

**Comparison of Revenues
PILOTs, TIF EATs and TDD EATs
Project Areas F, G, H and I Only**

2015 Approved TIF Plan
Yarco / B&B PDP - 2016

SUMMARY	
TIF PLAN NPV =	\$ 7,622,281
PDP NPV =	\$ 8,386,921
DIFFERENCE	\$ 764,640
% DIFFERENCE	110%

TIF PLAN ASSUMPTIONS - 2015 Approval

Program:	Units/Lots	SqFt	Sales Per Sq Foot	County Value Per Sq Ft or Per Unit
Total Office		17,000	\$ -	\$ 110
Total Retail		39,000	\$ 228	\$ 125
Total Senior	228	-	\$ -	\$ 65,000
TOTAL	228	56,000		

Projections:	PILOTs for TIF	Sales Tax Revenues for TIF		Total TIF Revenues
	Total PILOTs	TIF Sales Tax Revenue (TIF EATs)	TDD Sales Tax Revenue (TDD EATs)	TIF PILOTs, TIF EATs, TDD EATs
Total	\$ 10,136,836	\$ 3,357,661	\$ 1,074,451	\$ 14,568,948
NPV @ 5.0%	\$ 5,253,542	\$ 1,794,499	\$ 574,240	\$ 7,622,281

REVENUE ESTIMATES PER NEW PDP (Yarco / B&B) - 2016

Program:	Units/Lots	SqFt	Sales Per Sq Foot	County Value Per Sq Ft or Per Unit
Total Office		87,000	\$ -	\$ 112
Total Retail		37,500	\$ 131	\$ 125
Total Senior	172	-	\$ -	\$ 65,000
TOTAL	172	124,500		

Projections:	PILOTs for TIF	Sales Tax Revenues for TIF		Total TIF Revenues
	Total PILOTs	TIF Sales Tax Revenue (TIF EATs)	TDD Sales Tax Revenue (TDD EATs)	TIF PILOTs, TIF EATs, TDD EATs
Total	\$ 13,749,595	\$ 1,811,655	\$ 579,730	\$ 16,140,979
NPV @ 5.0%	\$ 7,126,089	\$ 955,176	\$ 305,656	\$ 8,386,921

Additional Notes:

- (1) Any projections contained herein are preliminary. These indications are provided solely for your information and consideration, are subject to change at any time without notice. The information contained in this presentation may include results of analyses from a quantitative model which represent potential future events that may or may not be realized, and is not a complete analysis of every material fact. Any estimates included herein constitute our judgment as of the date hereof and are subject to change without any notice.
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TIF PLAN (select areas only)

PILOTS, TIF EATs and TDD EATs
New Longview TIF
Project Areas F, G, H and I Only

	Units/Lots	SqFt
Total Office		17,000
Total Retail		39,000
Total Senior	228	-
TOTAL	228	56,000

New Longview Redevelopment

Year	PILOTS for TIF		Taxable Sales for TIF & TDD	Sales Tax Revenues for TIF		Total TIF Revenues
	Incremental Assessed Value	Total PILOTS		TIF Sales Tax Revenue (TIF EATs)	TDD Sales Tax Revenue (TDD EATs)	
1 2016	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2 2017	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3 2018	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4 2019	\$ 3,350,000	\$ -	\$ 2,612,500	\$ 39,392	\$ 12,605	\$ 51,997
5 2020	\$ 4,121,300	\$ 295,301	\$ 5,225,000	\$ 78,783	\$ 25,211	\$ 103,994
6 2021	\$ 5,041,200	\$ 363,291	\$ 6,918,375	\$ 104,316	\$ 33,381	\$ 432,999
7 2022	\$ 5,056,626	\$ 444,380	\$ 8,612,926	\$ 129,867	\$ 41,557	\$ 534,715
8 2023	\$ 5,142,024	\$ 445,740	\$ 8,742,120	\$ 131,815	\$ 42,181	\$ 618,376
9 2024	\$ 5,157,759	\$ 453,268	\$ 8,873,251	\$ 133,792	\$ 42,813	\$ 622,345
10 2025	\$ 5,244,864	\$ 454,655	\$ 9,006,350	\$ 135,799	\$ 43,456	\$ 632,522
11 2026	\$ 5,260,914	\$ 462,333	\$ 9,141,445	\$ 137,836	\$ 44,107	\$ 636,598
12 2027	\$ 5,349,762	\$ 463,748	\$ 9,278,567	\$ 139,903	\$ 44,769	\$ 647,006
13 2028	\$ 5,366,132	\$ 471,580	\$ 9,417,746	\$ 142,002	\$ 45,441	\$ 651,190
14 2029	\$ 5,456,757	\$ 473,023	\$ 9,559,012	\$ 144,132	\$ 46,122	\$ 661,834
15 2030	\$ 5,473,455	\$ 481,011	\$ 9,702,397	\$ 146,294	\$ 46,814	\$ 666,131
16 2031	\$ 5,565,892	\$ 482,483	\$ 9,847,933	\$ 148,488	\$ 47,516	\$ 677,016
17 2032	\$ 5,582,924	\$ 490,632	\$ 9,995,652	\$ 150,716	\$ 48,229	\$ 681,428
18 2033	\$ 5,677,210	\$ 492,133	\$ 10,145,587	\$ 152,976	\$ 48,952	\$ 692,560
19 2034	\$ 5,694,582	\$ 500,444	\$ 10,297,770	\$ 155,271	\$ 49,687	\$ 697,091
20 2035	\$ 5,790,754	\$ 501,976	\$ 10,452,237	\$ 157,600	\$ 50,432	\$ 708,476
21 2036	\$ 5,808,474	\$ 510,453	\$ 10,609,020	\$ 159,964	\$ 51,189	\$ 713,128
22 2037	\$ 5,906,569	\$ 512,015	\$ 10,768,156	\$ 162,364	\$ 51,956	\$ 724,773
23 2038	\$ 5,924,643	\$ 520,662	\$ 10,929,678	\$ 164,799	\$ 52,736	\$ 729,550
24 2039	\$ 6,024,701	\$ 522,255	\$ 11,093,623	\$ 167,271	\$ 53,527	\$ 741,460
25 2040	\$ 6,043,136	\$ 531,075	\$ 11,260,028	\$ 169,780	\$ 54,330	\$ 746,365
26 2041	\$ 1,979,891	\$ 172,730	\$ 11,428,928	\$ 172,327	\$ 55,145	\$ 758,547
27 2042	\$ 1,039,680	\$ 91,647	\$ 4,350,342	\$ 65,595	\$ 20,990	\$ 259,315
28 2043	\$ -	\$ -	\$ 4,415,597	\$ 66,579	\$ 21,305	\$ 179,532
29 2044	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
30 2045	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 10,136,836	\$ 10,136,836	\$ 10,136,836	\$ 3,357,661	\$ 1,074,451	\$ 14,568,948
NPV @ 5.0%	\$ 5,253,542	\$ 5,253,542	\$ 5,253,542	\$ 1,794,499	\$ 574,240	\$ 7,622,281

Notes:

- PILOTS are captured at a rate of \$8.9583 per \$100 of assessed value.
- PILOTS are currently calculated gross of the base value of: **\$154,908**
- NPV is calculated based on the respective start date of each project.
- Collections and administrative fees are as shown below.
- A 1.0% TDD sales tax is assumed and as such 50% of the TDD sales tax is captured as a TDD EAT.
- Applicable fees factored into the calculations include: Property tax revenues reduced by 1.6%, TIF sales tax revenues reduced by 3.5% and TDD revenues reduced by 3.50%.

Ad Valorem Levies

	Rate	Capture %	Captured Rate
CITY OF LS	1.5700	100%	1.5700
HND WKSHP	0.0753	100%	0.0753
JR COLG	0.2374	100%	0.2374
LBRY DIST	0.3200	100%	0.3200
MENTAL HEALTH	0.1223	100%	0.1223
LEE'S SUMMIT SD	6.1192	100%	6.1192
JA COUNTY	0.5141	100%	0.5141
MO BLIND PENSION	0.0300	0%	-
Total Levy	8.9883		8.9583
Assessment Ratio - Commercial	32.00%		
Assessment Ratio - Residential	19.00%		

Retail Sales Tax Rates

	Rate	Capture %	Captured Rate
State of Missouri	4.225%	0.00%	0.0000%
County - General	0.500%	50.00%	0.2500%
County - Capital Improvement	0.375%	0.00%	0.0000%
County - Drug Enforcement	0.250%	50.00%	0.1250%
Zoo District	0.125%	50.00%	0.0625%
City - General	1.000%	50.00%	0.5000%
City - Local Parks	0.250%	50.00%	0.1250%
City - Capital Projects	0.500%	50.00%	0.2500%
City - Transportation	0.500%	50.00%	0.2500%
Total	7.725%		1.5625%
TDD Sales Tax	1.000%	50.00%	0.500%
Grand Total Sales Tax Rate	8.725%		2.0625%

NEW PDP

PILOTS, TIF EATs and TDD EATs
New Longview TIF
Project Areas A-I (New PDP)

	Units/Lots	SqFt
Total Office		87,000
Total Retail/Theater		37,500
Total Senior	172	-
TOTAL	172	124,500

New Longview Redevelopment

Year	PILOTS for TIF		Taxable Sales for TIF & TDD	Sales Tax Revenues for TIF		Total TIF Revenues
	Incremental Assessed Value	Total PILOTS	Total Projected Taxable Sales	TIF Sales Tax Revenue (TIF EATs)	TDD Sales Tax Revenue (TDD EATs)	TIF PILOTS, TIF EATs, TDD EATs
1 2016	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2 2017	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3 2018	\$ 1,120,000	\$ -	\$ 2,394,000	\$ 36,097	\$ 11,551	\$ 47,648
4 2019	\$ 3,437,800	\$ 98,728	\$ 2,429,910	\$ 36,638	\$ 11,724	\$ 147,090
5 2020	\$ 4,228,200	\$ 303,041	\$ 2,466,359	\$ 37,188	\$ 11,900	\$ 352,129
6 2021	\$ 4,591,356	\$ 372,714	\$ 2,503,354	\$ 37,746	\$ 12,079	\$ 422,539
7 2022	\$ 5,009,564	\$ 404,727	\$ 4,797,154	\$ 72,332	\$ 23,146	\$ 500,205
8 2023	\$ 6,911,183	\$ 441,591	\$ 4,869,112	\$ 73,417	\$ 23,493	\$ 538,502
9 2024	\$ 6,950,155	\$ 609,219	\$ 4,942,148	\$ 74,518	\$ 23,846	\$ 707,583
10 2025	\$ 7,049,407	\$ 612,654	\$ 5,016,281	\$ 75,636	\$ 24,204	\$ 712,494
11 2026	\$ 7,089,158	\$ 621,403	\$ 5,091,525	\$ 76,771	\$ 24,567	\$ 722,740
12 2027	\$ 7,190,395	\$ 624,907	\$ 5,167,898	\$ 77,922	\$ 24,935	\$ 727,764
13 2028	\$ 7,230,942	\$ 633,831	\$ 5,245,416	\$ 79,091	\$ 25,309	\$ 738,231
14 2029	\$ 7,334,203	\$ 637,405	\$ 5,324,097	\$ 80,277	\$ 25,689	\$ 743,371
15 2030	\$ 7,375,560	\$ 646,508	\$ 5,403,959	\$ 81,482	\$ 26,074	\$ 754,063
16 2031	\$ 7,480,887	\$ 650,153	\$ 5,485,018	\$ 82,704	\$ 26,465	\$ 759,322
17 2032	\$ 7,523,072	\$ 659,438	\$ 5,567,293	\$ 83,944	\$ 26,862	\$ 770,244
18 2033	\$ 7,630,505	\$ 663,156	\$ 5,650,803	\$ 85,204	\$ 27,265	\$ 775,625
19 2034	\$ 7,673,533	\$ 672,626	\$ 5,735,565	\$ 86,482	\$ 27,674	\$ 786,782
20 2035	\$ 7,783,115	\$ 676,419	\$ 5,821,598	\$ 87,779	\$ 28,089	\$ 792,287
21 2036	\$ 7,827,004	\$ 686,079	\$ 5,908,922	\$ 89,095	\$ 28,511	\$ 803,685
22 2037	\$ 7,938,777	\$ 689,948	\$ 5,997,556	\$ 90,432	\$ 28,938	\$ 809,318
23 2038	\$ 7,983,544	\$ 699,801	\$ 6,087,520	\$ 91,788	\$ 29,372	\$ 820,961
24 2039	\$ 8,097,553	\$ 703,747	\$ 6,178,832	\$ 93,165	\$ 29,813	\$ 826,725
25 2040	\$ 6,750,635	\$ 593,448	\$ 2,949,687	\$ 44,476	\$ 14,232	\$ 652,156
26 2041	\$ 3,985,031	\$ 346,010	\$ 2,993,933	\$ 45,143	\$ 14,446	\$ 405,598
27 2042	\$ 3,048,844	\$ 268,755	\$ 3,038,842	\$ 45,820	\$ 14,662	\$ 329,237
28 2043	\$ 2,715,920	\$ 234,713	\$ 3,084,424	\$ 46,507	\$ 14,882	\$ 296,103
29 2044	\$ 2,252,702	\$ 198,575	\$ -	\$ -	\$ -	\$ 198,575
30 2045	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total		\$ 13,749,595		\$ 1,811,655	\$ 579,730	\$ 16,140,979
NPV @ 5.0%		\$ 7,126,089		\$ 955,176	\$ 305,656	\$ 8,386,921

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City - General	1.000%	50.00%	0.5000%
City - Local Parks	0.250%	50.00%	0.1250%
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