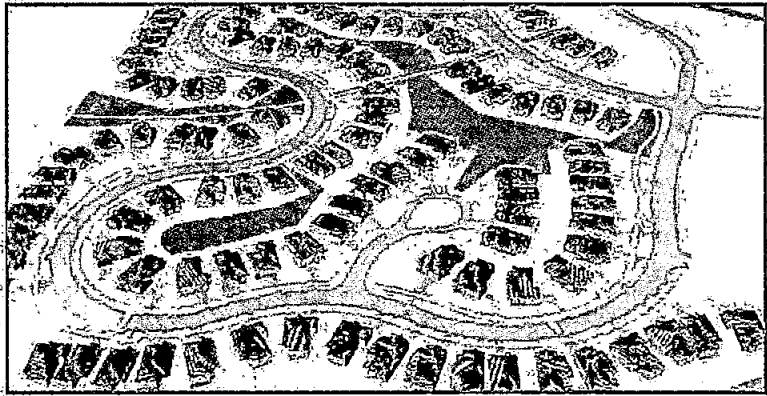


▶ THE COVES OF WINFIELD



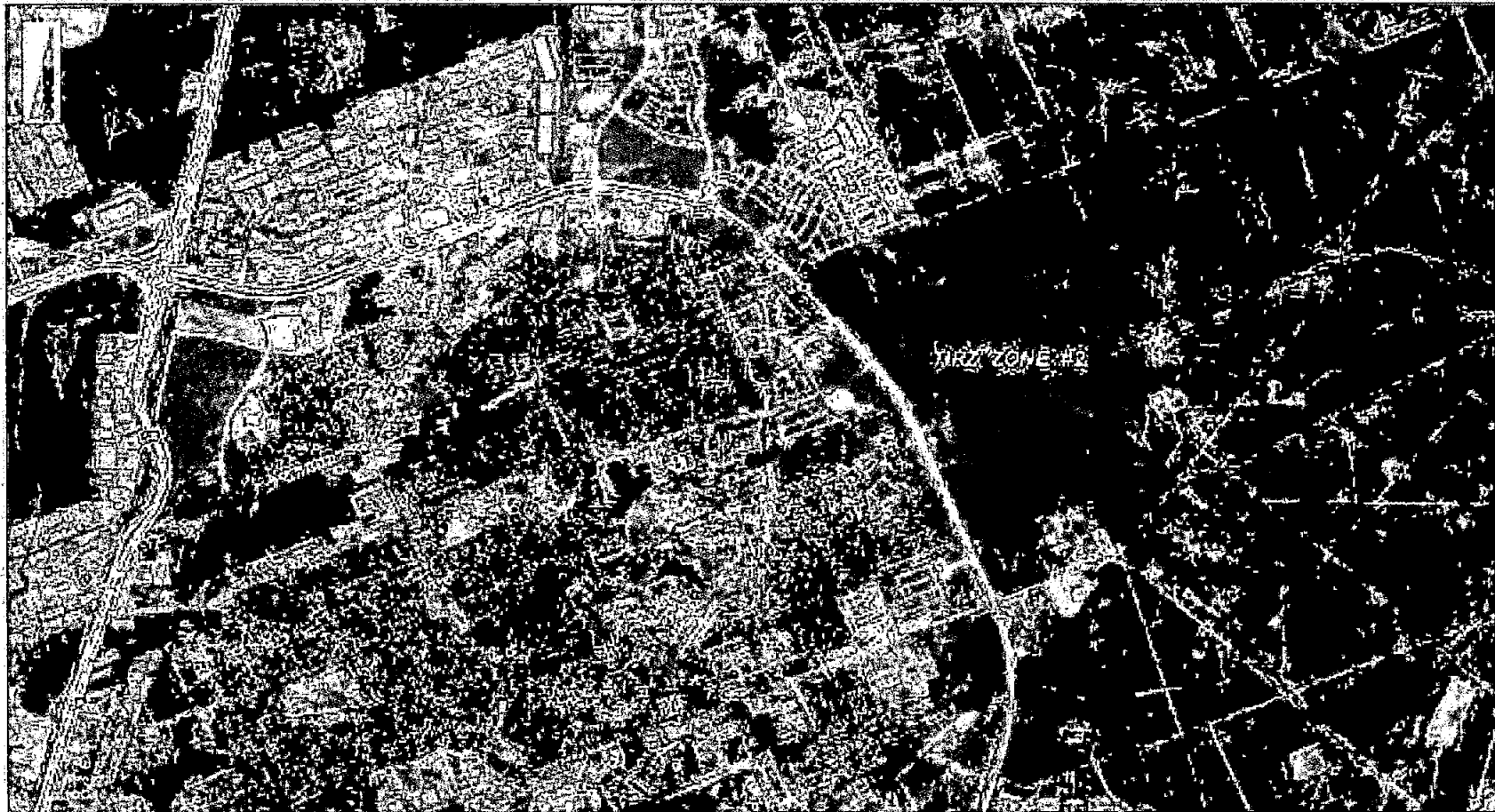
TAX INCREMENT REINVESTMENT ZONE #2

Created on December 12, 2017

Presentation to Webb County

April 24th, 2018

Aerial of City of Laredo TIRZ #2



Project Site Plan

K Winfield Coves KILLAM

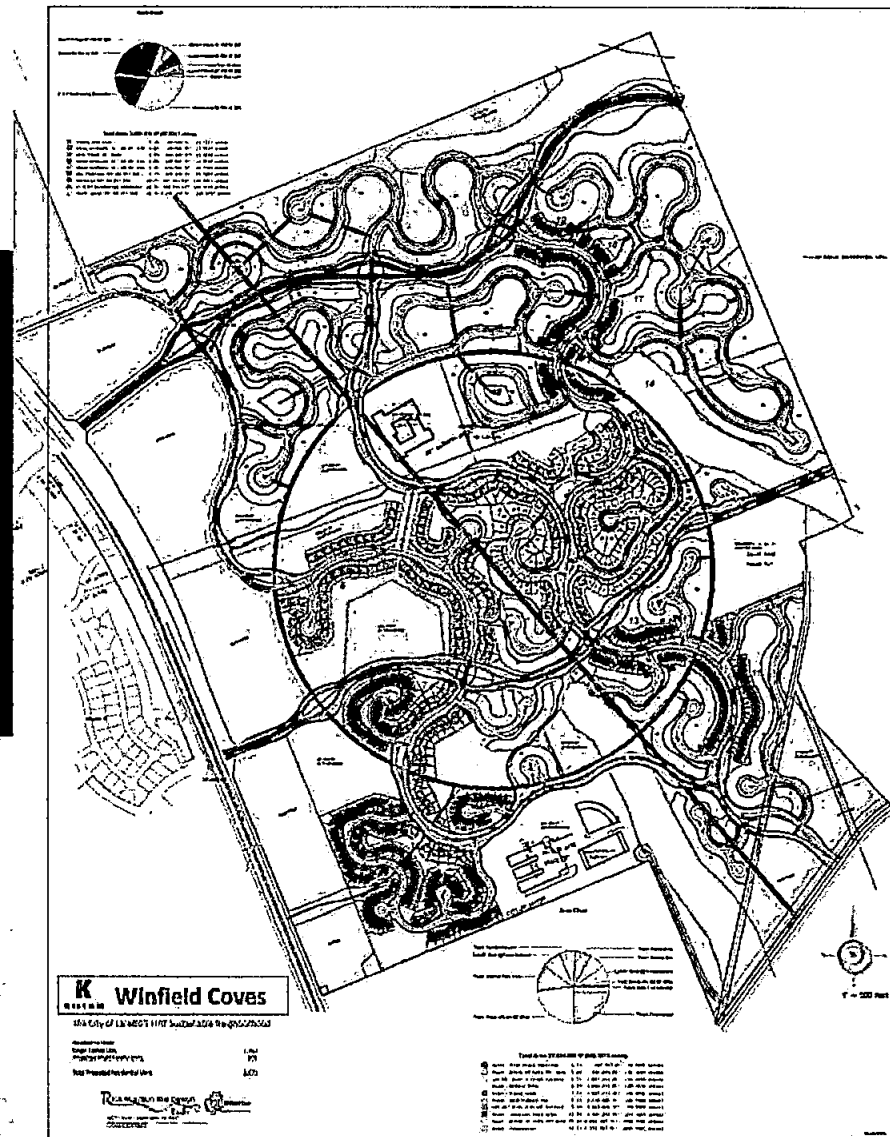
The City of Laredo's First Sustainable Neighborhood

Residential Units:

Single Family Lots	1,767
Projected Multi-Family Units	905

Total Projected Residential Units 2,672

Commercial Square Footage	649,000
Hotel Units	100



City of Laredo Tax Increment Reinvestment Zone #2
Estimated 30 Year Build out of Residential, Multi-Family, & Commercial
Summary Fact Sheet
 February 7, 2018

The Coves
 At Winfield

Site Area		1,027.14 +/- Acres	
2017 Base Value	\$	9,722,168	
2017 Base Maintenance & Operations (M&O) Taxes	\$	109,381	
			Taxable Value
			<i>(Total Value)</i>
PROPOSED DEVELOPMENT			
Single Family Residential Units		1,767 Homes	\$ 721,407,249
Multifamily 10 du/acre		905 Units	\$ 93,214,088
Large Anchor Retail		211,000 Sq. Ft.	\$ 28,102,742
Junior Anchor Retail		194,000 Sq. Ft.	\$ 31,006,248
Small Retail		196,000 Sq. Ft.	\$ 64,556,394
Specialty Retail		48,000 Sq. Ft.	\$ 12,786,082
Hotel		100 Units	\$ 13,309,778
Public School		44 Acres	\$ -
Usable Green Space/Park & Recreation Center		23 Acres	\$ -
Green Space in Flood Plain		45 Acres	\$ -
Main Collector Roadway		79 Acres	\$ -
		Total	\$ 964,382,581

SUMMARY	Base Value	Collection of M&O Taxes
2017	\$ 9,722,168	\$ 109,381
Projected 2048	\$ 964,382,581	\$ 10,741,460
Difference	\$ 954,660,413	\$ 10,632,079

ASSUMPTIONS			
City of Laredo M&O Rate	\$	0.494068	per \$100
Tax Rate Contribution to Tax Increment Fund *	\$	0.296441	
City of Laredo Participation Rate		60.00%	
Community College M&O Rate	\$	0.255000	per \$100
Tax Rate Contribution to Tax Increment Fund	\$	0.153000	
Community College Participation Rate		60.00%	
Webb County M&O Rate	\$	0.376000	per \$100
Contribution to Tax Increment Fund	\$	0.225600	
Webb County Participation Rate		60.00%	
Tax Collection Rate		99.00%	
Estimated TIRZ Term		30 Years	

SOURCES & USES			
Est. Total Net TIF Revenues (60% City, 60% County, 60% LCC)	\$	100,564,187.99	
Est. Eligible Project Costs	\$	124,682,137.10	
Developer's Contribution	\$	(24,117,949.11)	

BENEFITS TO CITY			
Additional Sales Tax Revenue (100%)	\$	43,599,714.61	
Additional Hotel Occupancy Tax (100%)	\$	5,897,447.48	
Additional Funding for City Services (100%)	\$	24,289,243.83	
Offset Cost of City Services - From PID Revenue (100%)	\$	18,944,460.04	
Additional Tax from Increment (40%)	\$	29,441,507.67	
Donation of 50% of Loop 20 ROW adjacent to TIRZ (100%)**	\$	9,801,000.00	
Recreation Center with Multi-Use Facilities (100%)	\$	10,000,000.00	
Down Payment Assistance Funding (100%)	\$	7,900,000.00	
Total	\$	149,873,373.63	

Site Area: 1,027.14 +/- Acres

Project Term: 30 Years

County Participation: 60% of M&O

Total Additional Tax Base: \$964,382,581

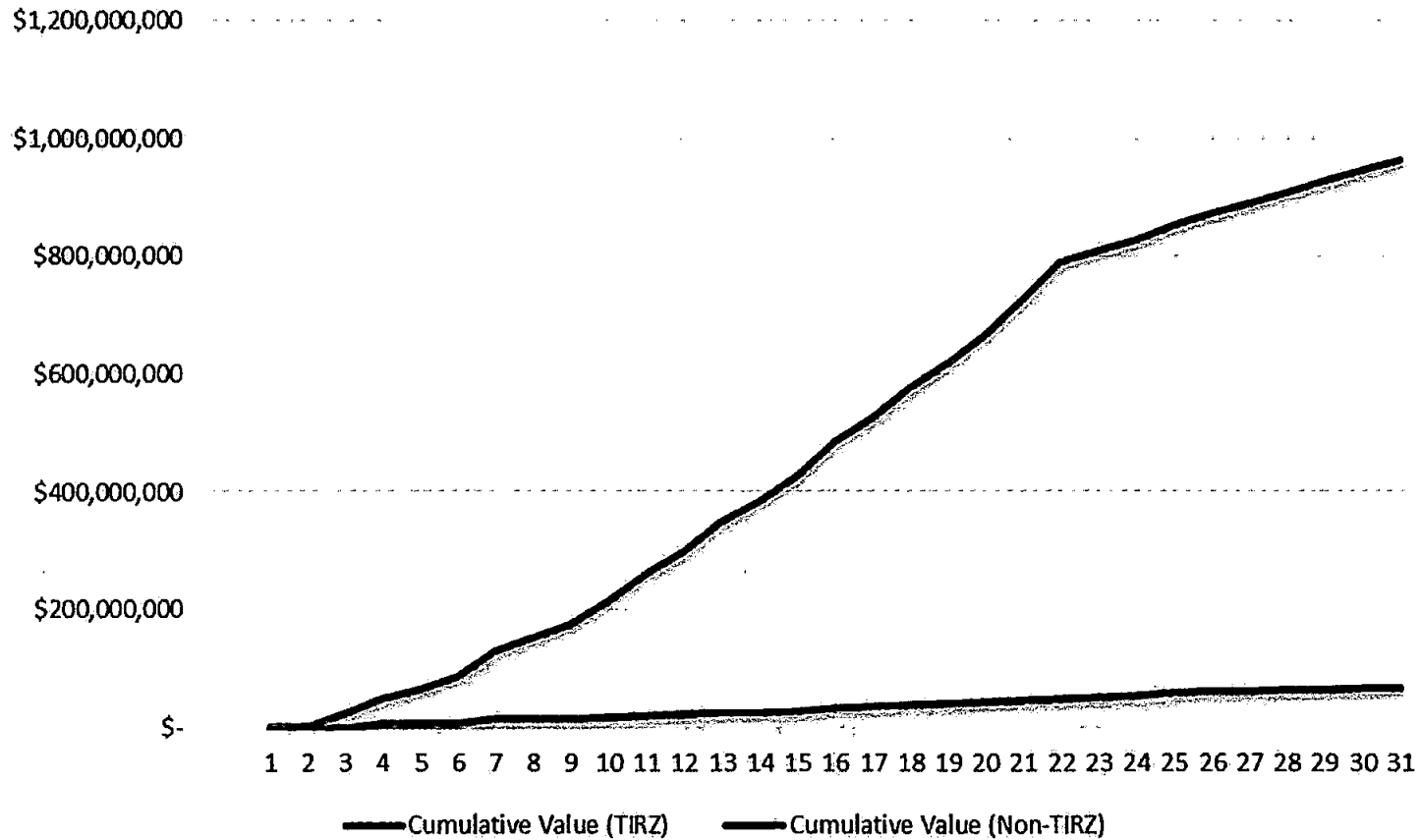
New Jobs Created: 2,000 +

New Payroll Created: +\$44,000,000/ Year

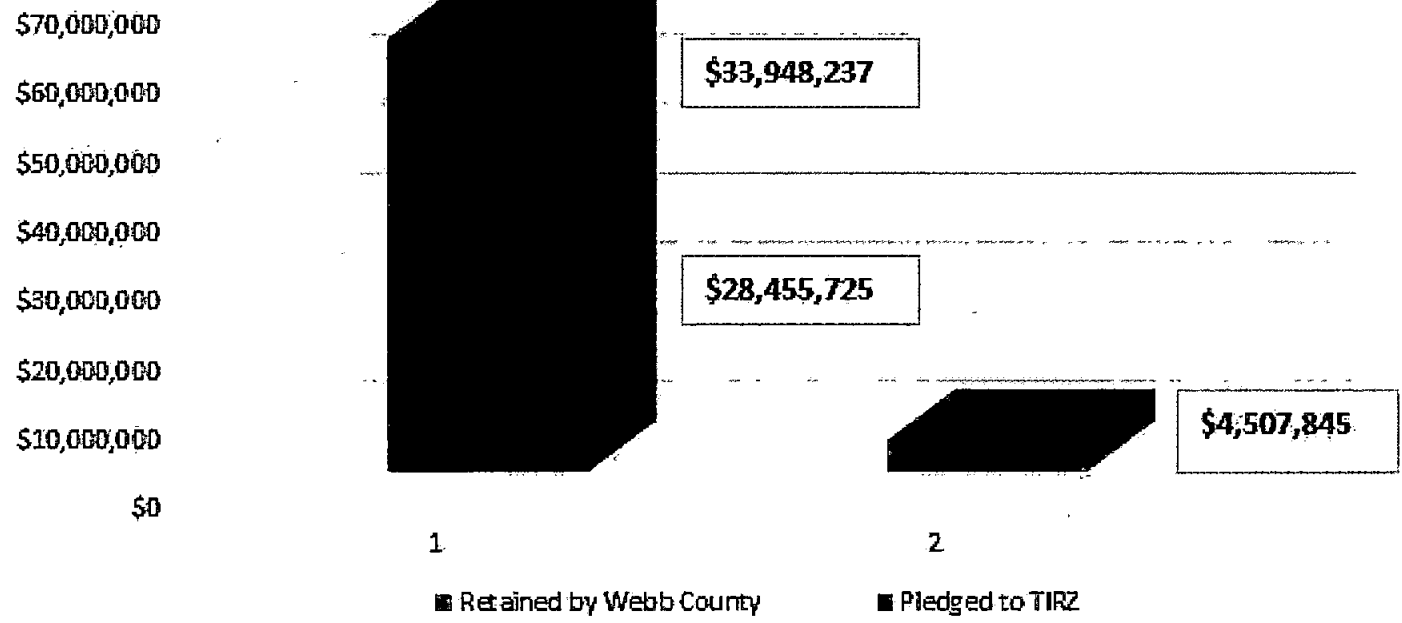
The projections and estimates contained in this Finance and Project Plan are subject to and may be impacted by market and economic conditions both domestic and international. Actual completion and construction of the Project may take more or less time than described herein. However it is understood that the Developer will use its best efforts to complete the project as quickly as economically feasible. A growth rate of 1.0% per year has been used to establish value of future tax base.

PROJECTED TAX BASE GROWTH

Projected TIRZ vs. Non-TIRZ Cumulative Tax Base Value



Projected Webb County Cumulative M&O Tax Revenue (TIRZ vs. Non-TIRZ)



Webb County is projected to receive \$28,455,725 over what is pledged to TIRZ Fund if TIRZ is created. Webb County is projected to receive \$4,507,845 if TIRZ is not created.

The Coves At Winfield

City of Laredo Tax Increment Reinvestment Zone #2					
Sources & Uses of Funds					
Sources of Funds		Net TIF Revenues City of Laredo	\$	44,162,261.51	
		Net TIF Revenues Comm. College	\$	22,793,171.56	
		Net TIF Revenues Webb County	\$	33,608,754.92	
		Net TIF Revenues Sales Tax	\$		
			\$	100,564,187.99	
Uses of Funds					
	Units	Amount	Cost Per Unit	Location	Total Cost/Expense
CITY PROJECT COSTS					
City Recreation Center	Building in FY 2018	Single	\$ 10,000,000.00	On Site	\$ 10,000,000.00
Affordable Housing - City DPA Funding	TBD	TBD	\$ 7,900,000.00	City Wide	\$ 7,900,000.00
DEVELOPMENT PROJECT COSTS					
Major Roadway Costs					
Street Improvements	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 11,810,267.80
Storm Water System	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 1,516,853.50
Water Distribution System	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 2,438,114.52
Sanitary Sewer System	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 3,254,345.54
Storm Water Pollution Prevention	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 186,734.12
Street Lighting	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 334,931.83
Miscellaneous Costs	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 1,482,880.85
Engineering	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 2,060,172.04
Materials Testing	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 590,171.81
Internal Project Costs					
Street/Pavement Improvements	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 10,687,674.24
Storm Sewer System	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 5,842,181.15
Storm Water Pollution Prevention	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 518,287.86
Water Distribution System	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 5,982,561.74
Sanitary Sewer System	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 4,800,778.64
Land Grading & Drainage	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 1,421,829.73
Miscellaneous Costs	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 4,197,324.52
Engineering Costs	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 3,867,442.28
Construction Materials Testing	Area 1 thru Area 4	Per Eng. Report	Per Eng. Report	On Site	\$ 1,017,747.97
Additional/Regulatory Fees					\$ 2,428,456.10
Sub-Total (Roadways & Internal Projects)					\$ 64,207,766.84
Contingency & Soft Costs					
Project Contingency (10%)	N/A	N/A	N/A	N/A	\$ 6,314,496.77
Development Start-Up Costs	N/A	N/A	N/A	N/A	\$ 350,000.00
Developer's Legal Costs	N/A	N/A	N/A	N/A	\$ 150,000.00
City's Legal & Consulting Cost - Creation					\$ 150,000.00
Less					
Infrastructure to School Sites					\$
Subtotals					\$ 89,072,263.81
COST/EXPENSE:					
City Project Cost (City Recreation Center & DPA)		\$	17,900,000.00		
Development Project Costs		\$	71,172,263.81		
Interest Expense / Finance Costs (estimated) @ 4.5%		\$	10,020,629.66		
Total		\$	99,092,893.27		
Cost of Service (City)		\$	24,289,243.83		
Admin. Expenses City		\$	1,000,000.00		
Admin. Expenses County		\$	300,000.00		
Grand Total		\$	124,682,137.10		
REVENUE:					
Total TIF Revenue		\$	100,564,187.99		
Developer's Contribution		\$	(24,117,949.11)		

The above allocation of costs are estimated and may be changed or adjusted by action of the Board of the TIRZ to meet project requirements, however the total maximum contributions of the participating taxing entities and term of the Zone may not be increased without approval by the City Council, Webb County Commissioners Court, and the Board of the LCCD.

Funding for construction of Recreational Center will be financed through certificate of obligations issued by City of Laredo, to be repaid using the TIRZ Tax Increment, and guaranteed by PID Debt Service Assessment.

(Rev. 2-7-18)

INVESTMENTS IN PROJECT

Private Sector:	\$669,634,112.72
Webb County:	\$ 33,608,754.92
LCC District:	\$ 22,793,171.56
City Of Laredo:	\$ 44,162,261.51

Private Sector Investments Caused by TIRZ

The Coves
At Winfield

City of Laredo Tax Increment Reinvestment Zone #2						
Allocated Land Uses and Values (Current Value)				ALL TAXABLE ASSESSED VALUES ONLY		
Designation	Description	Category	S.F./ Units	Avg Unit Value	Type Unit	Today's Total Value
SFBD	Single Family	Single Family	1,767	\$242,000.00	Homes	\$427,614,000.00
MFRD	Apartment	Multi-Family	905	\$58,000.00	Door/Unit	\$52,490,000.00
CBD-Anchor 1	Large Anchor Retail	Highway Commercial	211,000	\$75.00	Sq. Ft.	\$15,825,000.00
CBD-Anchor 2	Junior Anchor Retail	Comm. Business Dist.	194,000	\$90.00	Sq. Ft.	\$17,460,000.00
CBD-Retail	Small Retail/Office	Comm. Business Dist.	196,000	\$185.00	Sq. Ft.	\$36,260,000.00
CBD-Grocery	Grocery Store	Comm. Business Dist.	48,000	\$150.00	Sq. Ft.	\$7,200,000.00
CBD-Hotel	Hotel	Comm. Business Dist.	100	\$74,949.00	Door/Unit	\$7,494,900.00
Investment in New Vertical Construction						\$564,343,900.00
Investment in Infrastructure and Public Buildings						\$81,172,263.61
Additional Developer Contributions toward Infrastructure						\$24,117,949.11
CUMULATIVE TOTAL						\$669,634,112.72

Cost and Benefits to County over TIRZ Term:

The Coves
At Winfield

Additional M&O Tax Revenue to County	\$56,580,395.49
County's Contribution to Fund (60%)	\$33,948,237.30
Net M&O Tax Retained by County (40%)	\$22,632,158.20
Additional Debt Service Tax from TIRZ	\$5,688,135.50
Additional Hotel Occupancy Tax from TIRZ	\$842,482.50
Additional Sales Tax from TIRZ	\$22,778,709.60
TOTAL NET TAX BENEFITS:	\$51,941,485.80





OTHER COUNTY BENEFITS:

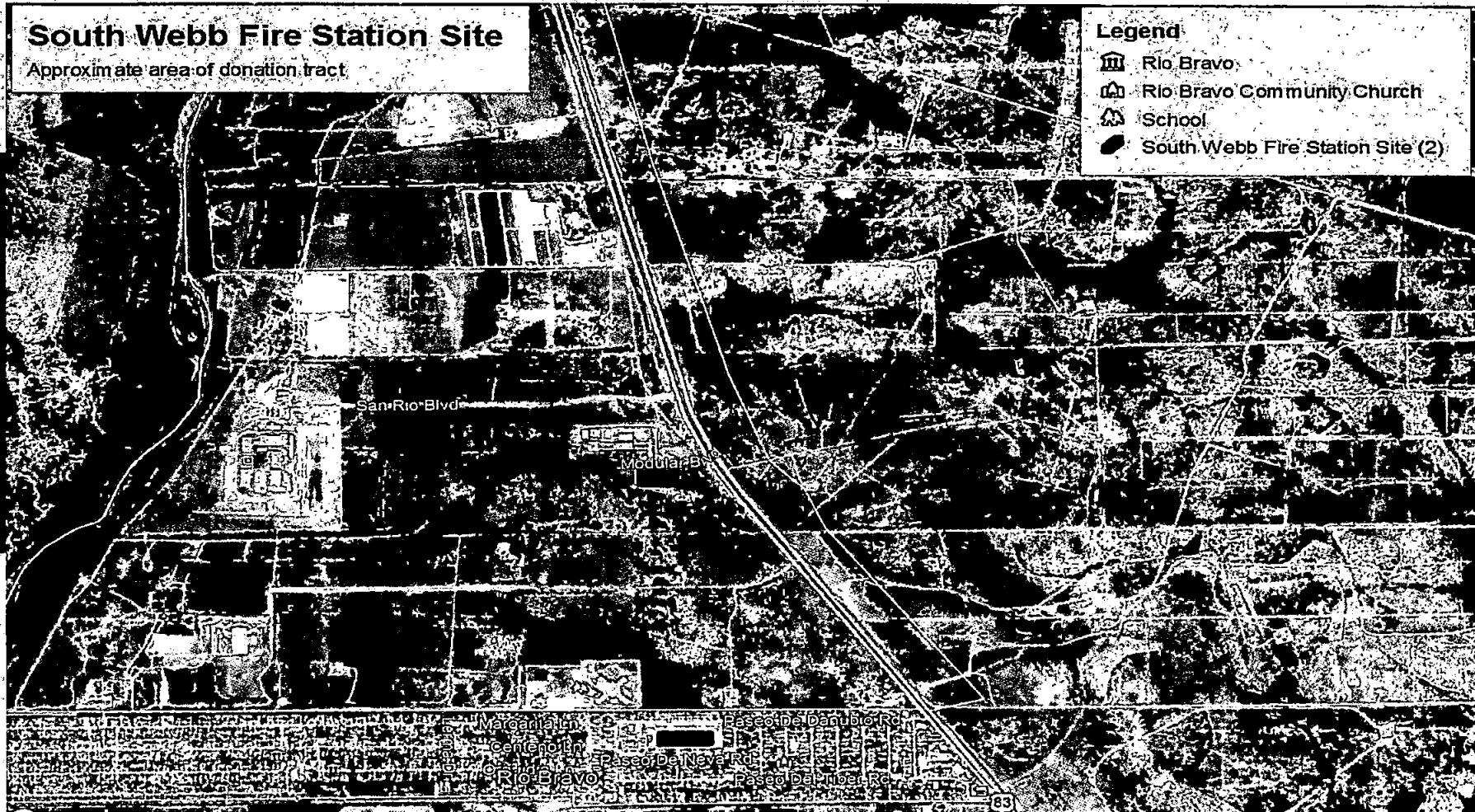
- Developer Donation to County of 4 Acre Site for New County Southside Fire Station
- Developer Donation to County of 2 Acres of additional Loop 20 Right of Way (in TIRZ)

South Webb Fire Station Site

Approximate area of donation tract

Legend

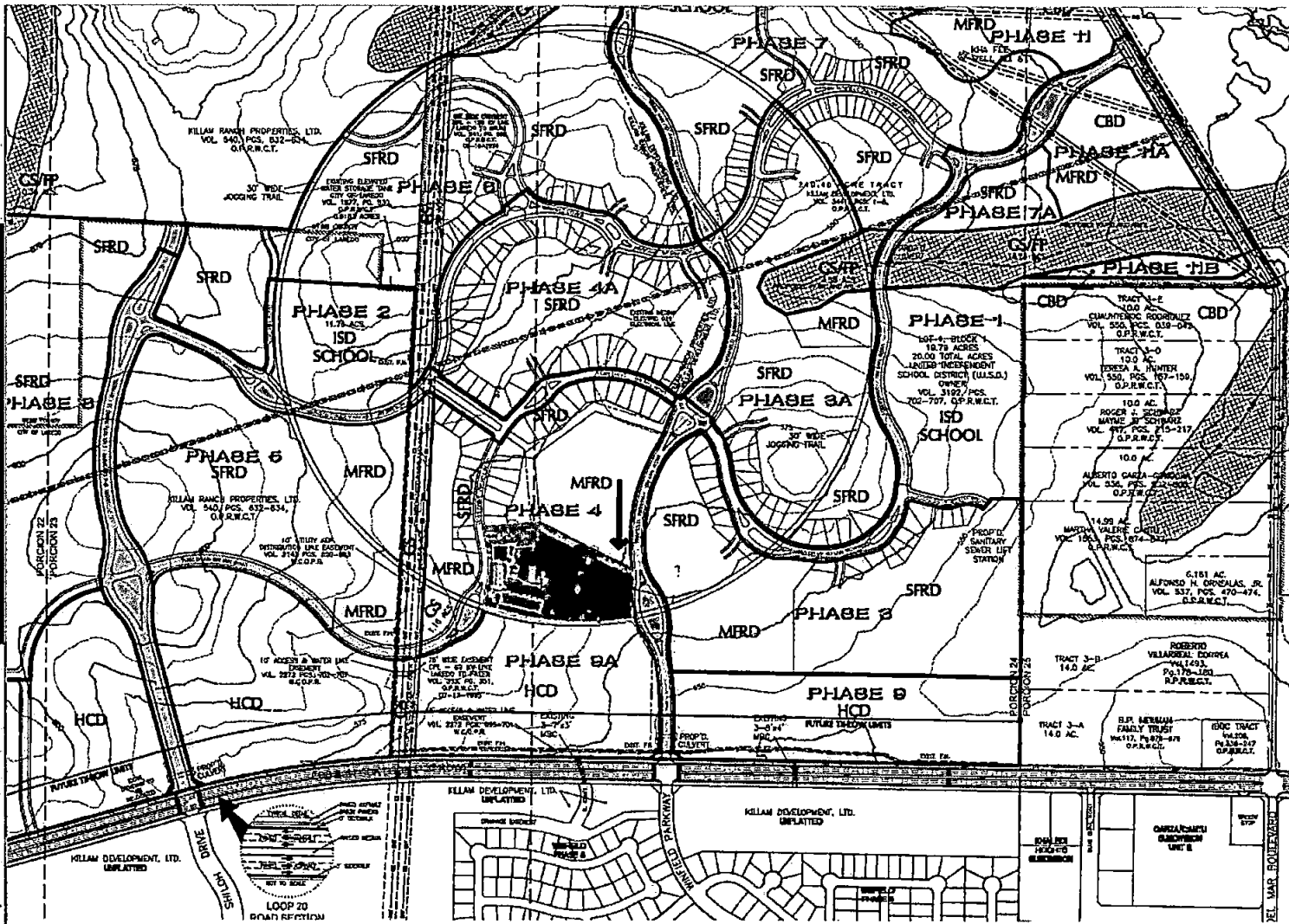
-  Rio Bravo
-  Rio Bravo Community Church
-  School
-  South Webb Fire Station Site (2)



Additional Benefits to Community

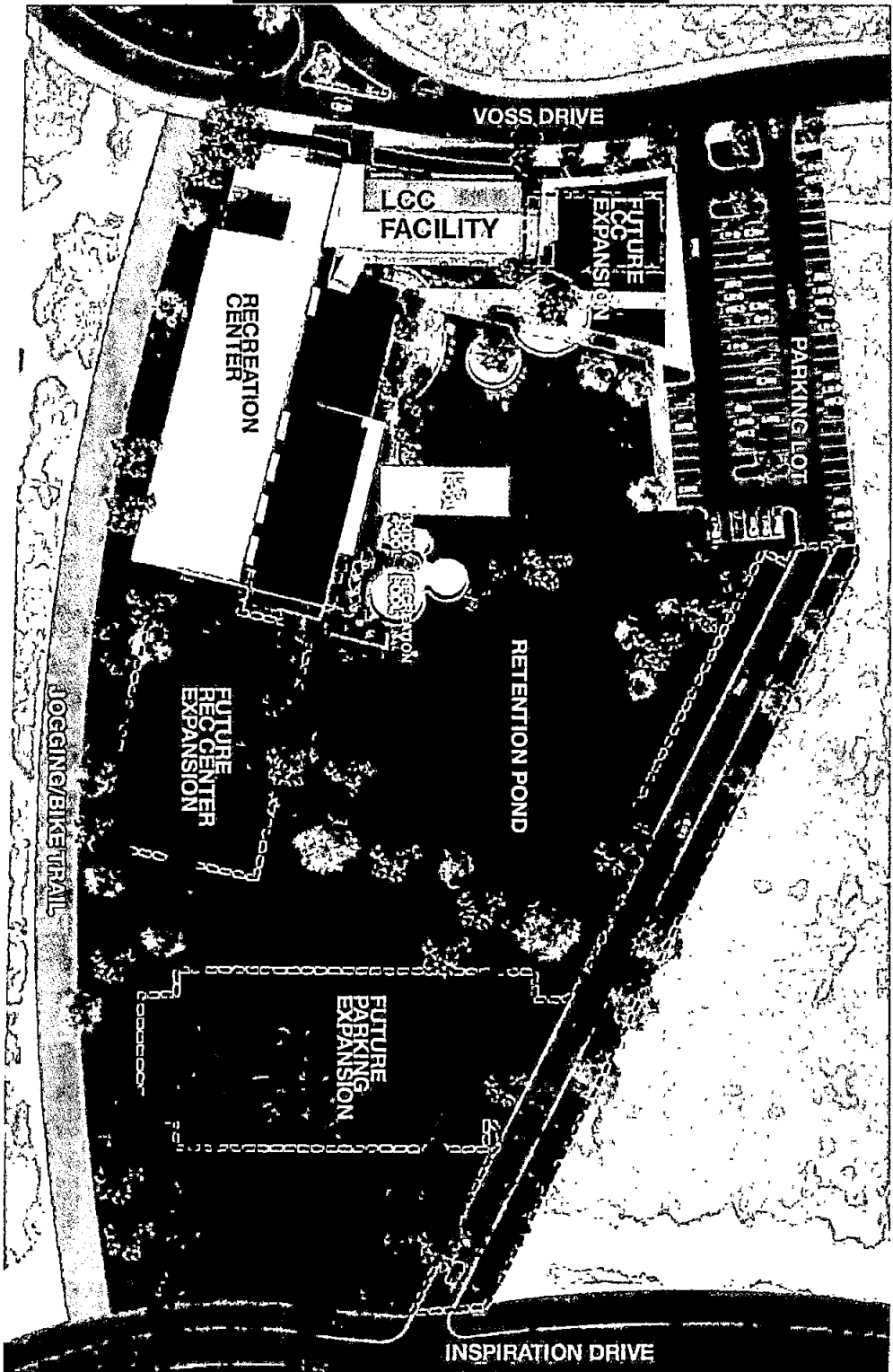
The Coves.
At Winfield

- **Over 2,000 new jobs will be created within Webb County as a direct result of the Zone.**
- **Project will create additional annual payroll in excess of \$44,000,000 per year.**
- **A new \$10,000,000 Recreation Center will be provided for the community with state of the art fitness and recreation facilities.**
- **A new Northside LLCD Campus will be created and funded for the Community.**
- **\$7,900,000 of Down Payment Assistance made available for use throughout City.**
- **NO EXISTING TAX REVENUE will be contributed to the project.**



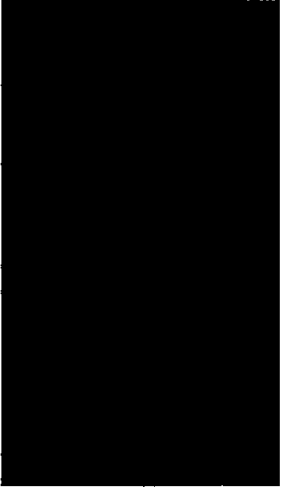
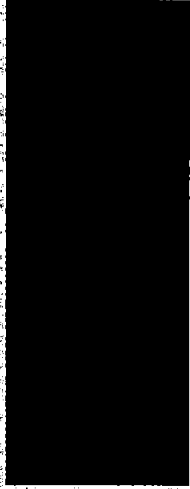
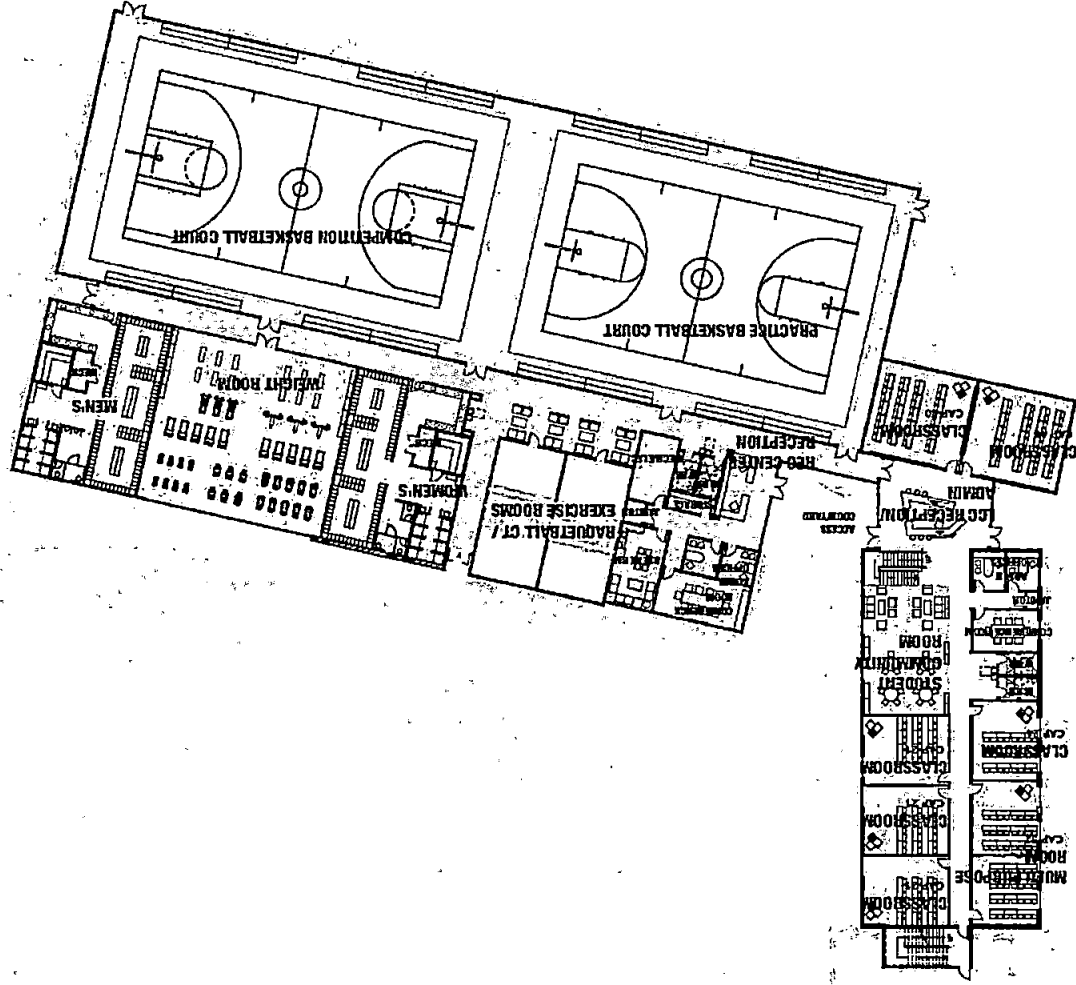
MICKEY PEÑA
ARCHITECTS

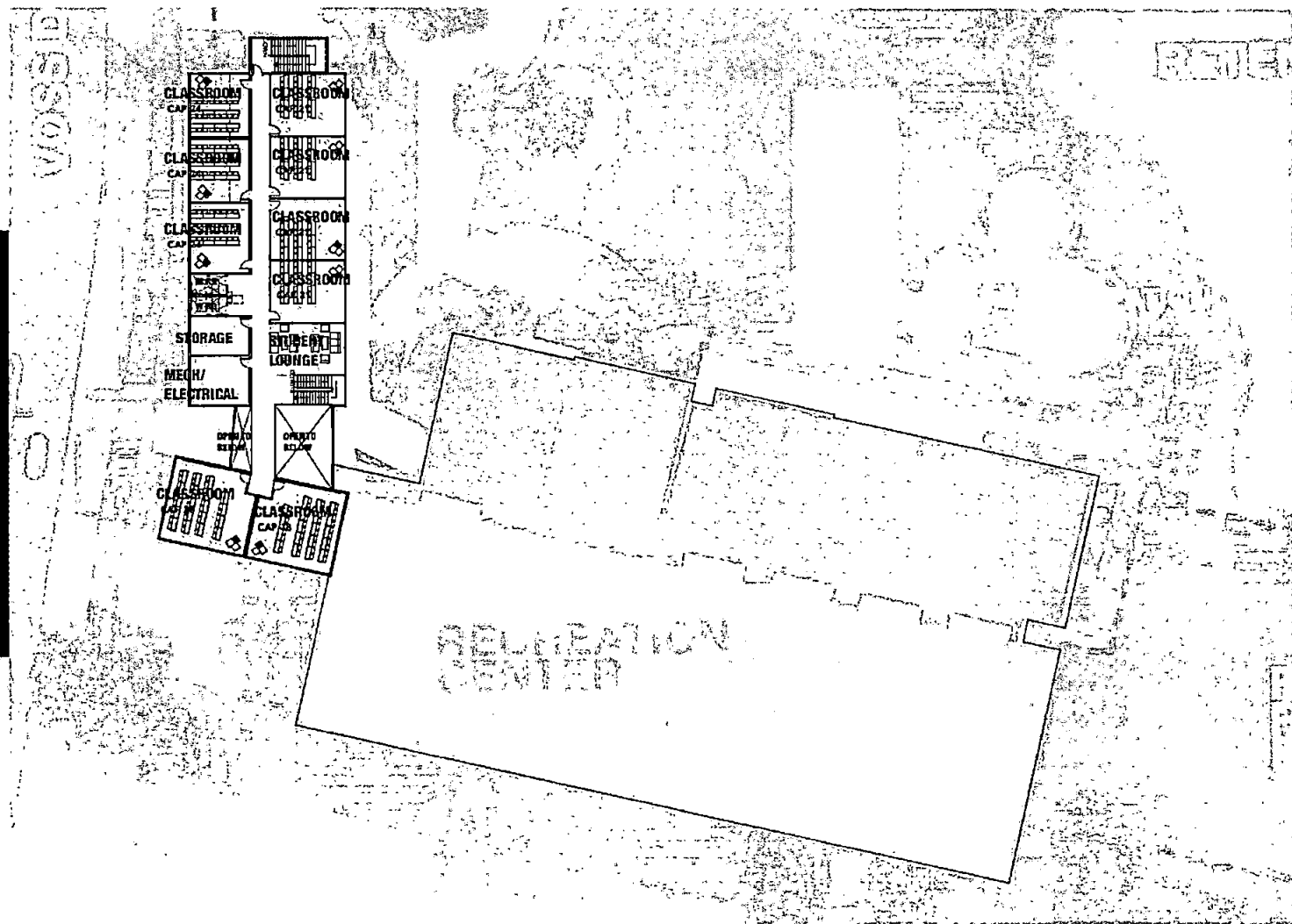
COVES MASTER PLAN



PROPOSED SITE PLAN

FIRST FLOOR PLAN





* *OPTIONAL* by LCCD



SECOND FLOOR PLAN



HICKREY BENA
ARCHITECTS

STREET ACCESS - WALKING CAMPUS



MICKREY-BENA
ARCHITECTS

COURTYARD ACCESS

Action Required Today:

- Approve Resolution of Support to participate in TIRZ at 60% of M&O:
Non-Binding, Contingent on approval of final Interlocal Agreement;
- Appoint Individual as County Representative on TIRZ #2 Board

The Coves at Winfield

Laredo's first Coved Neighborhood

Thank You

Contact:

**Earl & Associates, P.C.
601 NW Loop 410 Ste. 390
San Antonio, TX 78216
(210)222-1500**