**	**6,604,769**	**6,703,841**	**6,804,398**	**6,906,464**	**7,010,061**	**7,115,212**	**7,221,940**	**7,330,270**	**7,440,224**	**7,551,827**	**7,665,104**
Projected Sales Tax Revenues													
City of Jackson General Sales Tax	1.000%	62,927	64,066	65,027	66,003	66,993	67,998	69,018	70,053	71,104	72,170	73,253	74,352
Cape Girardeau County General	1.000%	62,927	64,066	65,027	66,003	66,993	67,998	69,018	70,053	71,104	72,170	73,253	74,352
Transportation	0.500%	31,464	32,033	32,514	33,001	33,496	33,999	34,509	35,026	35,552	36,085	36,626	37,176
Fire District	0.250%	15,732	16,017	16,257	16,501	16,748	16,999	17,254	17,513	17,776	18,043	18,313	18,588
Park District	0.250%	15,732	16,017	16,257	16,501	16,748	16,999	17,254	17,513	17,776	18,043	18,313	18,588
Total Projected Sales Tax Revenues	**3.000%**	**188,782**	**192,199**	**195,082**	**198,008**	**200,978**	**203,993**	**207,053**	**210,158**	**213,311**	**216,511**	**219,758**	**223,055**
Base Sales Taxes													
City of Jackson General Sales Tax	1.000%	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Cape Girardeau County General	1.000%	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Transportation	0.500%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Fire District	0.250%	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
Park District	0.250%	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
Total Projected Sales Tax Revenues	**3.000%**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**	**149,000**
Total Incremental Sales Taxes													
City of Jackson General Sales Tax	1.000%	12,927	14,066	15,027	16,003	16,993	17,998	19,018	20,053	21,104	22,170	23,253	24,352
Cape Girardeau County General	1.000%	12,927	14,066	15,027	16,003	16,993	17,998	19,018	20,053	21,104	22,170	23,253	24,352
Transportation	0.500%	6,464	7,033	7,514	8,001	8,496	8,999	9,509	10,026	10,552	11,085	11,626	12,176
Fire District	0.250%	3,732	4,017	4,257	4,501	4,748	4,999	5,254	5,513	5,776	6,043	6,313	6,588
Park District	0.250%	3,732	4,017	4,257	4,501	4,748	4,999	5,254	5,513	5,776	6,043	6,313	6,588
Total Projected Sales Tax Revenues	**3.000%**	**39,782**	**43,199**	**46,082**	**49,008**	**51,978**	**54,993**	**58,053**	**61,158**	**64,311**	**67,511**	**70,758**	**74,055**
50% of Incremental Sales Taxes													
City of Jackson General Sales Tax	1.000%	6,464	7,033	7,514	8,001	8,496	8,999	9,509	10,026	10,552	11,085	11,626	12,176
Cape Girardeau County General	1.000%	6,464	7,033	7,514	8,001	8,496	8,999	9,509	10,026	10,552	11,085	11,626	12,176
Transportation	0.500%	3,232	3,517	3,757	4,001	4,248	4,499	4,754	5,013	5,276	5,543	5,813	6,088
Fire District	0.250%	1,866	2,008	2,128	2,250	2,374	2,500	2,627	2,757	2,888	3,021	3,157	3,294
Park District	0.250%	1,866	2,008	2,128	2,250	2,374	2,500	2,627	2,757	2,888	3,021	3,157	3,294
Total Projected Sales Tax Revenues	**3.000%**	**19,900**	**21,600**	**23,000**	**24,500**	**26,000**	**27,500**	**29,000**	**30,600**	**32,200**	**33,800**	**35,400**	**37,000**

[1] See Table R-1 for detail on the assumptions governing these projections.

[2] Projected Sales Tax totals are show n after accounting for Administration Fee and Early Pay Discounts, as required by the Missouri Dept. of Revenue.

Table EDS - 1
Projected Revenues Possible from a Half-Percent Local Option Economic Development Sales Tax[1]
City of Jackson Financial Assistance Review

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected City-Wide Sales[2]		112,654,497	114,344,314	116,059,479	117,800,371	119,567,377	121,360,888	123,181,301	125,029,020	126,904,456	128,808,023	130,740,143
Local Option Sales Tax (25% for Admin Expenses)	25%	136,600	138,650	140,725	142,825	144,975	147,150	149,350	151,600	153,875	156,175	158,525
Local Option Sales Tax (20% for Citywide Economic Development Activities)	20%	109,280	110,920	112,580	114,260	115,980	117,720	119,480	121,280	123,100	124,940	126,820
Local Option Sales Tax (55% for Uptown Economic Development Activities)	55%	300,520	305,030	309,595	314,215	318,945	323,730	328,570	333,520	338,525	343,585	348,755
Projected Total Local Option Economic Development Sales Tax Revenue	**0.5%**	**546,400**	**554,600**	**562,900**	**571,300**	**579,900**	**588,600**	**597,400**	**606,400**	**615,500**	**624,700**	**634,100**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected City-Wide Sales[2]		132,701,245	134,691,764	136,712,140	138,762,822	140,844,265	142,956,929	145,101,282	147,277,802	149,486,969	151,729,273	154,005,212	156,315,291
Local Option Sales Tax (25% for Admin Expenses)	25%	160,900	163,325	165,775	168,250	170,775	173,325	175,925	178,575	181,250	183,975	186,725	189,525
Local Option Sales Tax (20% for Citywide Economic Development Activities)	20%	128,720	130,660	132,620	134,600	136,620	138,660	140,740	142,860	145,000	147,180	149,380	151,620
Local Option Sales Tax (55% for Uptown Economic Development Activities)	55%	353,980	359,315	364,705	370,150	375,705	381,315	387,035	392,865	398,750	404,745	410,795	416,955
Projected Total Local Option Economic Development Sales Tax Revenue	**0.5%**	**643,600**	**653,300**	**663,100**	**673,000**	**683,100**	**693,300**	**703,700**	**714,300**	**725,000**	**735,900**	**746,900**	**758,100**

[1] Not more than 25% of Local Option Economic Development Sales Tax Revenue generated can be used for administrative (i.e., staff, facility) costs. At least 20% of revenues collected shall be used for eligible economic development costs.
[2] Year One Source: Missouri Department of Revenue sales tax public reports; last half of 2011 through 1st half of 2012. Does not include automobile, gasoline, and non-store retailers.

Table CID - 1
Projected Revenues Possible from a CID Sales Tax at rates of 0.25%, 0.5%, 0.75%, and 1%
City of Jackson Financial Assistance Review

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 0.25% CID Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales[1]		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected CID Sales Tax Revenue	0.25%	**12,500**	**12,700**	**13,000**	**13,300**	**13,600**	**13,900**	**14,200**	**14,600**	**14,900**	**15,200**	**15,500**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
Projected CID Sales Tax Revenue	0.25%	**15,700**	**16,000**	**16,300**	**16,500**	**16,700**	**17,000**	**17,300**	**17,500**	**17,800**	**18,000**	**18,300**	**18,600**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 0.5% CID Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected CID Sales Tax Revenue	0.50%	**24,900**	**25,400**	**26,000**	**26,700**	**27,300**	**27,900**	**28,500**	**29,200**	**29,800**	**30,400**	**30,900**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
Projected CID Sales Tax Revenue	0.50%	**31,500**	**32,000**	**32,500**	**33,000**	**33,500**	**34,000**	**34,500**	**35,000**	**35,600**	**36,100**	**36,600**	**37,200**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 0.75% CID Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected CID Sales Tax Revenue	0.75%	**37,400**	**38,200**	**39,000**	**40,000**	**40,900**	**41,800**	**42,700**	**43,800**	**44,700**	**45,500**	**46,400**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
Projected CID Sales Tax Revenue	0.75%	**47,200**	**48,000**	**48,800**	**49,500**	**50,200**	**51,000**	**51,800**	**52,500**	**53,300**	**54,100**	**54,900**	**55,800**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 1% CID Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected CID Sales Tax Revenue	1.00%	**49,800**	**50,900**	**52,000**	**53,300**	**54,500**	**55,700**	**56,900**	**58,300**	**59,600**	**60,700**	**61,800**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
	1.00%	**62,900**	**64,100**	**65,000**	**66,000**	**67,000**	**68,000**	**69,000**	**70,100**	**71,100**	**72,200**	**73,300**	**74,400**

NOTE: Per the CID Act, any bonds or other obligations issued to be paid from CID Revenues ("CID Bonds") are limited to a maturity of 20 years.

[1] First-year CID revenues reflect an assumption that, if a CID is established, it will be established in 2013.

Table CID - 2
Projected CID Property Tax Revenues[1]
City of Jackson Financial Assistance Review

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - CID Special Assessment - Base Level										
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
		1	2	3	4	5	6	7	8	9	10	11
Projected Assessed Valuation		2,165,150	2,198,971	2,202,002	2,250,675	2,270,779	2,337,835	2,344,830	2,400,109	2,425,705	2,499,858	2,508,692
CID Property Tax Rate	0.5000	**10,800**	**11,000**	**11,000**	**11,300**	**11,400**	**11,700**	**11,700**	**12,000**	**12,100**	**12,500**	**12,500**

	Prog. Yr.	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Assessed Valuation		2,572,498	2,577,369	2,654,400	2,654,400	2,717,400	2,717,400	2,781,792	2,781,792	2,847,609	2,847,609	2,914,883	2,914,883
CID Property Tax Rate	0.5000	**12,900**	**12,900**	**13,300**	**13,300**	**13,600**	**13,600**	**13,900**	**13,900**	**14,200**	**14,200**	**14,600**	**14,600**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - CID Special Assessment - One Step Up[3]										
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
		1	2	3	4	5	6	7	8	9	10	11
Projected Assessed Valuation		2,165,150	2,198,971	2,202,002	2,250,675	2,270,779	2,337,835	2,344,830	2,400,109	2,425,705	2,499,858	2,508,692
CID Property Tax Rate	1.0000	**21,700**	**22,000**	**22,000**	**22,500**	**22,700**	**23,400**	**23,400**	**24,000**	**24,300**	**25,000**	**25,100**

	Prog. Yr.	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Assessed Valuation		2,572,498	2,577,369	2,654,400	2,654,400	2,717,400	2,717,400	2,781,792	2,781,792	2,847,609	2,847,609	2,914,883	2,914,883
CID Property Tax Rate	1.0000	**25,700**	**25,800**	**26,500**	**26,500**	**27,200**	**27,200**	**27,800**	**27,800**	**28,500**	**28,500**	**29,100**	**29,100**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - CID Special Assessment - Two Steps Up[3]										
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
		1	2	3	4	5	6	7	8	9	10	11
Projected Assessed Valuation		2,165,150	2,198,971	2,202,002	2,250,675	2,270,779	2,337,835	2,344,830	2,400,109	2,425,705	2,499,858	2,508,692
CID Property Tax Rate	1.5000	**32,500**	**33,000**	**33,000**	**33,800**	**34,100**	**35,100**	**35,200**	**36,000**	**36,400**	**37,500**	**37,600**

	Prog. Yr.	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Assessed Valuation		2,572,498	2,577,369	2,654,400	2,654,400	2,717,400	2,717,400	2,781,792	2,781,792	2,847,609	2,847,609	2,914,883	2,914,883
CID Property Tax Rate	1.5000	**38,600**	**38,700**	**39,800**	**39,800**	**40,800**	**40,800**	**41,700**	**41,700**	**42,700**	**42,700**	**43,700**	**43,700**

NOTE: Per the CID Act, any bonds or other obligations issued to be paid from CID Revenues ("CID Bonds") are limited to a maturity of 20 years.
[1] CID revenues projected as revenues from special assessment on all property within the same area as TIF also contemplated herein.
[2] This table assumes CID implementation in the year 2013 with Property Tax Revenue paid in 2015.
[3] Each "step up" indicates an increase in the CID Property Tax Rate of fifty cents ($0.50).

Table TDD - 1
Projected Revenues Possible from a TDD Sales Tax at rates of 0.25%, 0.5%, 0.75%, and 1%
City of Jackson Financial Assistance Review

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 0.25% TDD Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales[1]		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected TDD Sales Tax Revenue	0.25%	**12,600**	**12,800**	**13,100**	**13,500**	**13,800**	**14,100**	**14,400**	**14,700**	**15,000**	**15,300**	**15,600**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
Projected TDD Sales Tax Revenue	0.25%	**15,900**	**16,200**	**16,400**	**16,700**	**16,900**	**17,200**	**17,400**	**17,700**	**18,000**	**18,200**	**18,500**	**18,800**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 0.5% TDD Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected TDD Sales Tax Revenue	0.50%	**25,200**	**25,700**	**26,300**	**26,900**	**27,500**	**28,100**	**28,800**	**29,500**	**30,100**	**30,700**	**31,200**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
Projected TDD Sales Tax Revenue	0.50%	**31,800**	**32,400**	**32,800**	**33,300**	**33,800**	**34,300**	**34,900**	**35,400**	**35,900**	**36,500**	**37,000**	**37,600**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 0.75% TDD Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected TDD Sales Tax Revenue	0.75%	**37,800**	**38,500**	**39,400**	**40,400**	**41,300**	**42,200**	**43,100**	**44,200**	**45,100**	**46,000**	**46,800**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
Projected TDD Sales Tax Revenue	0.75%	**47,700**	**48,500**	**49,300**	**50,000**	**50,800**	**51,500**	**52,300**	**53,100**	**53,900**	**54,700**	**55,500**	**56,300**

Revenue Sources	Prog. Yr.	Projected Revenues by Year in Dollars - 1% TDD Sales Tax										
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
		1	2	3	4	5	6	7	8	9	10	11
Projected Sales		5,137,274	5,244,210	5,361,863	5,495,058	5,622,116	5,742,688	5,870,211	6,014,269	6,142,380	6,258,556	6,371,955
Projected TDD Sales Tax Revenue	1.00%	**50,300**	**51,400**	**52,500**	**53,900**	**55,100**	**56,300**	**57,500**	**58,900**	**60,200**	**61,300**	**62,400**

	Prog. Yr.	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
		12	13	14	15	16	17	18	19	20	21	22	23
Projected Sales		6,487,348	6,604,769	6,703,841	6,804,398	6,906,464	7,010,061	7,115,212	7,221,940	7,330,270	7,440,224	7,551,827	7,665,104
Projected TDD Sales Tax Revenue	1.00%	**63,600**	**64,700**	**65,700**	**66,700**	**67,700**	**68,700**	**69,700**	**70,800**	**71,800**	**72,900**	**74,000**	**75,100**

NOTE: Per the TDD Act, any bonds or other obligations issued to be paid from TDD Revenues ("TDD Bonds") are limited to a maturity of 20 years.
[1] First-year TDD revenues reflect an assumption that, if a TDD is established, it will be established in 2013.
[2] The State of Missouri "early pay" discount has been subtracted from these sales figures. TDD sales taxes are currently exempt from MoDOR's administrative fee.

Table GR - 1[1]
Summary of Gross Revenues
City of Jackson Financial Assistance Review

TIF (EATS & PILOTS)		(Average) Annual Estimate[2]	(Annual Average) Year 1-3 Estimate[2]
Gross Revenues	**$891,300**	**$38,700**	**$3,100**
Net Present Value Estimate*	$322,984		
Local Option Economic Development (Sales Tax at 0.50%)[3]			
Projected Citywide EDS Revenue	$14,875,100		
Potentially dedicated to Uptown Projects (up to 55%)	**$8,181,305**	**$355,700**	**$305,000**
Net Present Value Estimate*	$3,840,518		
Transportation Development District (Sales Tax at 0.25%)			
Gross Revenues	**$362,800**	**$15,700**	**$12,800**
Net Present Value Estimate*	$168,650		
Transportation Development District (Sales Tax at 0.50%)			
Gross Revenues	**$725,700**	**$31,500**	**$25,700**
Net Present Value Estimate*	$337,378		
Transportation Development District (Sales Tax at 0.75%)			
Gross Revenues	**$1,088,400**	**$47,300**	**$38,500**
Net Present Value Estimate*	$505,976		
Transportation Development District (Sales Tax at 1%)			
Gross Revenues	**$1,451,200**	**$63,000**	**$51,400**
Net Present Value Estimate*	$674,649		

CID (SALES TAX only at 0.25%)		(Average) Annual Estimate[2]	(Annual Average) Year 1-3 Estimate[2]
Gross Revenues	**$359,100**	**$15,600**	**$12,700**
Net Present Value Estimate*	$154,536		
CID (SALES TAX only at 0.50%)			
Gross Revenues	**$718,500**	**$31,200**	**$25,400**
Net Present Value Estimate*	$309,217		
CID (SALES TAX only at 0.75%)			
Gross Revenues	**$1,077,500**	**$46,800**	**$38,200**
Net Present Value Estimate*	$463,764		
CID (SALES TAX only at 1%)			
Gross Revenues	**$1,436,600**	**$62,400**	**$50,900**
Net Present Value Estimate*	$618,135		
CID (PROPERTY TAX at $0.50 per $100 AV)			
Gross Revenues	**$293,000**	**$12,700**	**$7,200**
Net Present Value Estimate*	$127,967		
CID (PROPERTY TAX at $1.00 per $100 AV)			
Gross Revenues	**$585,800**	**$25,400**	**$14,500**
Net Present Value Estimate*	$255,889		
CID (PROPERTY TAX at $1.50 per $100 AV)			
Gross Revenues	**$878,900**	**$38,200**	**$21,800**
Net Present Value Estimate*	$383,919		

* Net Present Value Estimate represents a potential borrow ing or bonding capacity for the incentive stream. The rate of annual discount is estimated at 7%. Other factors such as bond covereage and fees are not considered.

1 These projections are based on a series of assumptions and should be used only to provide an indication of possible tax revenues generated from potential, and as yet undefined, redevelopment projects.

2 This estimate is based on the average annual income over the life of the incentive. It is not expected that this annual amount w ill be obtained until sufficient development has occured in the Study Area. The first three years average income is show n as w ell.

3 This is a rough estimate based on recent Citywide sales. The Jackson retail market could change significantly over the 23-year life of this incentive.

SECTION III

FINANCING MECHANISM OVERVIEW

The following Section provides a brief summary of various financing mechanisms available to the City or through State partnership. This report selected financing mechanisms based on their likely applicability and relevance to Downtown project needs and economic development issues. This section also provides a qualitative analysis of the potential economic value from a sample of the public financing mechanisms selected by PGAVPLANNERS and the DREAM Program Sponsors to illustrate the recommendations of this and other DREAM Initiative elements. For information regarding project incentives, the City of Jackson should fully utilize the expertise of the DREAM Program Sponsors as needed by providing specific project details as they become available. Please also refer to the websites of the Department of Economic Development (www.ded.mo.gov), Missouri Development Finance Board (www.mdfb.org) and Missouri Housing Development Commission (www.mhdc.com) for further information on these programs.

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LOCAL INCENTIVES

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A. TAX INCREMENT FINANCING
[§§ 99.800-99.865 RSMo]

Purpose

Tax increment financing (commonly referred to as "TIF") is a statutory procedure available to cities, villages, incorporated towns or counties to encourage redevelopment of "blighted" or "conservation" areas.

Eligible Costs

The TIF Act provides for the use of tax increment financing to pay all reasonable or necessary costs incurred or incidental to a redevelopment project. Such costs include the following:

1. Costs of studies, surveys and plans;
2. Professional service costs, such as financial advisory fees, bond counsel fees and planning expenses, subject to certain limitations as provided in the TIF Act;
3. Land acquisition and demolition costs;
4. Costs of rehabilitating and repairing existing buildings;
5. Initial costs for an economic development area;
6. Costs of constructing public works or improvements, such as street lighting, street repairs or parking;
7. Financing costs, including bond issuance costs, capitalized interest and reasonable reserves;
8. Capital costs incurred by any taxing jurisdiction as a direct result of the project;
9. Relocation costs; and
10. Payments in lieu of taxes.

Implementation

Any county that desires to implement a TIF project within the boundaries of a city within the county must first obtain the permission of the city's governing body.

Before a municipality may implement tax increment financing:

(1) The municipality must create a TIF commission made up of representatives of all taxing districts within the redevelopment area;

(2) A redevelopment plan, including a description of the redevelopment area and the redevelopment project(s) therein, must be completed;
(3) A cost-benefit analysis must be prepared;
(4) The TIF Commission must hold a public hearing and make a recommendation to the municipality pertaining to the redevelopment plan, the redevelopment projects, and the designation of the redevelopment area; and
(5) The municipality must adopt an ordinance approving the redevelopment plan, the redevelopment projects and the designation of the redevelopment area.

Once the ordinance is adopted, tax increment financing may be implemented for one or more redevelopment projects within a redevelopment area. Then, once a project is identified and underway, the municipality may also enter into one or more redevelopment agreements with a developer, or developers, who will execute the redevelopment plan and project.

The TIF Act requires the municipality to make two key determinations before approving a TIF project. The first is the "blight" or "conservation" determination; the redevelopment area must be classified as a "blighted" or "conservation" area. The second is the "but-for" determination.

Blighted Area

A "blighted area" is defined as an area which, by reason of the predominance of defective or inadequate street layout, unsanitary or unsafe conditions, deterioration of site improvements, improper subdivision or obsolete platting, or the existence of conditions which endanger life or property by fire or other causes, or any combination of such factors, retards the provision of housing accommodations or constitutes an economic or social liability or a menace to the public health, safety, morals, or welfare in its present condition and use.

Conservation Area

A "conservation area" is any improved area within the boundaries of a redevelopment area located within the territorial limits of a municipality in which fifty percent (50%) or more of the structures in the area have an age of 35 years or more. Such an area is not yet a blighted area but is detrimental to the public health, safety, morals, or welfare and may become a blighted area because of any one or more of the following factors: dilapidation; obsolescence; deterioration; illegal use of individual structures; presence of structures below minimum code standards; abandonment; excessive vacancies; overcrowding of structures and community facilities; lack of ventilation, light or sanitary facilities; inadequate utilities; excessive land coverage; deleterious land use or layout; depreciation of physical maintenance; and lack of community planning. A conservation area shall meet at least three of the aforementioned factors.

THE "BUT-FOR" TEST

To satisfy this test, the developer must provide an affidavit of the determination that "but for" the adoption of the redevelopment plan and tax increment financing, the redevelopment area would not reasonably be anticipated to be developed.

FINANCING A PROJECT

Tax increment financing involves the issuance of bonds or other obligations that are secured by a pledge of payments in lieu of taxes attributable to the increase in assessed valuation of taxable real property within the designated area resulting from redevelopment improvements, as well as a portion of the incremental economic activity taxes (sales and utility tax, etc.) generated within the redevelopment area.

When a TIF plan is adopted, the assessed value of real property in the redevelopment area is frozen for tax purposes at the current "base" level before construction of improvements. The owner of the property continues to pay property taxes at this base level. As the property is improved, the assessed value of real property in the redevelopment area increases above the base level. By applying the tax rate of all taxing districts having taxing power within the redevelopment area to the increase in assessed valuation of the improved property over the base level, a "tax increment" is produced. The tax increments, referred to as "payments in lieu of taxes" or "PILOTS," are paid by the owner of the property in the same manner as regular property taxes. The payments in lieu of taxes are transferred by the collecting agency to the treasurer of the municipality and deposited in a segregated account referred to in the TIF Act as a "special allocation fund." In addition, the county and city transfer 50% of all incremental sales and utility tax revenues, referred to as "economic activity taxes" or "EATS," to the treasurer of the municipality for deposit into the special allocation fund. All or a portion of the money in the fund can then be used to pay directly for redevelopment project costs or to retire bonds or other obligations issued to pay such costs.

STATE TIF

In certain limited cases, the State may make a portion of its revenues available to pay for redevelopment project costs. Among the conditions precedent for the appropriation of State revenues are the following:

(1) Approval by the Department of Economic Development and the Office of Administration of an application for State rebate;
(2) Submission of an affidavit signed by the developer stating the project would not be developed "but for" the rebate;
(3) Submission of a fiscal impact study upon the State, demonstrating the "net new" benefit the State will receive from the project; and
(4) Addition of the project by name to the Department of Economic Development's budget legislation.

In addition, the redevelopment plan must ensure that 100% of the payments in lieu of taxes and 50% of the economic activity taxes will be used for eligible redevelopment project costs, and will not be distributed to taxing districts as surplus funds.

If a project is eligible for application of State revenues, up to 50% of any new State revenues generated within a redevelopment area may, under certain circumstances, be rebated to the municipality for reimbursement of eligible redevelopment project costs. "New State revenues" means either (1) State sales taxes except those that are constitutionally dedicated, school district trust fund taxes, and sales and use taxes on motor vehicles, trailers, boats and outboard motors OR (2) State income tax withholding.

If State revenues are used, the program is limited in any year to the amount appropriated by the General Assembly, not to exceed $32,000,000 per year. State TIF may be awarded for a period of up to 15 years (a longer period may be requested, but not to exceed 23 years). Any expenditures made before approval of State TIF cannot be reimbursed with State funds.

Practical Notes

<u>TIF Review Committee</u>
A "TIF Review Committee" or some other type of review board is an important administrative tool in the TIF Process. Such a committee should be charged with reviewing developers' applications for TIF prior to appearance before the TIF Commission in order to ensure that the developer is presenting a project that: truly requires TIF, that will provide a benefit worth of utilizing TIF, and is both financially feasible and sustainable.

<u>The Clawback</u>
In addition, a community utilizing TIF should include a "clawback" function in any agreement they enter into with a developer. A "clawback" allows the municipality to go back to the developer after the project is complete and functioning – and, if it's a residential project, all, or a majority, of the residences are sold – so that the municipality can make a determination whether the developer's proceeds from the project have exceeded their original pro forma to an extent that the municipality should be owed, or given back, some of the tax revenue the municipality has invested in the project via TIF.

B. URBAN REDEVELOPMENT CORPORATIONS
[CHAPTER 353 RSMO]

PURPOSE

The Urban Redevelopment Corporations Law (frequently referred to as Chapter 353, or 353) provides real property tax abatement to encourage the redevelopment of "blighted areas" throughout the State.

ELIGIBLE PROJECTS

Tax abatement under the Urban Redevelopment Corporations Law is only available to real property that has been found to be a "blighted area" by an eligible city or county. A "blighted area" is any area in a city or in an unincorporated portion of St. Louis or Jackson County which by reason of age, obsolescence, inadequate or outmoded design or physical deterioration has become an economic and social liability, and that such conditions are conducive to ill health, transmission of disease, crime or inability to pay reasonable taxes.

IMPLEMENTATION

Tax abatement is available for a redevelopment project following:

(1) The creation of a redevelopment plan describing the project and proposed abatement;
(2) A tax impact statement being sent to each taxing district within the boundaries of a proposed redevelopment area;
(3) A public hearing;
(4) Approval of the redevelopment plan by the governing body of the city or county; and
(5) Creation of an Urban Redevelopment Corporation under the general corporation laws of Missouri (i.e., articles of incorporation being filed with the Secretary of State).

To be eligible for the abatement, the Corporation must take title to the property to be redeveloped. Until December 31, 2006, an eligible city or county could grant the power of eminent domain to the Corporation to acquire any interest in any real property that is necessary to the redevelopment plan; however, after that date, only the city or county may exercise the condemnation power. Since tax abatement is triggered on the day that the Corporation takes title to property, it is common for a Corporation to own property for a moment in time, and immediately transfer title back to the "developer" entity. In this situation, the developer will assume all of the rights, duties and obligations of the Corporation in the property by contract, and will receive the tax abatement as the authorized successor to the Corporation.

Particulars of Tax Abatement

Tax abatement is available for up to 25 years. In the first period of abatement, not to exceed 10 years, (1) 100% of the incremental increase in real property taxes on the land may be abated, and (2) 100% of the real property taxes on all improvements may be abated. During this period, the property owner continues to pay real property taxes on the land in an amount equal to those assessed in the year before the Corporation took title. During the next abatement period, not to exceed 15 years, at least 50% and up to 100% of the incremental real property taxes on all land and all improvements may be abated. The individual periods of abatement and the total amount of the tax abatement are set by the governing body. The Corporation may take title to lots, tracts or parcels of property within the redevelopment area in phases, to maximize the tax abatement during a phased project.

Payments in lieu of taxes ("PILOTS") may be imposed on the Corporation by contract with the eligible city or county, as applicable, to achieve effective tax abatement that is less than the abatement established by statute. For example, PILOTs could be used to achieve an affective tax abatement of 20% for a 25-year period. PILOTS are paid on an annual basis to replace all or part of the real estate taxes that are abated. PILOTS are allocated to each taxing district according to their proportionate share of ad valorem property taxes.

Unless approved by three-fourths of the governing body of the eligible city or county, tax abatement benefits under this program are not available on property within a Planned Industrial Expansion Area (Sections 100.300 to 100.620 of the Revised Statutes of Missouri, as amended).

C. COMMUNITY IMPROVEMENT DISTRICTS [§§ 67.1401-67.1475 RSMO]

PURPOSE

A Community Improvement District ("CID") may be created for the purpose of financing a wide range of public facilities, improvements or services within a municipality. A CID is either a separate political subdivision with the power to impose a sales tax, a special assessment or a real property tax, or a nonprofit corporation with the power to impose special assessments.

ELIGIBLE PROJECTS

A CID may fund public facilities or improvements within its boundaries, including the following:

(1) Pedestrian or shopping malls and plazas;
(2) Parks, lawns, trees and any other landscape;
(3) Convention centers, arenas, aquariums, aviaries and meeting facilities;
(4) Sidewalks, streets, alleys, bridges, ramps tunnels, overpasses and underpasses, traffic signs and signals, utilities, drainage, water, storm and sewer systems and other site improvements;
(5) Parking lots, garages or other facilities;
(6) Lakes, dams and waterways;
(7) Streetscape, lighting, benches or other seating furniture, trash receptacles, marquees, awnings, canopies, walls and barriers.
(8) Telephone and information booths, bus stop and other shelters, rest rooms and kiosks;
(9) Paintings, murals, display cases, sculptures and fountains;
(10) Music, news and child-care facilities; and
(11) Any other useful, necessary or desired improvement.

A CID may also provide, or contract to provide, a variety of public services within its boundaries, including the following:

(1) With the municipality's consent, prohibiting or restricting vehicular and pedestrian traffic and vendors on streets;
(2) Operating or contracting for the provision of music, news, child-care or parking facilities, and buses, mini-buses or other modes of transportation;
(3) Leasing space for sidewalk café tables and chairs;
(4) Providing or contracting for the provision of security personnel, equipment or facilities for the protection of property and persons;

(5) Providing or contracting for cleaning, maintenance and other services to public and private property;
(6) Promoting tourism, recreational or cultural activities or special events;
(7) Promoting business activity, development and retention;
(8) Providing refuse collection and disposal services; and
(9) Contracting for or conducting economic, planning, marketing or other studies.

A CID may also demolish, renovate or rehabilitate any building or structure, if the area has been found blighted and the governing body of the municipality has determined that such action is reasonably anticipated to remediate the blighting conditions and will serve a public purpose.

Implementation

A CID is created by filing with the municipality where the proposed district will be located a petition signed by property owners that:

(1) Collectively own at least 50% of the assessed value of the real property within the proposed district; and
(2) More than 50% per capita of all owners of real property within the proposed district.

The petition must include a five-year plan that describes the purposes of the proposed district, the services it will provide, the improvements it will make and an estimate of the costs of the project.

Once the petition is filed, the governing body of the municipality shall hold a public hearing and may approve the creation of the proposed district by ordinance. The CID's Board of Directors must be at least five members appointed by the municipality, have staggered terms, and each represent an owner or business within the district.

Funding

A CID may be created as either a political subdivision or a nonprofit corporation. Once created, a CID that is created as a nonprofit corporation can finance the costs of a project through the imposition of special assessments for those improvements that specifically benefit the properties within the district. A CID that is created as a political subdivision can finance the costs of a project through the imposition of:

(1) Special assessments for those improvements that specifically benefit the properties within the district;
(2) Property taxes; or
(3) A sales tax up to a maximum of 1%.

Either type of CID may finance the costs of a project through the imposition of fees, rents and charges for district property or services or grants, gifts and donations.

A CID may also issue bonds, notes and other obligations and may secure any of such obligations by mortgage, pledge, assignment or deed of trust of any or all of the property and income of the district. However, the bonds or other obligations of a CID that is created as a nonprofit corporation will not be tax-exempt.

Practical Notes

Are there any reporting requirements?

The fiscal year for the CID is the same as that of the municipality. A CID's board must submit for approval an annual budget to the municipality's governing board no later than ninety days prior to the first day of each fiscal year. The annual budget must contain the information required by 67.010 RSMO. The municipality has the ability to review and comment on the CID's budget. The CID must hold an annual meeting and adopt an annual budget no later than 30 days prior to the beginning of the fiscal year.

Within 120 days after the conclusion of each fiscal year, the CID board sends an annual report to the Department of Economic Development and to the municipal clerk. As with all political subdivisions, the CID also must submit an annual report of financial transactions to the State Auditor pursuant to 105.145 RSMO within four months of fiscal year end (or six months, if an audited report is submitted). The annual report of financial transactions must follow the requirements set out in Code of State Regulations, Division 40, Chapter 3 (15 CSR 40-3.030).

Who collects the tax?

The CID must notify the County Assessor if a real property tax or special assessment is imposed. If a sales and use tax is imposed by the CID, the Board of Directors must notify the Missouri Department of Revenue 90 days prior to the start date of the tax in order to ensure that it is collected. The CID must also provide a map of the district, CID petition, and list of known existing businesses within the district to the Missouri Department of Revenue.

D. TRANSPORTATION DEVELOPMENT DISTRICTS [§§ 238.200-238.275 RSMO]

PURPOSE

A transportation development district ("TDD") is a separate political subdivision that may be created to fund, promote, plan, design, construct, improve, maintain and operate one or more transportation-related projects or to assist in such activity.

ELIGIBLE PROJECTS

A TDD can finance any transportation-related improvement, including any bridge, street, road, highway, access road, interchange, intersection, signing, signalization, parking lot, bus stop, station, garage, terminal, hangar, shelter, rest area, dock, wharf, lake or river port, airport, railroad, light rail, or other mass transit and any similar or related improvement or infrastructure. However, before construction or funding of any project, a TDD is required to submit the proposed project, together with the proposed plans and specifications, to the Missouri Highways and Transportation Commission and/or the local transportation authority for their prior approval. A "local transportation authority" is a county, city, town, village, county highway commission, special road district, interstate compact agency, or any local public authority or political subdivision having jurisdiction over any bridge, street, highway, dock, wharf, ferry, lake or river port, airport, railroad, light rail or other transit improvement or service.

IMPLEMENTATION

A TDD may be created by petition of:

(1) At least fifty registered voters within the proposed district;
(2) If there are no registered voters within the district, the owners of all of the real property located within the proposed district; or
(3) The governing body of any local transportation authority in which a proposed project may be located.

In addition, two or more local transportation authorities may adopt resolutions calling for the joint establishment of a district and then file a petition requesting its creation. In all cases, the petition is filed in the circuit court of the county in which the proposed project is to be located.

Once the petition is filed, the circuit court will certify the petition for voter approval by the qualified voters within the boundaries of the proposed district. A "qualified voter" means (1) any registered voter residing within the proposed district or (2) if no persons eligible to be registered voters reside within the proposed district, the owners of real property located within the proposed district.

Funding

Once created, a TDD can finance the costs of a project through the imposition of:

(1) Special assessments for those improvements that specifically benefit the properties within the district;
(2) A property tax in an amount not to exceed $0.10 per $100 of assessed valuation;
(3) A sales tax up to a maximum of one percent; or
(4) Tolls and fees for use of the project.

A TDD may also issue bonds, notes and other obligations and may secure its obligations by mortgage, pledge, assignment or deed of trust of any or all of the property and income of the district.

Practical Notes

How is a TDD different from a CID, and vice versa?
A transportation development district (a "TDD") can only finance transportation-related improvements, while a CID can finance a wide-array of public improvements and services. A TDD can finance improvements that benefit the property within its boundaries; a CID generally cannot spend money on projects outside of its boundaries. TDD bonds can have a 40-year maturity, while CID bonds are limited to 20 years. A TDD property tax cannot exceed $0.10; there is no limit on the CID property tax.

Are there any reporting requirements?
The fiscal year for the TDD is the set by the district. The TDD must hold an annual meeting and adopt an annual budget prior to the beginning of the fiscal year. The annual budget must contain the information required by 67.010 RSMO.

As with all political subdivisions, the TDD also must submit an annual report of financial transactions to the State Auditor pursuant to 105.145 RSMO within four months of fiscal year end (or six months, if an audited report is submitted). The annual report of financial transactions must follow the requirements set out in Code of State Regulations, Division 40, Chapter 3 (15 CSR 40-3.030).

Who collects the tax?
If a sales tax is imposed by the TDD, the Board of Directors must notify the Missouri Department of Revenue 90 days prior to the start date of the tax in order to ensure that it is collected. The TDD must also provide a map of the district, TDD petition, and list of known existing businesses within the district to the Missouri Department of Revenue.

E. NEIGHBORHOOD IMPROVEMENT DISTRICTS [§§ 67.453-67.475 RSMO]

PURPOSE

A neighborhood improvement district ("NID") may be created for the purpose of financing public facilities or improvements that confer a benefit upon property within the district.

ELIGIBLE PROJECTS

A NID may fund public facilities or improvements including the following:

(1) Acquisition of property;
(2) Improvement of streets, gutters, curbs, sidewalks, crosswalks, driveway entrances and structures, drainage works incidental thereto and service connections from sewer, water, gas and other utility mains, conduits or pipes;
(3) Improvement of storm and sanitary sewer systems;
(4) Improvement of streetlights and street lighting systems;
(5) Improvement of waterworks systems;
(6) Improvement of parks, playgrounds and recreational systems;
(7) Landscaping streets or other public facilities;
(8) Improvement of flood control works;
(9) Improvement of pedestrian and vehicle bridges, overpasses, and tunnels;
(10) Improvement of retaining walls and area walls on public ways;
(11) Improvement of property for off-street parking;
(12) Acquisition and improvement of other public facilities or improvements; and
(13) Improvements for public safety.

IMPLEMENTATION

A NID is created by either an election held or petition circulated within the proposed district. If created pursuant to an election, the proposal must be approved by the percentage of voters within the proposed district voting thereon required for general obligation bonds (four-sevenths or two-thirds depending on the date of the election). Alternatively, a NID may be created by resolution or ordinance of the governing body of a municipality upon receipt of a petition signed by the owners of record of at least two-thirds by area of all real property located within the proposed district.

Funding

A NID finances improvements through the imposition of special assessments apportioned against the property within the district. Once the creation of the NID has been approved, plans and specifications for the project and a preliminary assessment roll will be prepared and the governing body of the municipality will hold a public hearing. Following the completion of the construction of the project, the final costs and assessments will be computed and notice mailed to taxpayers. Charges may be assessed equally per front foot or per square foot or pursuant to any other reasonable assessment plan; provided, the amount of the assessment correlates to the benefits accruing to the property by reason of the improvements.

Once the preliminary assessment roll is prepared and following submission of a petition signed by a specified number of property owners or, in certain cases, an election, the governing body of the municipality can issue general obligation bonds.

The bonds are a form of general obligation bonds. The bonds are payable as to both principal and interest from the assessments and, if not so paid, from current income and revenue and revenues and surplus funds of the city or county that formed the district. The city or county is not authorized to impose any new or increased ad valorem property tax to pay principal of or interest on the bonds without voter approval. If the city or county uses funds on hand to pay debt service, the issuer can reimburse itself from assessments at a later date.

The maximum amount of general obligation indebtedness incurred by a municipality for all NIDs approved by the municipality is limited to 10% of assessed value of all taxable tangible property within the municipality, as shown by the last completed assessment. The maturity of the bonds is limited to 20 years.

Practical Notes

How is a NID different than a CID or a TDD?
Unlike other entities that could be created to finance improvements, a NID is not a separate legal entity. A NID has no power to impose a property tax or sales tax and is subject to the municipality's constitutional debt limitation.

F. SPECIAL BUSINESS DISTRICTS
[§§ 71.790 - 71.808 RSMO]

PURPOSE

A special business district ("SBD") may be created for the purpose of, among other things, carrying out public capital improvements, the addition of special police or cleaning facilities, and to grant permits for desired private usage of public property.

IMPLEMENTATION

A special business district is established by a resolution of the city. Prior to this, the city must first conduct a survey to determine the best location for the district, and the need for special services to be provided for and funded by the district.

ELIGIBLE PROJECTS AND POWERS OF SPECIAL BUSINESS DISTRICT

An SBD may fund public facilities or improvements within its boundaries, including the following:

(1) Close, open, or widen streets or alleys in whole or in part;
(2) To construct or install pedestrian or shopping malls, plazas, sidewalks or moving sidewalks, parks, meeting and display facilities;
(3) Convention centers or Arenas;
(4) Sculpture;
(5) Landscaping;
(6) To install, operate, or lease public music and news facilities;
(7) To purchase and operate buses, minibuses, mobile benches, and other modes of transportation;
(8) Child-care facilities;
(9) To lease space for sidewalk café tables and chairs;
(10) To construct lakes, dams, and waterways of whatever size;
(11) To provide special police or cleaning facilities;
(12) To maintain municipality-owned property;
(13) To grant permits for newsstands, sidewalk cafes, and other desired private usages of public property;
(14) To prohibit or restrict vehicular traffic within the SBD as the governing body may deem necessary;
(15) To lease, acquire, dispose of, construct, reconstruct, extend, maintain, or repair parking garages; and
(16) Business activity promotion;

FUNDING

An SBD finances improvements through the imposition of special assessments, not to exceed eighty-five cents on the one-hundred dollar assessed valuation, apportioned against the property within the district. Once the SBD has been established, it may incur indebtedness or issues bonds or notes upon approval of a majority of the voters of the district.

PRACTICAL NOTES

How is an SBD different than a NID, CID or TDD?
An SBD can finance a variety of public improvements, just like a NID, CID, or TDD. However, the difference is that the city can establish the SBD directly and can determine the costs and debts incurred by the district.

G. DEVELOPMENT/COOPERATION AGREEMENTS [§§ 70.210-70.320 RSMO]

PURPOSE

As an alternative to tax increment financing ("TIF"), a municipality may enter into an agreement (commonly referred to as a "sales tax rebate agreement," a "development agreement" or a "cooperative agreement") with a property owner, whereby the private owner agrees to fund the costs of certain public improvements.

AGREEMENT STRUCTURE

Many retail developments require the installation of public improvements (such as roads, traffic signals and utilities) to accommodate the development. Under the typical agreement, the developer agrees to advance the costs of the public improvements. The political subdivision agrees to reimburse the developer for such costs, with interest, over a specified period of time. The agreement usually provides that only a portion of the incremental (i.e., new) sales tax revenues generated from the development will be used to reimburse the cost of the public improvements. This results in immediate new revenue to the municipality, while also providing a source of repayment for the public improvements. Because the developer usually assumes responsibility for initial construction of the public improvements, the agreement will provide for payment of prevailing wages, payment and performance bonds, and indemnification of the governing body.

PRACTICAL NOTES

<u>Who may enter into a development agreement?</u>
Any political subdivision, private person or firm. The political subdivision must authorize the contract by ordinance, order or resolution.

<u>How is a development agreement different than a TIF?</u>
Undertaking a sales tax rebate agreement is a fairly simple process, since the governing body is obligating only its funds – not the funds of any other political subdivision. No public hearing or consultation with other political subdivisions is required. The municipality need only approve the agreement by resolution, order or ordinance.

H. LOCAL OPTION ECONOMIC DEVELOPMENT SALES TAX [§§ 67.1305 RSMO]

Purpose

Allows citizens to authorize a supplemental sales tax dedicated to certain economic development initiatives in their home municipality.

Implementation

The Local Option Economic Development Sales Tax may only be imposed by a municipality after majority approval by voters of the municipality in a citywide, county or state general, primary or special election. Upon voter approval, the governing body of the municipality establishes an Economic Development Tax Board to oversee project proposals, construction activities, and distribution of Local Option Sales Tax funds and to prepare required annual reports. The members of the Board are not compensated and are appointed by the subject city and county governing bodies, and by the school district(s) included within any economic development plan area funded by the Local Option Tax.

Uses of Funds

Revenues generated by the tax may not be used for retail developments unless such retail projects are limited exclusively to the redevelopment of downtown areas and historic districts. Not more than twenty-five percent (25%) of the revenue generated by this tax shall be used annually for administrative purposes, including staff and facility costs. At least twenty percent (20%) of the revenue generated by the tax shall be used for projects directly related to long-term economic development, including, but not limited to:

(1) Land acquisition;
(2) Installation of infrastructure for industrial or business parks;
(3) Extension of streets;
(4) Public facilities directly related to economic development and job creation; and
(5) Providing matching dollars for state or federal grants relating to such long-term projects.

Remaining revenues, or any revenues not used for administrative costs or economic development projects, may be used for:

(1) Marketing;
(2) Providing grants or loans to companies for job training, equipment acquisition, site development, and infrastructures;
(3) Training programs to prepare workers for advanced technologies and high skill jobs;
(4) Legal and accounting expenses directly associated with the economic development planning and preparation process; and
(5) Developing value-added and export opportunities for Missouri agricultural products.

I. LAND CLEARANCE FOR REDEVELOPMENT AUTHORITY
[§§ 99.300 – 99.660 RSMo]

Purpose

A Land Clearance for Redevelopment Authority (an "Authority") may be created to assist counties and municipalities to redevelop blighted or insanitary areas for residential, recreational, commercial, industrial or public uses.

Implementation

Before an Authority may operate in a city or county, the governing body of the city or county must (1) find that one or more "blighted" or "insanitary" areas (each as defined in the LCRA law) exist in the community and that the redevelopment of such area or areas is necessary in the interest of the public health, safety, morals or welfare of the residents of the community, and (2) approve the conduct of business by the Authority. Although any municipality or county can authorize the operation of an Authority, any municipality that contains less than 75,000 inhabitants is required to obtain majority voter approval to allow the Authority to operate. Regional authorities may also be created where two or more cities or counties cooperate to do so.

Governance

An Authority is governed by a board of five commissioners appointed by the mayor for a municipal authority or county commission for a county authority. Commissioners must be taxpayers who have resided in the city or county forming the Authority for at least 5 years. In the case of a regional Authority, each city or county appoints one commissioner.

Powers

The LCRA law provides for the financing of any land clearance or urban renewal project.

A "land clearance project" includes any work or undertaking to acquire blighted or insanitary areas or portions thereof; clearing any such areas by demolition or removal of structures and improvements thereon and to install, construct or reconstruct streets, utilities, and site improvements essential to the preparation of sites for uses in accordance with a redevelopment plan; retain, sell or lease the land; and develop, construct, repair or improve residences, houses, buildings, structures and other facilities.

An "urban renewal project" includes any surveys, plans, undertakings and activities for the elimination and for the prevention of the spread or development of insanitary, blighted, deteriorated or deteriorating areas and may involve any work or undertaking for such purpose constituting a land clearance project or any rehabilitation or conservation work, or any combination of such undertaking or work in accordance with an urban renewal project.

"Rehabilitation or conservation work" is also defined in the statute and may include such things as carrying out plans for rehabilitation of buildings and other improvements, acquiring real property and demolition and clearing of such property to accomplish certain enumerated purposes; developing buildings and other structures; installing improvements necessary for carrying out the urban renewal project; and the disposition of the urban renewal project and related land.

Funding & Tax Abatement

An Authority may issue bonds and may secure any of such obligations by mortgage, pledge, assignment or deed of trust of any or all of the property and income of the Authority, respectively. If the bonds are issued to pay the costs of certain types of projects (e.g., manufacturing facilities or governmental purposes), the bonds may be able to be issued as tax-exempt bonds for federal income tax purposes, carrying lower interest rates than those obtained through conventional financing. Bond issues in excess of $10,000,000 must be sold at public sale.

Any property held by the Authority in fee simple is subject to property tax abatement. A developer could enter into a financing arrangement similar to Chapter 100 where the developer receives the benefit of the abatement during the period any bonds remain outstanding.

In addition, in any constitutional charter city, any person may apply to that community's Authority for certification that real property owned, leased or rented by such person is located in a blighted area. After the Authority receives acceptable plans demonstrating that the person making the application is engaged in new construction or rehabilitation of the real property in accordance with an approved urban renewal or redevelopment plan, the Authority shall issue a certificate of qualification for tax abatement to the applicant.

Other Considerations

No real property can be acquired by the Authority until a plan is adopted by the governing body. An Authority may use the power of eminent domain to acquire any interest in any real property that is necessary to the redevelopment plan.

An Authority is a separate political entity required to comply with all Missouri laws applicable to political subdivisions (e.g., public meetings, Sunshine Law requirements, annual budgets, etc.). At least once a year the Authority must file a report of its activities with the city or county clerk where the Authority is located. Also, every five years the governing body of the city or county is to have a hearing to determine whether the Authority is making satisfactory progress under the time schedules in plans that have been approved.

Many provisions of the LCRA law are similar to the Planned Industrial Expansion Authority ("PIEA") law. However, the PIEA law is available only to cities with a population of at least 400,000 and to home rule charter cities. Additionally, the PIEA law is focused on industrial development.

Practical Considerations

When a developer applies to an Authority for tax abatement, the Authority should perform an analysis of the project and the potential return the project could generate to the developer with or without tax abatement in an effort to discern whether the project requires tax abatement in order to be successful. The following spreadsheets present examples of methods for such an analysis for both for-sale and for-lease projects. In addition to the following illustrative spreadsheets, the City will receive a digital file with these spreadsheets so that the City's staff can conduct these analyses using the methods herein described.

For-Sale Tax Abatement

Table 1 presents a summary of a for-sale residential project applying for tax abatement. Basic information about the project is included in this table.

Table 1
Summary of Project Concept & Sales Proceeds
Tax Abatement Analysis

Address: 1234 Xyz Lane
Parcel ID: 123456789101

BUILDING CHARACTERISTICS:

Bedrooms	Bathrooms	Size (sq.ft.)	Anticipated Sale Price	Units	Total Proceeds	Total Saleable Area
2	**2.5**	1,600	**200,000**	1	$200,000	1,600
					$0	0
					$0	0
					$0	0
TOTAL SALES PROCEEDS:					**$200,000**	**1,600**

Residential sales price/sq. ft.: $ 125

Table 2 illustrates the developer's Uses of Funds. The table includes the major categories of costs incurred by the developer, though it can change as needed. The developer at the request of the Authority should supply this information.

Table 2
Uses of Funds
Tax Abatement Analysis

Acquisition Costs		$	50,000
Hard Construction Costs			
	Demolition		
	Construction/Rehabilitation	$	93,700
	Site Work	$	2,000
	Construction Contingency		
Soft Costs			
	Architectural	$	4,000
	Construction Permits		
	Engineering		
	Property Survey		
	Property Appraisal		
	Consultant Fees	$	1,500
Financing Costs			
	Construction Period Insurance	$	800
	Construction Period Interest	$	3,000
	Construction Loan Fee		
	Construction Period Taxes		
	Title, Recording & Disbursing		
	Misc. Closing Costs		
	Accounting Fees		
Marketing Costs			
	Advertising & Promotion		
	Sales Literature		
	Miscellaneous		
Total Uses:		**$**	**155,000**
Costs Per Square Foot		$	97

Table 3 illustrates possible state historic tax credits generated by the project. These credits are only included in the analysis for historic property redevelopment, or when a property is located in a state historic district.

Table 3
Historic Tax Credit Calculation
Tax Abatement Analysis

Total cost less acquisition:		105,000
Discount		95.00%
Eligible costs[1]	25%	24,938
State tax credit pricing rate:		84.00%
State tax credit proceeds		**20,948**

[1] 25% of costs, less acquisitions, are eligible for reimbursement via the state historic tax credit program.

Table 4 illustrates sources of funds and the developer fee (or profit) the project could generate. This table compares an acceptable developer fee equal to four percent of the original purchase price and fifteen percent of the development ("other") costs.

Table 4
Permanent Sources of Funds & Allowable Developer's Fee
Tax Abatement Analysis

Residential sales proceeds:			$	200,000
LESS: Commissions:	7.00%		$	(14,000)
Total sales proceeds:			**$**	**186,000**
PLUS: Historic tax credit proceeds:			$	20,948
Total proceeds:			**$**	**206,948**
LESS: Total costs:			$	(155,000)
Total Development Proceeds After Historic Tax Credits:			**$**	**51,948**
Allowable Developer's Fee				
Acquisition:	4.00%		$	2,000
Other costs:	15.00%		$	15,750
Total allowable developer's fee:			**$**	**17,750**
Excess/(deficit) developer's fee:			**$**	**34,198**
% excess developer fee:				**192.66%**

For-Lease Tax Abatement

Commercial or residential for-lease projects applying for tax abatement should be analyzed differently from for-sale projects because these projects generate annual cash flows instead of a lump-sum return. To that end, the Authority should analyze the potential annual cash flow generated by a project applying for tax abatement in order to determine whether the project requires tax abatement in order to be successful.

Table 1, at right, illustrates the Sources and Uses information that should be requested from the developer by the Authority. This list differs slightly from the Sources and Uses list in the For-Sale Tax Abatement sheet primarily due to the fact that there can be more than one source of debt and equity in commercial or residential for-lease projects.

Table 1
Summary of Project Sources and Uses

Sources & Uses of Funds

Sources			% of Total
Mortgage Debt	$	2,977,823	66%
Subordinated Debt	$	-	0%
Equity	$	-	0%
Tax Credit Proceeds	$	1,521,214	34%
Total Sources	**$**	**4,499,037**	100%

Uses				Per Unit
Acquisition Costs		$	742,000	$ 22,485
Hard Construction Costs				$ 98,144
	Demolition	$	-	
	Construction: New	$	270,000	
	Construction: Rehabilitation	$	2,810,168	
	Construction: Owner provided	$	38,100	
	Construction Contingency	$	100,000	
	Construction Utilities & Deposits	$	20,500	
Soft Costs				
	Architectural& Engineering	$	104,000	
	Developer fee	$	714,634	
	Property Survey	$	-	
	Market Study/Appraisal	$	11,000	
	Consultant	$	28,000	
	Legal Fees	$	30,000	
	Accounting Fees	$	10,000	
	Soft Cost Contingency	$	40,000	
Financing Costs				
	Construction Period Insurance	$	37,500	
	Construction Period Interest	$	-	
	Construction Loan Fee	$	10,000	
	Construction Period Taxes	$	-	
	Title, Recording & Disbursing	$	24,000	
	Tax Credit Fees	$	500	
Marketing Costs				
	Advertising & Promotion	$	2,400	
	Sales Literature	$	-	
	Miscellaneous	$	-	
Total Uses:		**$**	**4,992,802**	

Table 2 provides a Summary of Project Financing. Information on the project's debt-financing structure should be provided to the Authority by the developer upon the Authority's request.

Table 2
Summary of Project Financing

Financing Information

Loan Amount	$ 2,977,823
Interest Rate	6.50%
Amortization (Years)	30
Mortgage Constant	0.075848
Interest Only Financing?	**no**
Monthly Debt Service Payment	$ 18,822

Subordinated Debt Assumptions

Loan Amount	$ -
Interest Rate	7.50%
Amortization (Years)	30
Mortgage Constant	0.000000
Monthly Debt Service Payment	$ -

Table 3 illustrates possible proceeds from state and federal historic tax credits, should the developer be utilizing this source of equity for the project. This table is only necessary when a project is situated in a historic district or affects a historic structure that is on the national historic register or state historic register.

Table 3
Summary of Historic Tax Credits Pricing & Proceeds

Historic Tax Credit Calculator	
Total cost less acquisition:	4,250,802
Eligible costs:	3,980,802
% eligible for historic tax credits:	95%
State tax credit pricing rate:	86.50%
Percent of Costs Eligible:	25.00%
State tax credit proceeds:	$817,806
Federal tax credit pricing rate:	93.00%
Percent of Costs Eligible:	20.00%
Federal tax credit proceeds:	$703,408
Total Historic Credit Proceeds	$1,521,214

Table 4 illustrates assumptions relative to per-unit expenses, potential vacancy and collection loss rates, as well as inflation rates for costs and revenues

Table 4
Summary of Revenue & Expense Assumptions

Revenue & Expense Assumptions	
Vacancy & Collection Loss Factor	5.00%
(less taxes)	$135
Annual per-unit operating expense before taxes:	$1,620
Rent Inflation Factor	2.75%
Parking Inflation Factor	0.50%
Other Income Inflation Factor	0.50%
Expense Inflation Factor	2.25%
RE Tax Inflation Factor	1.00%

Table 5 illustrates unit rents and monthly and annual rents generated by the project. Listed are hypothetical rents and unit mix for a hypothetical project.

Table 5
Projected Rent Roll

Unit Type	# of Units	% of Total	Area (SF)	Total SF	Monthly Rent per Unit	Total Monthly Rent	Annual Rents
A	4	12%	900	3,600	$750.00	$3,000.00	$36,000
B	3	9%	750	2,250	$650.00	$1,950.00	$23,400
C	2	6%	1,100	2,200	$900.00	$1,800.00	$21,600
D	4	12%	630	2,520	$700.00	$2,800.00	$33,600
E	2	6%	1,750	3,500	$1,000.00	$2,000.00	$24,000
F	4	12%	825	3,300	$700.00	$2,800.00	$33,600
G	4	12%	825	3,300	$750.00	$3,000.00	$36,000
H	2	6%	912	1,824	$800.00	$1,600.00	$19,200
I	2	6%	2,142	4,283	$2,275.00	$4,550.00	$54,600
J	2	6%	3,000	6,000	$2,550.00	$5,100.00	$61,200
K	2	6%	900	1,800	$800.00	$1,600.00	$19,200
L	2	6%	900	1,800	$800.00	$1,600.00	$19,200
Totals	**33**	**100%**	**1102**	**36,377**	**$31,800**	**$88,750**	**$381,600**

Table 6 summarizes assessment information. It shows the proposed term of tax abatement, the current assessment, total cost of improvements, current market value based on the acquisition price, and market value after redevelopment based on acquisition plus cost of improvements. The table allows the user to determine the ratio of uses for the project in order to properly assess projects that have a mix of residential and commercial uses.

This table also presumes assessment of the value after redevelopment based on the cost approach to property value assessment. An income approach to assessment may also be used instead if the Authority prefers that method.

Table 6
Summary of Assessment Information

Assessment Information	
Residential Assessment Rate	19%
Commercial Assessment Rate	32%
Checks	
Residential?	x
Commercial?	
Tax Abatement Term:	**5**
Current Assessment	$140,980.00
Improvements (less acq. Cost)	$4,250,802.00
Current Market Value (acquisition price)	$742,000.00
Market Value upon Redevelopment	$4,992,802.00
Assessed-Value Calc for tax abated period	$1,409.80
Assessed Value Calc without tax abatement	$8,537.69

Table 7 estimates the fiscal impact of tax abatement to affected taxing jurisdictions. Sample local taxing jurisdiction rates are included for the project example. The table shows the estimated annual revenue to the taxing jurisdictions during and after the tax abatement period based on the conditions noted below the table.

Table 7
Estimated Fiscal Impact of Tax Abatement on Affected Taxing Jurisdictions (2008)
Tax Abatement Analysis

Taxing Jurisdiction and Purpose	**Est. Annual Share of Property Tax**		**Est. Annual Revenue**	**Est. Annual Revenue**
	Fractions	Whole	Years 1-5	Year 6+
State-Blind Pension	0.0300	0.03	$42.29	$256.13
School District-General Fund	3.9720	3.97	$5,599.73	$33,911.71
Community College District	0.2231	0.22	$314.53	$1,904.76
Library	0.5104	0.51	$719.56	$4,357.64
Sheltered Workshop District	0.1368	0.14	$192.86	$1,167.96
City				
Municipal Operation	0.8687	0.87	$1,224.69	$7,416.69
County Purposes	0.3134	0.31	$441.83	$2,675.71
Hospital Purposes	0.0895	0.09	$126.18	$764.12
Public Health Purposes	0.0179	0.02	$25.24	$152.82
Recreation Purposes	0.0179	0.02	$25.24	$152.82
Interest and Public Debt	0.1328	0.13	$187.22	$1,133.81
M & M Surtax (Commercial Only)	1.6400	1.64	$2,312.07	$2,312.07
Total Annual Revenues	**$ 6.3125**	**$ 6.3125**	**$ 8,899.36**	**$ 53,894.18**

ASSUMPTIONS:

For period of tax abatement: No change in property tax; Values not adjusted for inflation; Property will be taxed at full assessment after expiration of abatement period; Assessment at such time is based on cost of project as described herein; Project assumed to result in an assessed value after end of tax abatement period of $4,992,802.00

Table 8 presents a projected cash flow for this hypothetical project. Particular attention should be paid to the Debt-Coverage Ratio, which measures the project's ability to repay its debt and to provide a return to the developer and/or investors. It appears that this hypothetical project does okay with five-year tax abatement. At the conclusion of the five-year tax abatement period, however, the project goes "under water" and produces negative revenue. In this scenario, the developer would have to reexamine their units and rents, or apply to the Authority for a tax abatement period of 10 years in order to make the project sustainable.

Table 8
Cash Flow Projection

	Year 1 Per Unit	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Income																
Gross Potential Rent		$ 381,600	$ 392,094	$ 402,877	$ 413,956	$ 425,339	$ 437,036	$ 449,055	$ 461,404	$ 474,092	$ 487,130	$ 500,526	$ 514,290	$ 528,433	$ 542,965	$ 557,897
Vacancy/Collection Loss	(5.00%)	(19,080)	(19,605)	(20,144)	(20,698)	(21,267)	(21,852)	(22,453)	(23,070)	(23,705)	(24,356)	(25,026)	(25,715)	(26,422)	(27,148)	(27,895)
Net Rental Income		362,520	372,489	382,733	393,258	404,072	415,184	426,602	438,334	450,388	462,773	475,500	488,576	502,012	515,817	530,002
Other Income			-	-	-	-	-	-	-	-	-	-	-	-	-	-
Effective Gross Income		**$ 362,520**	**$ 372,489**	**$ 382,733**	**$ 393,258**	**$ 404,072**	**$ 415,184**	**$ 426,602**	**$ 438,334**	**$ 450,388**	**$ 462,773**	**$ 475,500**	**$ 488,576**	**$ 502,012**	**$ 515,817**	**$ 530,002**
Expenses																
Misc. Expenses	$ 135.00	53,460	54,663	55,893	57,150	58,436	59,751	61,095	62,470	63,876	65,313	66,782	68,285	69,821	71,392	72,999
Real Estate Taxes	$ 22.47	8,899	8,899	8,899	8,899	8,899	53,894	53,894	53,894	53,894	53,894	53,894	53,894	53,894	53,894	53,894
Total Expenses	$ 157.47	**$ 62,359**	**$ 63,562**	**$ 64,792**	**$ 66,050**	**$ 67,336**	**$ 113,645**	**$ 114,990**	**$ 116,364**	**$ 117,770**	**$ 119,207**	**$ 120,677**	**$ 122,179**	**$ 123,716**	**$ 125,287**	**$ 126,893**
Net Operating Income		**$ 300,161**	**$ 308,927**	**$ 317,941**	**$ 327,208**	**$ 336,737**	**$ 301,539**	**$ 311,612**	**$ 321,969**	**$ 332,618**	**$ 343,566**	**$ 354,823**	**$ 366,397**	**$ 378,296**	**$ 390,531**	**$ 403,109**
Financial Expense																
1st Mortgage Debt Service (P & I)		$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862	$ 225,862
Subordinated Debt Service (P & I)		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Financial Expense		**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**	**$ 225,862**
Cash Flow		**$ 74,298**	**$ 83,065**	**$ 92,078**	**$ 101,346**	**$ 110,874**	**$ 75,677**	**$ 85,750**	**$ 96,107**	**$ 106,756**	**$ 117,704**	**$ 128,961**	**$ 140,534**	**$ 152,434**	**$ 164,668**	**$ 177,247**
Debt-Coverage Ratio		**1.33**	**1.37**	**1.41**	**1.45**	**1.49**	**1.34**	**1.38**	**1.43**	**1.47**	**1.52**	**1.57**	**1.62**	**1.67**	**1.73**	**1.78**

Table 9 illustrates a methodology by which to compare an Authority-defined allowable developer fee with the actual developer fee – as submitted by the developer. Most developers will build in to their project's financing a fee so that they can pay themselves and feed their family while the project is beginning. This spreadsheet presents the Authority with a method to determine whether or not they developer is paying themselves too well, and also measures an allowable return to the developers return after they recuperate any funds from a "deferred" developer fee, which is often accounted for as equity for the project.

The table also incorporates a construction loan interest check to make sure that the developer is not either paying too much for their construction loan, or hiding costs in the construction loan amount they've submitted to the Authority.

Table 9
Developer Fee Check

PER ANALYSIS:

Sources

Debt Supported by NOI at 1.25 DSC	$2,977,823	66%
Subordinated Debt		0%
Equity or Deferred Dev. Fee	$0.00	0%
Tax Credit Proceeds	$1,521,213.72	34%
Total Sources	**$4,499,036.72**	100%

DEVELOPER FEE CHECK:

Acquisition costs:	$	742,000
Development costs w/o developer fee:	$	4,278,168
Developer fee on acquisiton @ 4%:	$	29,680
Developer fee on development costs @ 15%:	$	641,725
Total allowable developer fee:	**$**	**671,405**
Total developer fee in proforma:	$	714,634
LESS: Equity or deferred developer fee:		0
Actual developer fee:	**$**	**714,634**
Developer fee OK?		NO

(OK if actual is less than allowable.)

CONSTRUCTION PERIOD INTEREST CHECK:

Loan amount:	$	2,977,823
Construction period annual interest rate:		6.00%
Average disbursement factor:		65.00%
Construction period--months:		15.00
Construction interest calculated:	**$**	**145,169**
Construction interest per developer:	$	-
Excess construction interest:	$	(145,169)
Construction interest OK?		YES

(OK if excess is <25% of calculated.)

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STATE INCENTIVES

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A. MISSOURI DOWNTOWN ECONOMIC STIMULUS ACT (MODESA) [§§ 99.915-99.980 RSMO]

PURPOSE

MODESA is a form of tax increment financing approved by the General Assembly in 2003 that allows for the establishment of a Missouri Downtown Economic Stimulus Authority (Authority). This tool combines the use of local property tax increment and economic activity taxes with a portion of the State sales tax and State income tax withholding to assist development projects. Through this program, cities and counties can use a portion of new tax revenues that otherwise would be paid on a completed project to repay all or a portion of the development costs, thereby reducing the net annual debt service on the completed project. In this manner, new tax revenues are not abated, but rather redirected to fund a portion of the costs of the development project. This new tax revenue is intended to encourage developers to redevelop deteriorated or deteriorating downtowns by addressing eligible project costs.

ELIGIBILITY

MODESA may only be utilized for a "major initiative" in a municipality (a city, village, or incorporated town or any county of the State established on or before January 1, 2001). A "major initiative" is a project that promotes:

(1) Tourism, cultural activities, arts, entertainment, education, research, multipurpose facilities, libraries, ports, mass transit, museums and conventions, the estimated cost of which equals or exceeds the amount set forth below, or

(2) Business locations or expansions which create new jobs as set forth below within three years.

Population of Municipality	Estimated Project Costs	New Jobs Created
300,000 or more	$10,000,000	at least 100
100,000 to 299,999	$5,000,000	at least 50
50,001 to 99,999	$1,000,000	at least 10
50,000 or less	$500,000	at least 5

MODESA authorizes a municipality to provide long-term financing for development projects in designated development areas through the issuance of bonds or other obligations. Such bonds or obligations may be payable from the incremental increase in real estate taxes and 50% of the increase in certain other tax revenues generated by economic activities within the development area (including most sales taxes and earnings taxes). MODESA bonds or other obligations may be issued directly by a municipality or by a downtown economic stimulus authority on behalf of a municipality.

IMPLEMENTATION

Before a municipality may implement financing under MODESA:

(1) The municipality must create a downtown economic stimulus authority;

(2) The municipality must prepare a development plan, including a description of the development area and the development projects therein;
(3) The authority or municipality must hold a public hearing and the authority must make a recommendation to the municipality pertaining to the development plan, development projects, and designation of the development area; and
(4) The municipality must adopt an ordinance (resolution in the case of counties) approving the development plan, the development projects and the designation of the development area.

Once the ordinance or resolution is adopted, development financing under MODESA may be implemented for one or more development projects within a development area. Because of various notice and hearing requirements, it will take at least 90 days (and more commonly 120 days or longer) to establish an authority and adopt a development plan.

Criteria for Eligible Development Areas under MODESA

(1) The development area is at or near the historic downtown;
(2) The development area is a blighted area or a conservation area;
(3) The median income of the municipality is below $62,000;
(4) 50% of the development area's buildings are in excess of 35 years old;
(5) The historic land use was mixed use;
(6) The development area does not exceed 10% of the entire area of a municipality;
(7) The development area is not located in a 100 year flood plain unless the property is protected by a structure certified by the U.S. Army Corps of Engineers; and
(8) The development area includes only the property that is directly and substantially benefited by the proposed development plan.

The development area must contain property that may be classified as either a "blighted area" or a "conservation area" as such terms are defined in the MODESA Act. The entire development area need not meet the criteria of one of these two categories, but must include only "those parcels of real property directly and substantially benefited by the proposed development plan." Thus, a larger development area that includes property that is increasing in value can enhance the feasibility of a development project, provided the larger area, on the whole, is a blighted or conservation area and is "directly and substantially benefited" by the development plan.

Practical Notes

A MODESA must also, ultimately, be approved by the Missouri Department of Economic Development. Any municipality considering MODESA should also engage the Missouri Department of Economic Development early on in the process.

B. MISSOURI RURAL ECONOMIC STIMULUS ACT (MORESA) [§§ 99.1000-99.1060 RSMO]

PURPOSE

MORESA is similar to the Missouri Downtown Economic Stimulus Act (MODESA) in that it is a form of tax increment financing that allows for the establishment of a MORESA Authority. MORESA is focused more specifically upon the development of property, rather than the redevelopment of downtowns. MORESA combines the use of local property tax increment and economic activity taxes with a portion of the State sales tax and State income tax withholding to assist development projects. MORESA requires a development plan and adoption process identical to MODESA and the powers of the Authorities are the same. However, MORESA, does not carry a blighting criteria and the approval of project costs is required by the Missouri Agricultural and Small Business Authority, rather than the Missouri Department of Economic Development.

ELIGIBILITY

MORESA may only be used for a "major initiative", defined in the Act as a project that promotes:

(1) The development of a facility producing either a good derived from an agricultural commodity or using a process to produce a good derived from an agricultural product, the estimated cost of which equals or exceeds the amount set forth below, or

(2) Business locations or expansions which create new jobs as set forth below within three years.

Population of Municipality	Estimated Project Costs	New Jobs Created
99,000 or less	$3,000,000	at least 30

MORESA authorizes a municipality to provide long-term financing for development projects in designated development areas through the issuance of bonds or other obligations. Such bonds or obligations may be payable from the incremental increase in real estate taxes and 50% of the increase in certain other tax revenues generated by economic activities within the development area (including most sales taxes and earnings taxes). MORESA bonds or other obligations may be issued directly by a municipality or by a downtown economic stimulus authority on behalf of a municipality.

Implementation

Before a municipality may implement financing under MORESA:

(1) The municipality must create a downtown economic stimulus authority;
(2) The municipality must prepare a development plan, including a description of the development area and the development projects therein;
(3) The authority or municipality must hold a public hearing and the authority must make a recommendation to the municipality pertaining to the development plan, development projects, and designation of the development area; and
(4) The municipality must adopt an ordinance (resolution in the case of counties) approving the development plan, the development projects and the designation of the development area.

Once the ordinance or resolution is adopted, development financing under MORESA may be implemented for one or more development projects within a development area. Because of various notice and hearing requirements, it will take at least 90 days (and more commonly 120 days or longer) to establish an authority and adopt a development plan.

Criteria for Eligible Development Areas under MORESA

(1) The development area includes only the property that is directly and substantially benefited by the proposed development plan;
(2) The development area is contiguous;
(3) Can be renovated through one of more development projects; and
(4) The development area does not exceed 10% of the entire area of a municipality.

There is no income level threshold for MORESA.

C. MISSOURI DOWNTOWN PRESERVATION ACT (MODESA LIGHT) [§§ 99. 1080-99.1092 RSMO]

PURPOSE

The purpose of the Downtown Revitalization Preservation Program (the "Downtown Preservation Program"), which is sometimes referred to as MODESA Light, is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.

ELIGIBILITY

Any city or county in the state having fewer than 200,000 inhabitants and a median household income of $62,000 or less according to the last decennial census may utilize this program. To be eligible, the community must have a development project with its Central Business District (described below) which promotes tourism, cultural activities, arts, entertainment, education, research, arenas, multipurpose facilities, libraries, ports, mass transit, museums, economic development or conventions (referred to in the statute as a "Major Initiative"). The capital investment within the redevelopment project must be:

Population of Municipality	Estimated Project Costs
100,000 to 199,999	$5,000,000
50,000 to 99,999	$1,000,000
10,000 to 49,999	$500,000
1 to 9,999	$250,000

Eligible project costs that may be paid from revenues of the program include costs expended on public property, buildings or rights-of-way for public purposes to provide infrastructure for the project. Facades are an included eligible cost. Only initial expenses may be paid. Design costs and financing costs related to public infrastructure are among the eligible costs listed in the statute.

Implementation

The procedural requirements of the Downtown Preservation Program have some similarities to MODESA. The municipality designates a "Central Business District" at or near its historic core that is traditionally known as the "downtown." At least half of the existing buildings in the Central Business District must be at least 35 years old or vacant lots that had structures on them that were built at least 35 years prior to the adoption of the redevelopment plan. The historical Central Business District land use emphasis must be mixed uses, including business, commercial, financial, transportation, government and multifamily residential uses.

The municipality then designates a redevelopment area within the central business district and prepares and adopts a redevelopment plan for the redevelopment of the area after a public hearing is held. In addition to other required elements of the redevelopment plan, a displacement study (the Department of Economic Development may exempt smaller projects from this requirement) and an economic feasibility analysis must be included.

As part of adoption of the plan, the municipality must receive a determination of an independent third party that the redevelopment area on the whole is a "blighted" or "conservation" area (both terms are defined in the Downtown Preservation Program statute).

After adoption of the redevelopment plan, application is made to the Department of Economic Development for funding under the Downtown Preservation Program.

Other Considerations

There are certain similarities between the Downtown Preservation Program and MODESA. Both allow the capture of certain State funds to pay project costs in the traditional downtown areas of communities. However, there are also a number of differences. Generally speaking, the requirements of the Downtown Preservation Program statute are designed to be an easier application process than MODESA. However, unlike MODESA, only 50% of incremental general revenue portion of State sales tax can be utilized for project costs, and there is no option to capture a portion of State income tax.

In terms of local tax revenues, the only revenues that are captured are one half of the incremental general sales taxes (e.g. not special sales taxes such as capital improvement sales taxes, law enforcement sales taxes, etc.) of the city and county, and the county may choose to opt out. No property taxes are captured under the Downtown Preservation Program. Revenues may be captured for up to 25 years.

A project that receives funding under the Downtown Preservation Program cannot thereafter receive tax increment financing assistance and continue to receive assistance under the program.

D. HISTORIC PRESERVATION CREDIT [§§ 253.545 - 253.561 RSMo]

PURPOSE

The Historic Preservation Credit program provides an incentive for the redevelopment of commercial and residential historic structures in Missouri.

The Historic Preservation Credit program provides State tax credits equal to 25% of eligible costs and expenses of the rehabilitation of approved historic structures (provided such costs and expenses exceed 50% of the total acquisition cost of the property). Before receiving the tax credits, an application must be submitted to the Department of Economic Development, which will then submit the information to the Missouri Historic Preservation Office to determine the eligibility of the property and proposed rehabilitation. The proposed project will be reviewed based on the "historic" standards defined by the United States Department of the Interior.

An eligible property must be:

(1) Listed individually on the National Register of Historic Places;
(2) Certified by the Missouri Department of Natural Resources as contributing to the historical significance of a certified historic district listed on the National Register of Historic Places; or
(3) In a local historic district that has been certified by the United States Department of the Interior.

ELIGIBILITY

Any taxpayer is eligible to participate in this program. Non-profit and government entities are not eligible.

PRACTICAL NOTES

<u>What if the tax credit exceeds the total State income tax liability?</u>
Any portion of the tax credit may be carried back to satisfy previous State tax liability due during each of the three previous taxable years and may be carried forward and allowed as a credit against any future taxes imposed on the owner within the next ten years.

<u>Are the tax credits transferable?</u>
A taxpayer may sell, assign, exchange or otherwise transfer earned tax credits.

E. BROWNFIELD REDEVELOPMENT
[§§ 447.700 - 447.718 RSMo]

PURPOSE

The Brownfield Redevelopment Program provides financial incentives for the redevelopment of commercial or industrial sites that are contaminated with hazardous substances and have been abandoned or underutilized for at least 3 years.

The Brownfield Remediation Program provides state tax credits for up to 100% of the cost of remediating eligible properties. Before receiving the tax credits,

(1) An application must be submitted to the Department of Economic Development;
(2) An application must be submitted to the Missouri Department of Natural Resources ("DNR") for acceptance into DNR's "Voluntary Cleanup Program";
(3) If the property is not owned by a public entity, the city or county must endorse the project; and
(4) The project must be projected by the Department of Economic Development to result in the creation of at least 10 new jobs or the retention of 25 jobs by a private commercial operation.

Once both applications are approved, the Department of Economic Development will issue 75% of the credits upon adequate proof of payment of the costs of remediation and the remaining 25% upon issuance of a "clean letter" by DNR.

Remediation that is performed prior to receipt of a written authorization for remediation tax credits from the Department of Economic Development will not be eligible for tax credits and may jeopardize the project's overall eligibility for the program. Applications may be submitted at any time and are reviewed on a case-by-case basis.

ELIGIBILITY

Any taxpayer is eligible to participate in this program, however the applicant cannot be a party who intentionally or negligently caused the release or potential release of hazardous substances at the project site.

PRACTICAL NOTES

<u>What if the tax credit exceeds the total State income tax liability?</u>
Any portion of the tax credit may be carried forward and allowed as a credit against any future taxes imposed on the owner within the next 20 years.

<u>Are the tax credits transferable?</u>
A taxpayer may sell, assign, exchange or otherwise transfer earned tax credits.

F. COMMUNITY DEVELOPMENT BLOCK GRANT FUNDS
[§§ 447.700 - 447.718 RSMo]

Purpose

The Community Development Block Grant Program offers grants to Missouri communities to improve local facilities, address health and safety concerns and develop a greater capacity for growth.

Eligible Communities

Community Development Block Grant funds are only available to cities or counties in non-entitlement areas (incorporated municipalities with a population under 50,000 and counties with a population under 200,000). Projects must benefit at least 51% low to moderate income persons, address a slum or blighted condition, or meet an urgent threat to health and safety.

Eligible Projects

- Action Fund Loan – loans to private companies resulting in the creation of jobs, including revolving funds and Microenterprise.
- Community Facilities – development of a public facility designed to provide services from a central location (senior center, community center, fire station, etc.).
- Demolition
- Emergency – projects meeting an urgent threat to health and safety.
- Industrial Infrastructure Grant – public infrastructure development that results in the creation of jobs by a private company benefiting from the infrastructure.
- Interim Financing Loan – short-term loan to a private company resulting in the creation of jobs.
- Speculative Industrial Building Loan – loans to a nonprofit development organization to develop a shell building for industrial purposes.
- Water and Wastewater – publicly owned water and wastewater improvements and new construction. Proposals must be reviewed by the Missouri Water and Wastewater Review Committee before application is made.

G. NEIGHBORHOOD ASSISTANCE PROGRAM [§§32.100 - 32.125 RSMo]

Purpose

The Neighborhood Assistance Program provides assistance to community-based organizations to enable them to implement community or neighborhood projects in the areas of community service, education, crime prevention, job training and physical revitalization.

The Neighborhood Assistance Program provides State tax credits to an eligible taxpayer in an amount equal to either 50% or 70% of a qualified contribution to an approved Neighborhood Assistance Program project. Prior to receipt of the tax credit, an application must be made to the Department of Economic Development. Applications may be submitted any time after applications become available (March) to qualify for a project the following fiscal year (July 1-June 30) and not later than March 1 of the following year. Applications are reviewed until funding is depleted. Preference is given to projects addressing specified program outcomes. The program also seeks projects located in distressed communities and in target communities as determined by the Department of Economic Development.

Eligible Groups

Any business, non-profit corporation, 501(c)(3) organization or individuals who operate a sole proprietorship, operate a farm, have rental property or have royalty income, individuals who are a shareholder in an s-corporation, a partner in a partnership or a member of a limited liability corporation who make an eligible donation to an approved Neighborhood Assistance Program project.

Practical Notes

<u>What if the tax credit exceeds the total State income tax liability?</u>
Any portion of the tax credit may be carried forward and allowed as a credit against any future taxes imposed on such owner within the next five years.

<u>Are the tax credits transferable?</u>
No. The tax credits may not be sold or transferred.

<u>What are the limits on the Neighborhood Assistance tax credits?</u>
Applicant organizations may request a maximum of $250,000 in 50% tax credits per year or $350,000 in 70% tax credits per year if the organization is located in a qualifying rural area. The maximum amount of tax credits available in any year for all participants under the program may not exceed $18,000,000. The tax credits are allocated at the discretion of the Department of Economic Development as follows: $12,000,000 million in 50% credits; and $6,000,000 million in 70% credits (reserved for projects in certain lower population or unincorporated areas). These allocations are subject to change.

H. MISSOURI WORKS PROGRAM
[§§620.2000 – 620.2020 RSMo]

PURPOSE

To facilitate the creation of quality jobs by targeted business projects.

APPLICANT ELIGIBILITY

For-profit or non-profit businesses with projects that will meet minimum job and investment thresholds within two years of program initiation are eligible to apply.

Ineligible applicants include gambling establishments, store front consumer-based retail trade establishments, food and drinking places, public utilities, educational services, religious organizations, public administration, ethanol distillation or production, biodiesel production, or healthcare and social services. Headquarters, administrative, or research and development offices of otherwise excluded businesses that serve a multi-state area are eligible.

Businesses delinquent in payment of any non-protested taxes or other payments (state, federal, or local) are ineligible. Businesses that have filed for or have publicly announced their intention to file for bankruptcy are ineligible unless certain conditions are met.

PROJECT ELIGIBILITY CRITERIA AND BENEFITS

MISSOURI WORKS PROGRAM CATEGORY	MINIMUM NEW JOBS REQUIRED	MINIMUM NEW PRIVATE CAPITAL INVESTMENT	MINIMUM AVERAGE WAGE REQUIRED	AUTOMATIC BENEFIT[3]
Zone Works[1]	2	$100,000	80% of County Avg. Wage	Retention of state withholding tax of new jobs for 5 or 6 years
Rural Works[2]	2	$100,000	90% of County Avg. Wage	Retention of state withholding tax of new jobs for 5 or 6 years
Statewide Works	10	N/A	90% of County Avg. Wage	Retention of state withholding tax of new jobs for 5 or 6 years
Mega Works 120	100	N/A	120% of County Avg. Wage	6% of new payroll for 5 or 6 years
Mega Works 140	100	N/A	140% of County Avg. Wage	7% of new payroll for 5 or 6 years

[1] Project facility must be located in an Enhanced Enterprise Zone.
[2] Project facility must be located in a "rural" county, which would not include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, or St. Louis City and County.
[3] Benefit period is five years, or six years for existing Missouri companies that have been operational for at least 10 years.

In addition to the Automatic Benefit indicated above, projects applying in the Statewide or Mega Works categories may be considered for discretionary benefits, limited to the net state fiscal benefit. The criteria for discretionary benefits include the least amount necessary to obtain the company's commitment; the overall size (number of jobs, payroll, capital investment) and quality (average wages, growth potential, industry multiplier effect) of the project; the financial stability and creditworthiness of the company; the level of economic distress of the project area; the competitiveness of alternative locations; and the percent of local incentives committee to the project.

"Base Employment" is the greater of:

a) The number of full-time employees on the date of the Notice of Intent (NOI); or
b) The average number of full-time employees for the twelve-month period prior to the date of the NOI.

In the event the company (or a related company) reduces jobs at another facility in Missouri with related operations, the new jobs at the project facility would be reduced accordingly.

"New Jobs" are defined as full-time (average 35 or more hours/week each year and for whom the company offers/pays 50% of health insurance) employees of the company located at the project facility, based on the increase from the "base employment".

Program benefits are:

a) The retention of the state withholding tax of the New Jobs; and/or
b) State tax credits, which are refundable, transferable, and/or saleable.

The program benefits are based on a percentage of the payroll of the New Jobs. The program benefits are not provided until the minimum new job threshold is met and the company meets the average wage and health insurance requirements. There is no annual funding limit on the retained withholding taxes. Tax credits issued for the entire program shall not exceed $106 million for Fiscal Year 2014, $111 million for Fiscal Year 2015, and $116 million for Fiscal Year 2016 and forward.

The tax credits may be applied to Chapter 143 (state income tax, excluding withholding tax) and Chamber 148 (financial institution tax). Tax credits must be claimed within one year of the close of the taxable year for which they were issued. Tax credits can only be applied to tax liability for the year in which they were earned. Any annual unused balance is fully refundable. The credits may also be transferred, sold, or assigned.

Application Process

Prior to the receipt of a proposal by the Missouri Department of Economic Development or the approval of a Notice of Intent (NOI), a company cannot have begun significant, project-specific site work at the project facility; purchased machinery or equipment related to the project; or publicly announced its intention to make new capital investment at the project facility.

Upon receipt of the proposal/NOI, the Missouri Department of Economic Development will:

- Confirm the business is eligible;
- Establish the date at which "Base Employment" is calculated;
- Reserve the estimated tax credits for the project; and
- Establish the two-year deadline date by which the minimum thresholds for job creation, investment, etc. must be met.

Practical Notes

Reporting Requirements
On an annual basis, the business must submit a report documenting the New Jobs created, the total payroll, and confirming that the business meets the health insurance requirements for the New Jobs. In the event that a company has not maintained the minimum program requirements, benefits will cease for the remainder of the benefit period. If a project does not meet the minimum New Job requirement, the project may enter one of the smaller program categories, provided all of the program requirements for the smaller program type are met. The Tax Credit Accountability Act Reporting Form must be submitted to the Missouri Department of Economic Development by June 30th each year the company receives tax credits and for the three years following the issuance of the tax credits.

Other Requirements
A business cannot simultaneously receive benefits for the same capital investment or the same jobs for the following programs:

- Rebuilding Communities
- Development Tax Credit
- Enhanced Enterprise Zone
- Quality Jobs
- Manufacturing Jobs

Special conditions apply when Missouri Works is used at the same time as other programs that affect state withholding taxes (Missouri Training, State TIF, MODESA).

Contact
Missouri Department of Economic Development
Business and Community Services Division
Business and Community Finance Team
dedfin@ded.mo.gov
www.ded.mo.gov

The Missouri Department of Economic Development Business and Community Finance Team can also provide information on county average wages and estimated state withholding taxes.

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Section IV

Summary Of Financial Incentive Resources

The following Section provides a table summary of various financing mechanisms available to the City or through State partnership and that are particularly useful for Downtown activities.

Summary of Financial Assistance Resources
Financial Assitance Review

Name	Eligible Uses of Funds	Formation	Powers & Limitations	Governance	Borrowing Authority	Sources of Revenue
Community Improvement District (CID) (Ch. 67, R.S.Mo.)	Public capital improvements; Private capital improvements (located in a blighted area); Special services	By governing body of City, on petition of majority owners by assessed value or number	Petition for district formation speficies: area and duration of district; maximum rate of taxes; methor and maximum rate of assessment; types of services; types of improvements; maximum borrowing authority; eligible uses of funds	Program managed by district board, with annual report to City; Board to consist of 5-30 members, appointed by City or elected by "qualified voters" of district, depending on petition; petition may identify original members; annual levy of taxes/assessment	Board may issue obligations payable solely from district revenues and assets pledged; District obligations are not general obligations of the district, unless approved by supermajority of voters in district	Special assessments approved by petition or any reasonable method of assessment; Taxes on real property and/or business license or approved by qualified voters; Authorizes different property classes and levy rates for each class based on level of benefit
Special Business District (SBD) (Ch. 71, R.S.Mo.)	Public capital improvements; special services	By governing body of City, on petition by one or more property owners	City makes all decisions for district	Advisory board of commissioners, with final authority in City governing body	District may issue general obligation bonds, with approval of supermajority of voters of the district; District may issue revenue bonds to finance revenue-producing facilities, payable from from revenue generated by those facilities	Real property taxes with maximum of $0.85 per $100 assessed valuation and approved by qualified voters and property owners; Busines license taxes if City already imposes tax on businesses licenses, then additional tax cannot exceed 50% of current tax and
Neighborhood Improvement District (NID) (Ch. 67, R.S.Mo.)	Public capital improvments	By governing body of City, upon either approval of voters in district or petition signed by 2/3 of owners of property in district by area	Election ballot or petition for distrtict formation must specify general nature of improvement, estimated cost, boundaries, method of assessment; City makes all other decision, including classifications and assessement methods	Governed by City	City must issue general obligation bonds to pay for improvements within district if special assessments are inadequate	Special assessments only; Assessment on per lineal foot or square foot or any other reasonable assessment method; Approved by vote of people in district or petition of property owners
Tax Increment Financing (99.88-.865 R.S.Mo.)	Public capital improvements; property assembly (including acquisition and demolition of buildings); costs or rehabilitation, reconstruction, or repair or remodeling of existing buildings and fixtures; relocation costs	By governing body of City; requires TIF Commission review and public hearing	Requires adoption of Redevelopment Plan which describes the project, redevelopment project costs, sources of funds to pay costs, type and term of sources of funds to pay costs, type and term of obligations, cost-benefit analysis, elgibility analysis and o	Governed by City; Incremental revenues allocated to Special Allocation Fund	Obligations secured by Special Allocation Fund and may be issued by the City; Obligations shall not be a general obligation of the political subdivision and cannot exceed 23 years; Obligations may only be payable out of any funds or properties other than	Special Allocation Fund collects local incremental revenues generated within the distict; 100% PILOTS and 50% EATS are captured by the Special Allocation Fund
Community Development Block Grant Funds	Funds a variety of economic development activities, including site acquisition, assessment, demolition, remediation, public works and support the development of affordable housing	Contingent on annual appropriation by HUD to Metropolitan cities and urban counties (entitlement communities) or State for distribution to non-entitlement communities	Submit a Consolidated Plan, annual action plan, and certifications to HUD. If you are a non-entitlement community, an individiual or organization, apply to the appropriate city, state or county for funding. Funding restricted by program guidelines and a	Entitlement communities or the State receive entitlement funds from HUD that may be used for eligible activities, such as infrastructure. Non-entitlement communities compete for funding via application process to State.	N/A	Funding based on project need, available funding, and program limitations. No match is required, but local in-kind and/or cash matching funds are encouraged.

Summary of Financial Incentive Resources
Financial Assistance Review

Missouri Downtown Economic Stimulus Act (MODESA)	Certain public improvements; Financing; Relocation costs; Property assembly	Governed by local Downtown Development Authority (DDA) appointed by mayor or chief financial officer of municipality; MODESA application reviewed by Missouri Development Finance Board (MDFB); Combined local and state approval	Applies to "major initiative projects only; must pass "but for" test; project must be located in a "blighted" area; Financial threshold based on new jobs and localities population; local development approvals required; DDA has statutory powers to borrow funds, own property,etc., Need MDFB approval from state participation in funding	Governed by City or Downtown Development Authority	Obligations secured by Special Allocation Fund and may be issued by the City, DDA, or MDFB; Obligations shall not be a general obligation of the political subdivision, DDA, MDFB or the state and cannot exceed 35 years; Obligations may only be payable out of any funds or properties other than those specifically pledged as security	Special Allocation Fund collects local incremental revenues generated within the distict; 100% PILOTS and 50% EATS are captured by the Special Allocation Fund; With MDFB approval the Special Allocation Fund may also collect new revenue generated in the form of 3% state sales tax and a 2% portion of the state income tax withholding
Transportation Development Districts (TDD) (238.200-238.275 R.S.Mo.)	Transportation infrastructure	By City or County, by voter petition, local transportation authority petition, property owner petition; must be approved by a majority of those voting	Project improvements shall not be under the control and jurisdiction of a local transportation authority (City) while the TDD retains control and jurisdiction. Power to acquire, sell and convey property subject to local authority approval.	Program managed by district board, with MODOT and Local Authority oversight; Board may consist of at least 5 nor more than 15 persons with one MODOT and one or more Local Authority advisors; Election by voters or Owners require approval of special assessment, tax or funding method	District may contract and incur liabilities, may borrow money and issue bonds, notes and other obligations; May issue bonds payable from its revenues but may not exceed 40 years	District may levy a property tax not to exceed $0.10 per $100 assessed valueation or sales tax not to exceed 1%; District may levy tolls or special assessments for improvements benefiting the project
Missouri Historic Preservation Tax Credits (253.545-.559 R.S.Mo.) (S.B. 1, 1997) (S.B. 827, 1998)	Hard and soft costs of the rehabilitation of buildings on the National Register of Historic Places or in a historic district which is a National Register Certified Historic District	N/A	Any person or entity incurring costs for rehabilitation of eligible property which is a certified historic structure or structure in a certified historic district shall be entitled to a State income tax credit of 25% of the cost of rehabilitation, provided the rehabilitation costs exceed 50% of the total basis in the property and the rehabilitation meets historic standards	Requires project approval by the State Historic Preservation Office and funding approval by the State Department of Economic Development (DED)	N/A	Excess tax credits may be carried back for three years and forward for 10 years or until fully used; Taxpayers eligibile for such credits may transfer, sell (monetize) or assign credits
Brownfield Redevelopment Program (447.700-447.718 R.S.Mo.)	Voluntary brownfield remediation	N/A	Project must anticipate creating at least 10 jobs or retaining at least twenty-five workers and must be found to focus its redevelopment effort on an eligible site. Completion of remediation subject to the State Deparment of Natural Resources and the Environmental Protection Agency	Eligibility for an entity is contingent on being accepted into the Missouri Voluntary Cleanup Program; Entity can then apply to State Department of Economic Development (DED) for financial assistance; DED may approve incentive package that is limited to the least amount necessary to achieve remediation or incur a positive net benefit. Local jurisdictional participation may be required.	N/A	Incentives may include tax credits; tax exemptions; grants; loan guarantees, or loans; once appropriated, these funds can be used to purchase or to offset the purchase of materials, supplies, equipment, or other things related to the redevelopment of the site as approved
Urban Redevelopment Corporations (Ch. 353, R.S. Mo.)	Clearance, replanning, reconstruction or rehabilitation of blighted areas, and the construction of such structures as may be appropriate	Incorporation with the Secretary of State, Application to the City for authorization of a Redevelopment Plan; Requires public hearing and the granting of rights and powers by City ordinance consistent with Ch. 353 provisions	Corporation can only operate in an area with a Redevelopment Plan. Powers of the corporation must be authorized by the local jurisdiction, including the authorization for tax abatement. The provisions of the general corporation law apply unless in conflict with Ch. 353.	A corporation that has been organized to serve a public purpose.	Any Urban Corporation my borrow funds and secure the repayment thereof by mortgage which shall be a lien upon no other real property except that forming the whole or a part of a single development area.	The City may authorize a 100% abatement of taxes in years 1-10 and a 50% abatement of taxes in years 11-25 on properties owned by the Corporation; the Corporation may accept grants or loans from government agencies
Tax Reimbursement Agreements (Ch. 43, R.S. Mo.)	Publicly owned infrastructure	Redevelopment Agreement between the City and Developer; Approved by ordinance	May require all contracts for work to be subject to public bids; Only City's tax revenue is utilized;	City oversees project	N/A	Incremental increase in the City's property taxes and as much as 100% of the City's incremental increase in sales and utility taxes, depending upon municipal charter limitations

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Section V

Jackson DREAM Study Area Map

Exhibit 1
DREAM Boundary

Uptown Study Area
City of Jackson, Missouri

Legend

Study Area Boundary

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Feet

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