



# Gulfstream Hotel Development Impact Analysis



Images: Palm Beach Post, City of Lake Worth Beach

**Prepared For:** City of Lake Worth Beach

**Completed By:** Jon Stover & Associates

May 23, 2022



**JS&A** Economic  
Development  
Consulting

© Jon Stover & Associates, 2022



Images: Palm Beach Post, City of Lake Worth Beach

# Contents

---

EXECUTIVE SUMMARY .....	3
PROJECT BACKGROUND .....	4
PROJECT METHODOLOGY.....	5
DEVELOPMENT OVERVIEW .....	6
ECONOMIC IMPACT .....	7
FISCAL IMPACT .....	13
COMMUNITY IMPACT .....	21
APPENDIX .....	24

# Executive Summary

## Project Background

Restoration St. Louis is planning a renovation of the Gulfstream Hotel, located at 1 Lake Avenue, which has been vacant since 2005. The historic building will include 90 hotel units and a ground-floor restaurant/bar upon completion. The project also includes the development of a new mixed-use building on adjacent vacant parcels, which will include an additional 50 hotel rooms, 83 apartments, a rooftop restaurant and bar, spa, spa salon, ballroom, meeting room, gym, business center, and club room. The purpose of this study is to assess the fiscal, economic, and community impacts of the proposed development, and the financial implications to the City of Lake Worth Beach and its partners.

IMPACT ON JOB CREATION & SALES REVENUE	IMPACT ON TAX REVENUES	COMMUNITY IMPACT
<p><b>Impact During Construction Period</b></p> <ul style="list-style-type: none"><li>The anticipated construction period of the Gulfstream project will generate \$135.8 million of revenue in construction and other supporting industries, as well as 1,241 full-time equivalent jobs and \$71.8 million in labor income.</li></ul> <p><b>Impact Upon Stabilized Operations</b></p> <ul style="list-style-type: none"><li>The hotel and restaurant operations, hotel guest spending, and spending of on-site residents will generate approximately 342 full-time jobs, \$14.3 million in annual salaries and wages, and \$38 million in annual business revenue.</li><li>The on-site employment, building operations, hotel guest spending, and on-site resident spending will directly support 240 jobs, \$9 million in labor income, and \$21.6 million in business revenue per year.</li><li>The average wage for on-site employees will be approximately \$26 per hour, \$11 above the planned 2026 minimum wage in Florida.</li><li>By 2026, the project will increase the tax assessed value of the historic structure by \$17.8 million and increase the value of the adjacent vacant parcels by \$54.8 million</li></ul>	<p><b>City Contribution</b></p> <ul style="list-style-type: none"><li>The City of Lake Worth Beach is planning to invest \$1 million in streetscape improvements by the project site, which may include new sidewalks, greenery, and seating. The City is planning to waive approximately \$3,000 in development fees and \$105,000 in code fines/fees and provide a 10-year ad valorem tax abatement on the historic portion of the project.</li></ul> <p><b>Fiscal Impact</b></p> <ul style="list-style-type: none"><li><b>The project will generate a Net Present Value of \$6.59 million in General Fund tax revenues over the full life cycle of the project (27.5 years). This is a Return on Investment (ROI) of 688% on the City's upfront financial contribution.</b></li><li>General Fund revenues will recover the upfront investment by the year 2032. In 2033, City tax abatements for the project will end. Starting in 2034, the project will generate approximately \$677,000 to the General Fund each year. By 2050, the project will generate \$16.45 million in cumulative general fund revenues.</li><li>Increased tax revenues will predominantly go to the City of Lake Worth Beach's General Fund, which funds a variety of City services to help support the broader Lake Worth Beach community.</li></ul>	<ul style="list-style-type: none"><li>The project will restore a historic, long-vacant building into a key driver of downtown activity. The project retains the building's original use as a full-service hotel. The hotel is well-positioned for the local market given its strong amenity package and limited nearby competitive supply.</li><li>The proposed hotel will host approximately 38,000 room nights annually, providing downtown businesses with a new source of customer traffic. Hotel guests are estimated to spend \$7.4 million annually on area dining, shopping, and entertainment, helping support downtown Lake Worth Beach businesses.</li><li>The project includes \$1 million of streetscape enhancements, adding new greenery and outdoor seating along Lake Avenue and other streets surrounding the project site.</li><li>The project directly aligns with goals established in Lake Worth Beach's Comprehensive Plan, Strategic Plan (2020-2025), and Downtown Lake Worth Arts and Cultural Master Plan by bringing a hotel use to downtown Lake Worth Beach and creating a more active and economically vibrant downtown that serves residents, the business community, and visitors alike.</li></ul>

*Note: Figures are preliminary findings that are subject to change due changes in City-provided inputs, inflation rates, timing of revenues and expenses, and future changes to development program. The project's Net Present Value (NPV) represents the net annual cash flow through 2050, the anticipated life of the project, to and from the City General Fund, discounted at the City's April 2022 bond rate of 4.5%. ROI represents the ratio between direct City General Fund expenditures and the project NPV.*



# Project Background

---

## Background & Study Purpose

Restoration St. Louis is planning a renovation of the Gulfstream Hotel, located at 1 Lake Avenue in downtown Lake Worth Beach, FL. The redevelopment project also includes a new mixed-use building directly adjacent to the hotel, which will include an additional 50 hotel rooms, 83 market-rate apartments, a spa, a ballroom, and a rooftop restaurant and bar. Restoration St. Louis expects the project to be completed within 24-months from commencement, with an estimated opening date of 2025. The project would also include a three-level parking garage with 270 parking spaces, along with 13 surface parking spaces. The purpose of this study is to assess the fiscal, economic, and community impacts of the proposed development.

## Analysis Components

The following assessments have been undertaken for the subject project:

**Development Overview.** Concise description of the site and the immediate surrounding area.

**Economic Impact.** Estimate of the number of jobs, total salaries and wages, and business revenue the development will create during construction and during sustained operations.

**Fiscal Impact.** Fiscal impact assessment to understand the direct state and local tax revenues generated from the proposed development during construction and during stabilized operations.

**Community Impact.** Summary of how the proposed development will benefit the surrounding community and how these impacts align with local neighborhood and citywide goals.



Images: Palm Beach Post, City of Lake Worth Beach

# Project Methodology

---

## Data Sources

For the purposes of this study, a software and data provider called IMPLAN was used to (a) provide needed data multipliers and (b) generate a model that uses inputs from a development program and estimate the corresponding impact on jobs growth and fiscal impact. Other data sources include the City of Lake Worth Beach, Lake Worth Beach CRA, Lake Worth FY 2021 Schedule of Fees and Charges for Services, and local market research and on-site revenue and expenses assumptions provided by Restoration St. Louis.

## Construction Vs. Operations

There are two main development phases that affect job growth: (a) the period during site construction and (b) the period of time once the project is stabilized and/or approaching full occupancy. Site construction generates

temporary construction jobs and associated income taxes. Once the subject site operations are stabilized, the primary sources of municipal revenues are property tax, municipal utility revenues, corporate profit tax, and sales tax.

As such, the employment assessment is presented in separate tables for (1) the planning and construction period of the development and (2) expected annual impacts of stabilized onsite operations once the site is fully leased.

## Impact On Local Economy – Employment And Tax Revenue

Using a data analysis software called IMPLAN that uses data and multipliers specific to Palm Beach County, the total expected jobs were estimated for each type of tenant expected to locate on site. Economic impact figures are broken down by direct, indirect, and induced

impacts. Direct Impact refers to the businesses, revenue, jobs, and wages generated from the operations of a particular industry or industries. Indirect Impact refers to the supply chain of goods and services from other industries that enable activity in a particular industry or industries. Induced Impact refers to the results, or spending, of increased personal income (salary and wages) caused by the direct and indirect impacts.

JS&A conducted an independent analysis of the applicable state, local, and city taxes and fees to determine the expected tax revenue generated by the proposed development during both the period of construction and during stabilized operations. Tax revenue sources include property taxes, building permit fees, impact fees, and various planning and development fees. IMPLAN was used to estimate state and local sales tax revenues during stabilized operations and the construction period.

# Development Overview

## DEVELOPMENT SNAPSHOT

The Gulfstream Hotel development will renovate the historic structure at 1 Lake Avenue, which will include 90 hotel units and a ground-floor restaurant/bar upon completion. A new mixed-use building, will be built adjacent to the site, on adjacent vacant parcels along Lake Avenue and S Lakeside Dr. The new building will include 50 additional hotel rooms, 83 market-rate units, and a rooftop restaurant and bar. Both structures will include a restaurant/bar. The site abuts S Golfview Rd to the east, Lake Avenue to the north, 1<sup>st</sup> Avenue to the south, and S Lakeside Drive to the west.

The project will include a range of amenities including a spa massage area, spa salon, ballroom, meeting room, gym, business center, and club room. The project will also include a 3-story parking garage, which will include approximately 270 spaces for residential, hotel, and retail customer use, along with 13 surface parking spaces. The hotel is highly well-positioned for the local market given its strong amenity package and a lack of nearby competition.

The development currently anticipates featuring 10 studio units, 34 one-bedroom units, 30 two-bedroom units, and 9 three-bedroom/penthouse units. Units will average approximately 903 square feet per unit, resulting in a total of 74,949 residential square feet.



## Development Program Summary

Type	Historic Building	New Construction	Total
Hotel Rooms	90	50	140
Apartments	0	83	83

## Hotel Amenities by SF

Type	Total SF
Ballroom	4,300
Spa Massage	1,000
Spa Salon	3,845
Meeting Room	1,155
Business Center	268
Restaurant + Kitchen	3,230
Club Room	610

## Residential Unit Mix

Type	Count	Avg. SF	%
Studio	10	500	12%
1 BD / 1 BTH	34	708	41%
2 BD / 2 BTH	30	1,048	36%
3 BD / 3 BTH	8	1,380	10%
Penthouse	1	1,685	1%
<b>Total</b>	<b>83</b>	<b>903</b>	<b>100%</b>

Source: Restoration St. Louis

© Jon Stover & Associates, 2022



## Economic Impact

Anticipated Jobs, Salaries and Wages and Business Revenues





The Gulfstream Hotel development is anticipated to generate approximately the following employment and wages:

During Construction

**1,241 Jobs**

Salary & Wages During Construction

**\$71.9 Million**

Annual Jobs During Stabilized Operations

**342 Jobs**

Annual Salary & Wages During Stabilized Operations

**\$14.3 Million**

Average Annual Salary During Stabilized Operations

**\$41,821**

*Figures above reflect total (direct, indirect, and induced) impacts of construction and stabilized operations of both hotel and apartment operations.*

*Source: Turner & Townsend Associates, 2022*



# Economic Impact During Construction

## Sources of Direct Economic Impacts

The renovation of the Gulfstream Hotel building and construction of an adjacent mixed-use residential building is expected to total \$78.5 million in hard costs and \$15.6 million in soft costs. The development process is estimated to sustain 953 direct jobs throughout the construction period.

### ANTICIPATED CONSTRUCTION PERIOD COSTS

Project	Historic Building	New Construction	Parking Structure	Contingency & Developer-Provided Construction	Total	Types of Jobs Supported	Number of FTE Jobs Supported*
Land Acquisition					\$10,000,000	n/a	--
Hard Costs	\$22,000,000	\$41,000,000	\$8,000,000	\$7,500,000	\$78,500,000	Construction, Materials, etc.	877
Soft Costs					\$15,642,000	Design, Engineering, Legal, Finance, Insurance, etc.	76
<b>Total</b>					<b>\$104,142,000</b>		<b>953</b>

Note: Figures provided by Restoration St. Louis. Figures reflect cost estimates as of April 2022. Project soft costs for the project include architecture, engineering, accounting, legal, insurance, equipment, and loan closing costs. Project hard costs include all direct construction costs. Final project costs may be higher due to inflation, supply chain, and other factors.

\*FTE stands for full-time equivalent employment. Employment figures derived using IMPLAN based on hard cost and soft cost expenditures. Figures are expressed in job years, meaning annual FTE multiplied by the duration of the development process.

# Economic Impact During Construction

## Direct, Indirect, and Induced Impacts

When accounting for indirect and induced impacts, site construction will generate \$135.8 million in revenue for a variety of supporting industries, as well as 1,241 full-time equivalent jobs across the anticipated 24-month construction period. These jobs will create over \$71.8 million in salary and wages over the course of construction.

There are three different types of economic impacts:

- **Direct Impact:** The businesses, revenue, jobs, wages, and other economic activity generated from site development.
- **Indirect Impact:** The supply chain of goods and services (business-to-business expenses) from other industries that make construction possible.
- **Induced Impact:** The results, or spending, of increased personal income (salary and wages) caused by the direct and indirect impacts.

IMPACT TYPE	INDUSTRY SALES	ANTICIPATED EMPLOYMENT	ANTICIPATED TOTAL WAGES	ANTICIPATED AVERAGE SALARY
<b>Hotel &amp; Restaurants</b>				
Direct Impact	\$59,931,526	620	\$37,011,882	\$59,687
Indirect Impact	\$11,624,536	72	\$3,795,146	\$52,894
Induced Impact	\$18,286,276	121	\$5,884,415	\$48,644
<b>Total Impact</b>	<b>\$89,842,338</b>	<b>813</b>	<b>\$46,691,443</b>	<b>\$57,444</b>
<b>Apartments</b>				
Direct Impact	\$31,190,650	333	\$20,332,989	\$61,128
Indirect Impact	\$4,931,369	31	\$1,663,340	\$54,233
Induced Impact	\$9,852,169	65	\$3,170,455	\$48,642
<b>Total Impact</b>	<b>\$45,974,188</b>	<b>428</b>	<b>\$25,166,784</b>	<b>\$58,736</b>
<b>Total Development (Historic Structure &amp; New Construction)</b>				
Direct Impact	\$91,122,176	953	\$57,344,871	\$60,190
Indirect Impact	\$16,555,904	102	\$5,458,486	\$53,295
Induced Impact	\$28,138,445	186	\$9,054,870	\$48,643
<b>Total Impact (24-Month Construction Period)</b>	<b>\$135,816,525</b>	<b>1,241 Jobs</b>	<b>\$71,858,226</b>	<b>\$57,889</b>

Figures reflect total impact over entire duration of the development process. The "Total Sales" column reflects "Industry Output," or the amount of revenue generated during construction. Project soft costs for the project include architecture, engineering, accounting, legal, insurance, equipment, and loan closing costs. Project hard costs include all direct construction costs. Estimated impact presented in current dollars (2022). On-site jobs defined as full-time equivalent job years for the duration of construction. Changes in the development pro forma, retail users, and market forces will impact the above anticipated employment.

Source: IMPLAN

© Jon Stover & Associates, 2022

# Economic Impact During Stabilized Operations

## Sources of Direct Economic Impacts

It is anticipated that Gulfstream hotel development will support 240 direct jobs each year after project stabilization (not including indirect and induced jobs). The Gulfstream project has two main sources of direct economic impacts. The first is onsite operations including the hotel and restaurant operations, maintenance and property management services, and onsite resident spending. The second is the local spending of the hotel guests. All of this economic activity resulting from the project is evaluated for a typical year once the development has reached stabilized operations.

### ON-SITE EMPLOYMENT UPON STABILIZED OPERATIONS

The Gulfstream project, including the on-site hotel, apartment, and two restaurant/bars are anticipated to directly employ approximately 58 full-time employees and 94 part-time employees upon reaching stabilized operations. These jobs will pay an average of approximately \$26/hour, \$11 above the Florida's 2026 minimum hourly wage (the project's first year of stabilized operations).

Job Type	Full-Time Jobs	Part-Time Jobs
Admin & General	7	0
Sales & Marketing	5	0
Food & Beverage	25	45
Front Desk	5	6
Leasing Staff	4	0
Bellmen & Valet	4	8
Maintenance	8	0
Room and Laundry Attendants	0	35
<b>Total Jobs</b>	<b>58</b>	<b>94</b>
<b>Total FTE Jobs Supported by Onsite Operations</b>	<b>105</b>	

Source: Restoration St. Louis. FTE conversion assumes a part-time employee works an average of 20 hours/week

### ANNUAL HOTEL NIGHTS & HOTEL GUEST SPENDING

The Gulfstream's 140 hotel rooms will host an annual total of 37,814 room nights and attract 18,000 unique visitors to downtown Lake Worth Beach. These guests are expected to spend approximately \$7.4 million per year on nearby dining, shopping, and entertainment. The hotel's central downtown location will likely allow nearby businesses to capture a significant share of this spending.

Impact Type	Annual Estimate	Direct Number of FTE Jobs Supported
<b>Hotel Nights</b>	<b>37,814</b>	--
<b>Unique Visitors</b>	<b>18,007</b>	--
<b>Hotel Guest Spending</b>	<b>\$7,357,924</b>	
Food & Beverage	\$3,174,006	72
Entertainment & Recreation	\$1,875,549	43
Retail & Other Shopping	\$2,308,368	20
<b>Total FTE Jobs Supported by Hotel Visitor Spending</b>	<b>--</b>	<b>135</b>

Annual room night count assumes occupancy rate of 74.5%, based on estimated provided by Restoration St. Louis. Unique visitor count assumes average length of stay of 2.1 nights. Figure based on U.S. average hotel length of stay (Kalibri Labs, 2021). Analysis estimate typical hotel guest will spend \$149 on dining, \$88 on entertainment and recreation, and \$109 on shopping and retail per trip. Employment from guest spending represented in full-time equivalent figures as per IMPLAN.



# Economic Impact During Stabilized Operations

## Direct, Indirect, and Induced Impacts

In all, it is estimated that the on-site hotel and restaurant operations, hotel guest spending, and spending of on-site residents at the proposed development will generate approximately 342 full-time jobs, in a wide range of employment types, upon reaching stabilized operations. These new jobs will generate \$14.3 million in annual labor income for the employees and \$38 million in annual business revenue. The on-site employment, building operations, hotel guest spending, and on-site resident spending will directly support 240 jobs, \$9 million in labor income, and \$21.6 million in business revenue per year.

There are three types of economic impacts:

- **Direct Impact:** The businesses, revenue, jobs, wages, and other economic activity generated onsite annually.
- **Indirect Impact:** The supply chain of goods and services (business-to-business expenses) from other industries that support onsite operations.
- **Induced Impact:** The results, or spending, of increased personal income (salary and wages) caused by the direct and indirect impacts, including spending by people living onsite.

IMPACT TYPE	INDUSTRY SALES	ANTICIPATED EMPLOYMENT*	ANTICIPATED TOTAL WAGES	ANTICIPATED AVERAGE SALARY
<b>Historic Structure (Hotel Only)</b>				
Direct Impact	\$10,071,999	109	\$4,121,669	\$37,953
Indirect Impact	\$3,139,760	18	\$1,055,477	\$58,249
Induced Impact	\$2,306,623	15	\$741,615	\$48,630
<b>Total Impact</b>	<b>\$15,518,382</b>	<b>142</b>	<b>\$5,918,760</b>	<b>\$41,691</b>
<b>New Construction (Hotel, Apartments, Restaurant/Bar)</b>				
Direct Impact	\$11,507,584	132	\$4,856,486	\$36,920
Indirect Impact	\$3,764,949	21	\$1,240,011	\$57,702
Induced Impact	\$7,165,800	47	\$2,296,217	\$48,638
<b>Total Impact</b>	<b>\$23,732,593</b>	<b>209</b>	<b>\$8,872,387</b>	<b>\$42,447</b>
<b>Total Development (Historic Structure &amp; New Construction)</b>				
Direct Impact	\$21,579,583	240	\$8,978,155	\$37,387
Indirect Impact	\$6,904,709	40	\$2,295,488	\$57,952
Induced Impact	\$9,472,424	62	\$3,037,832	\$48,636
<b>Total Impact Upon Stabilized Operations</b>	<b>\$37,956,715</b>	<b>342</b>	<b>\$14,311,475</b>	<b>\$41,821</b>

The "Total Sales" column reflects "Industry Output," which is the total anticipated revenue generated annually from onsite operations and local hotel guest spending during stabilized operations. Estimated impact presented in current dollars (2022).

Note: Anticipated salary and wages in the above chart were calculated using IMPLAN with the latest version of Palm Beach County-specific multipliers.

Changes in the development pro forma, retail users, and market forces will impact the above anticipated employment.

\* Full-time job equivalent.

Source: IMPLAN

© Jon Stover & Associates, 2022



## Fiscal Impact



# Key Project Stakeholders

There are several public sector and quasi-public entities that are directly contributing funds to support the Gulfstream project or that will be impacted financially by the planned development.

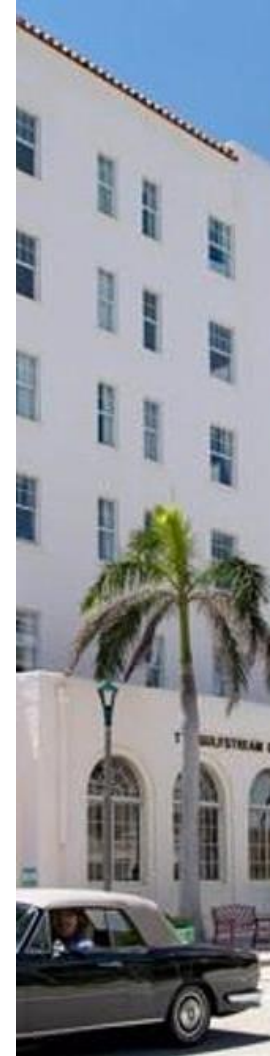
## SUMMARY CHART OF PROJECT STAKEHOLDERS

STAKEHOLDER	DIRECT FINANCIAL CONTRIBUTION TO PROJECT	ANTICIPATED IMPACT
Palm Beach County	\$0	The County is providing 10-year ad valorem tax abatement on the historic portion of the project. The project is expected to generate \$597,000 in annual sales and tourism development taxes from the project, while also collecting \$545,000 in property taxes.
State of Florida	\$0	The State is expected to receive \$703,000 in annual sales taxes from the project, as well as \$12,000 in corporate profit taxes.
City of Lake Worth Beach	\$1,000,000*	The City is planning to waive approximately \$118,000 in development fees and provide a 10-year ad valorem tax abatement on the historic portion of the project. The project will contribute \$71,000 in annual tax revenue to the City's General Fund upon the first year of fully stabilized operations. Following the termination of the property tax abatement, the project will contribute over \$788,000 annually to the General Fund.
City of Lake Worth Beach Utilities	\$320,000**	The City of Lake Worth Beach's Utilities departments will spend \$320,000 to support the construction of the project. After this initial upfront cost, the Gulfstream project is expected to generate \$471,000 of net revenue in annual customer and base energy charges, including electric, water, sewer, and stormwater revenues. This revenue does not include the cost of energy, which is a pass-through expense.
Lake Worth Beach Community Redevelopment Agency (CRA)	\$1,800,000**	The new construction portion of the project will receive an 8-year TIF rebate through 2031, after which the Lake Worth CRA sunsets. As of May 2022, the Lake Worth Beach CRA is proposing a \$1.8 million direct financial incentive to support the project. In return, the project would directly help the CRA achieve its organizational core goals of preserving and revitalizing a historic asset, supporting downtown businesses, and enhancing the quality of life and economic vitality of Downtown Lake Worth Beach.

\*The City's \$1 million expenditure will support the development of the Gulfstream project but is not a traditional direct cash incentive. This investment will enhance public sidewalk space on Lake Avenue, S Lakeside Drive, Golfview Road, and 1st Avenue S and benefit the broader Lake Worth Beach community by creating a more aesthetic and walkable downtown environment.

\*\*Revenue figures exclude the cost of energy (Power Cost Adjustment) as it is a pass-through expense that does not generate surplus revenue to the City.

\*\*\*CRA \$1.8 million contribution has yet to be finalized, as of May 2022.





# Comparison Examples: City & CRA Investment Packages

The Gulfstream project has no direct comparable project in the region given its uncommon development program (new mixed-use construction combined with the restoration of a historic hotel building) and Lake Worth Beach's unique character and land use mix (a downtown that lacks an existing full-service hotel). However, there is regional and statewide precedent for public-private partnerships between local municipalities, CRAs, and private developers, to support the development of similarly-sized and impactful redevelopment projects.

The City of Lake Worth Beach is investing \$1 million in streetscape improvements around the project, the only direct General Fund expense related to the project. This equates to 0.96% of the total project budget. The City is also planning to waive \$12,825 in entitlement fees and \$105,000 in code compliance fees. The CRA has proposed a \$1.8 million incentive package, though this incentive has yet to be finalized. If executed, this would equate to 1.7% of the total project budget. The CRA is also providing a TIF rebate through 2031.

## SUMMARY OF SELECTED COMPARABLE RECENT DEVELOPMENT INCENTIVE PACKAGES

Project	Location	Delivery	Total Project Cost	City Contribution	City Contribution as % of Total Project Cost	CRA Cash Contribution	CRA Contribution as % of Total Project Cost
Gulfstream Hotel*	Lake Worth Beach	2024/2025	\$104.1 million	\$1 million	0.96%	\$1.8 million**	1.7%
Luminary Hotel & Co.	Fort Myers	2021	\$91 million	\$21 million	23%	\$0	--
Laura Street Trio Downtown Hotel	Jacksonville	2021	\$70 million	\$25 million	36%	\$0	--
The Cove Apartments	Cape Coral	2021	\$66 million	\$30 million	46%	\$0	--
The Grand Apartments***	West Palm Beach	2023	\$81 million	\$0	--	\$15 million	19%
Mirrorton Apartments	Lakeland	2021	\$50 million	\$0	--	\$1.76 million	4%

\*Gulfstream project cost include \$10 million of land acquisition costs. Comparable projects may or may not include land acquisition costs.

\*\*CRA \$1.8 million incentive package has not been finalized, as of May 2022.

\*\*\*Project includes approximately 201 workforce housing units, two-thirds of its total residential units.

Source: Multi-Housing News, ReBusiness Online, Jax Daily Record, The Palm Beach Post

# Anticipated Impact on the City of Lake Worth Beach General Fund

## GENERAL FUND INVESTMENTS

The City of Lake Worth Beach is planning to invest \$1 million in streetscape improvements around the project site, incorporating new sidewalks, greenery, and outdoor seating. This infrastructure investment is the only General Fund expenditure allocated to the project.

## PROPERTY TAX REBATES AND FEE WAIVERS

The historic portion of the project will receive a 10-year ad valorem tax abatement on property taxes owed on the increased tax assessed value of the site. The new construction portion of the project will receive up to a 10-year TIF rebate, though the TIF rebate will end after 2031, when the Lake Worth CRA sunsets. An additional \$117,825 of code compliance fees and entitlement return fees will be waived by the City during the construction of the project.

## RETURN ON INVESTMENT

The project will generate a Net Present Value of \$6.59 million in cumulative General Fund tax revenues over the full life cycle of the project (27.5 years). This is a Return on Investment (ROI) of 688% on the City's upfront financial contribution. General Fund revenues will recover this upfront investment by the year 2032. In 2033, City tax abatements for the project will end. Starting in 2034, the project will generate approximately \$677,000 to the General Fund each year. This revenue will fund a variety of City services to help support the broader Lake Worth Beach community. It is important to note that City expenses, revenues, and ROI estimates are likely to change based on market conditions, inflation rates, development program changes, and other factors.

		Historic Structure Delivery	New Construction Delivery	First Year of Full Stabilized Operations						Sunset of CRA TIF Rebate		First Year w/o Tax Abatements
Investment/Revenue Source	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
<b>City Cash Contributions</b>												
Infrastructure Incentives (Streetscape)	\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total City Cash Contributions</b>	<b>\$1,000,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Waivers of City Permits &amp; Fees</b>												
Entitlement Return	\$12,825	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lien Reduction/Code Compliance	\$0	\$105,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Waivers of City Permits &amp; Fees</b>	<b>\$12,825</b>	<b>\$105,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>General Fund Revenues</b>												
Business License Fees	\$0	\$0	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615
Use & Occupancy Registration	\$0	\$0	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260
Use & Occupancy Inspection	\$0	\$0	\$7,821	\$7,821	\$7,821	\$7,821	\$7,821	\$7,821	\$7,821	\$7,821	\$7,821	\$7,821
Electric Public Utility Tax	\$0	\$0	\$27,196	\$28,012	\$28,853	\$29,718	\$30,610	\$31,528	\$32,474	\$33,448	\$34,452	\$35,485
Electric Utility General Fund Contribution	\$0	\$0	\$24,994	\$25,744	\$26,516	\$27,311	\$28,131	\$28,975	\$29,844	\$30,739	\$31,661	\$32,611
Water/Sewer General Fund Contribution	\$0	\$0	\$21,539	\$22,185	\$22,851	\$23,536	\$24,243	\$24,970	\$25,719	\$26,490	\$27,285	\$28,104
Stormwater General Fund Contribution	\$0	\$0	\$1,001	\$1,031	\$1,062	\$1,093	\$1,126	\$1,160	\$1,195	\$1,231	\$1,268	\$1,306
Property Tax Increase (Historic)	\$0	\$78,297	\$114,835	\$120,425	\$126,238	\$132,284	\$138,572	\$145,112	\$151,912	\$158,985	\$166,341	\$173,991
Property Tax Abatement (Historic)	\$0	-\$78,297	-\$114,835	-\$120,425	-\$126,238	-\$132,284	-\$138,572	-\$145,112	-\$151,912	-\$158,985	-\$166,341	\$0
New Property Tax Revenues (Historic)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$173,991
Property Tax Increase (New Constr.)	\$815	\$1,011	\$206,481	\$286,052	\$297,722	\$309,860	\$322,482	\$335,610	\$349,263	\$363,462	\$378,229	\$393,586
Property Tax Rebate (New Constr.)	\$0	\$0	-\$206,481	-\$286,052	-\$297,722	-\$309,860	-\$322,482	-\$335,610	-\$349,263	\$0	\$0	\$0
New Property Tax Revenues (New Constr.)	\$815	\$1,011	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$363,462	\$378,229	\$393,586
<b>Total General Fund Revenues</b>	<b>\$815</b>	<b>\$1,011</b>	<b>\$86,426</b>	<b>\$80,847</b>	<b>\$83,156</b>	<b>\$93,355</b>	<b>\$87,984</b>	<b>\$90,508</b>	<b>\$100,928</b>	<b>\$459,245</b>	<b>\$476,769</b>	<b>\$676,779</b>
<b>Annual Net Income</b>	<b>(\$999,185)</b>	<b>\$1,011</b>	<b>\$86,426</b>	<b>\$80,847</b>	<b>\$83,156</b>	<b>\$93,355</b>	<b>\$87,984</b>	<b>\$90,508</b>	<b>\$100,928</b>	<b>\$459,245</b>	<b>\$476,769</b>	<b>\$676,779</b>
<b>Cumulative Income</b>	<b>(\$999,185)</b>	<b>(\$998,174)</b>	<b>(\$911,748)</b>	<b>(\$830,901)</b>	<b>(\$747,745)</b>	<b>(\$654,389)</b>	<b>(\$566,405)</b>	<b>(\$475,898)</b>	<b>(\$374,970)</b>	<b>\$84,275</b>	<b>\$561,045</b>	<b>\$1,237,824</b>

Note: The project's Net Present Value (NPV) represents the net annual cash flow through 2050, the anticipated life of the project, to and from the City General Fund, discounted at the City's April 2022 bond rate of 4.5%. ROI represents the ratio between direct City General Fund expenditures and the project NPV. Annual net incomes only reflect difference between City cash expenditures and revenues. Model assumes 4% annual escalation rate of tax assessed value after stabilized operations. Analysis assumes historic portion will deliver in 2024 and reach stabilized operations in 2025, and new building will deliver in 2025 and reach stabilized operations in 2026, based on estimates provided by Restoration St. Louis. Tax assessed value estimates provided by Restoration St. Louis. City expenses provided by City of Lake Worth Beach.

# Anticipated Impact on City of Lake Worth Beach Utilities

## UTILITY ENTERPRISE FUND INVESTMENTS

The City's Utilities departments will spend a total of \$320,000 in direct expenses to support the construction of the Gulfstream project. This includes \$250,000 in utility relocation costs, the purchase of an electric stepdown transformer (\$50,000), and temporary power installation (\$20,000).

## RETURN ON INVESTMENT

Upon delivery of the full project in 2025, approximately \$463,000 in annual revenue will be collected by local Utility Enterprise Funds, including \$203,000 to the Electric Fund, \$12,000 to the Stormwater Fund, and a combined \$248,000 to the Water and Sewer Fund.

## CITY INVESTMENTS & REVENUES BY YEAR

	(Construction 2023-2034)		(Delivery)	(Stabilized Operations)						Sunset of CRA TIF Rebate		First Year w/o Tax Abatements
Investment/Revenue Source	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
<b>City Cash Contributions</b>												
Electric Utility Stepdown Transformer	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Temporary Power Installation	\$20,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Water/Sewer Utility Relocation	\$250,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total City Cash Contributions</b>	<b>\$320,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Waivers of City Utility Costs</b>												
Utility Incentives	\$0	\$0	\$0	\$0	\$0	\$146,368	\$0	\$0	\$0	\$0	\$0	\$0
<b>Net Utility Enterprise Fund Revenues</b>												
Water & Sewer Permit Fees	\$336,459	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Electric Fund Customer & Base Energy Charges	\$0	\$0	\$203,474	\$209,579	\$215,866	\$222,342	\$229,012	\$235,883	\$242,959	\$250,248	\$257,755	\$265,488
Water Fund & Local Sewer Revenue	\$0	\$0	\$247,701	\$255,132	\$262,786	\$270,669	\$278,789	\$287,153	\$295,768	\$304,641	\$313,780	\$323,193
Stormwater Utility Fund Revenue	\$0	\$0	\$11,507	\$11,853	\$11,853	\$11,853	\$11,853	\$11,853	\$11,853	\$11,853	\$11,853	\$11,853
<b>Total Utility Enterprise Fund Revenues</b>	<b>\$336,459</b>	<b>\$0</b>	<b>\$462,683</b>	<b>\$476,563</b>	<b>\$490,504</b>	<b>\$504,864</b>	<b>\$519,654</b>	<b>\$534,888</b>	<b>\$550,580</b>	<b>\$566,741</b>	<b>\$583,388</b>	<b>\$600,534</b>
<b>Annual Net Income</b>	<b>\$16,459</b>	<b>\$0</b>	<b>\$462,683</b>	<b>\$476,563</b>	<b>\$344,136</b>	<b>\$504,864</b>	<b>\$519,654</b>	<b>\$534,888</b>	<b>\$550,580</b>	<b>\$566,741</b>	<b>\$583,388</b>	<b>\$600,534</b>
<b>Cumulative Income</b>	<b>\$16,459</b>	<b>\$16,459</b>	<b>\$479,142</b>	<b>\$955,705</b>	<b>\$1,299,841</b>	<b>\$1,804,705</b>	<b>\$2,324,359</b>	<b>\$2,859,248</b>	<b>\$3,409,827</b>	<b>\$3,976,569</b>	<b>\$4,559,957</b>	<b>\$5,160,491</b>

Note: Model assumes a 3% annual escalation rate of utility tax revenues. Revenue figures represent net revenue after costs of energy and services. Revenue figures exclude the cost of energy as it is a pass-through expense (Power Cost Adjustment) that does not generate surplus revenue to the City. Electric Fund revenue represents Customer & Base Energy charges. Electric Public Utility Tax and Electric Utility General Fund Contribution are included in General Fund ROI chart (p. 13). Improvements to the electric infrastructure are a part of a larger planned System Hardening and Reliability Improvement Project, which will also include other buildings on the block. Utility incentive is contingent upon the project generating certain minimum revenues to City utilities.

Source: City of Lake Worth Beach Utilities Department



# Anticipated Impact on the Lake Worth Beach Community Redevelopment Agency (CRA)

The Gulfstream project directly aligns with the mission of the Lake Worth Beach CRA to “improve the economic vitality of the district and quality of life of the citizens of the City of Lake Worth Beach” by renovating a historic, vacant property, attracting a major hospitality asset to downtown Lake Worth Beach, and catalyzing a significant amount of new downtown pedestrian traffic and consumer spending.

The project will provide downtown Lake Worth Beach with a new full-service hotel, which the area currently lacks. The project is also expected to boost customer traffic and revenue in nearby downtown businesses, given increased spending by future hotel guests and on-site residents.

Given the project’s direct alignment with the agency’s core goals and the project’s strong opportunity to serve as a major commercial anchor to the downtown Lake Worth Beach, the CRA is planning on providing a \$1.8 million incentive to Restoration St. Louis, the developer of the project. As of May 2022, this incentive has yet to be finalized by the CRA board. If approved, the incentive would likely be paid out in separate installments over the project’s first four years.

In addition, the City and County property tax increment will be rebated for the new construction portion of the project from 2025 through 2031 (after which the CRA sunsets) – a value of nearly \$3.95 million.



Sunset of CRA  
TIF Rebate

TIF Infrastructure Incentives	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
<b>TIF Infrastructure Incentive Contributions</b>	\$700,000	\$500,000	\$400,000	\$200,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Cumulative CRA Contributions</b>	<b>\$700,000</b>	<b>\$1,200,000</b>	<b>\$1,600,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>	<b>\$1,800,000</b>

TIF Property Tax Increment and Rebate	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
<b>City Property Tax Rebate</b>	\$0	\$0	\$206,481	\$286,052	\$297,722	\$309,860	\$322,482	\$335,610	\$349,263	\$0	\$0	\$0
<b>County Property Tax Rebate</b>	\$0	\$0	\$180,382	\$249,895	\$260,091	\$270,694	\$281,721	\$293,189	\$305,116	\$0	\$0	\$0
<b>Total Annual TIF Rebate</b>	<b>\$0</b>	<b>\$0</b>	<b>\$386,862</b>	<b>\$535,947</b>	<b>\$557,813</b>	<b>\$580,553</b>	<b>\$604,203</b>	<b>\$628,799</b>	<b>\$654,379</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Cumulative TIF Rebate</b>	<b>\$0</b>	<b>\$0</b>	<b>\$386,862</b>	<b>\$922,809</b>	<b>\$1,480,622</b>	<b>\$2,061,176</b>	<b>\$2,665,379</b>	<b>\$3,294,178</b>	<b>\$3,948,558</b>	<b>\$3,948,558</b>	<b>\$3,948,558</b>	<b>\$3,948,558</b>

Source: City of Lake Worth Beach, City of Lake Worth Beach CRA, FY 2022 Schedule of Fees and Charges for Services. City expenses and property tax estimates provided by City of Lake Worth Beach.

# Anticipated Impact on Other Municipal Revenues

In addition to revenue going to the City of Lake Worth Beach General Fund, Gulfstream's property taxes will generate increased revenue for a wide range of other City and County services, including schools, fire-rescue, and water management. In 2034, following the termination of Gulfstream's property tax abatements, the project will generate approximately \$376,000 for county fire-rescue services, \$748,000 for the School District of Palm Beach County, and \$28,000 for water management services.

## NON-GENERAL FUND PROPERTY TAX REVENUES

Investment/Revenue Source	2023	2024	2025	2026	2027	2028	2029	2030	2031	Sunset of CRA TIF Rebate	First Year w/o Tax Abatements	
										2032	2033	2034
Palm Beach County – Operating	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$332,944	\$332,944	\$519,921
Palm Beach County - Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,326	\$2,420	\$3,632
MSTU - Fire	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$240,793	\$250,576	\$376,020
School (Required Local)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$226,164	\$235,352	\$353,175
School Discretionary	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$252,554	\$262,815	\$394,386
WMD District	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,388	\$7,688	\$11,537
WMD Basin	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,980	\$8,304	\$12,461
WMD Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,542	\$2,645	\$3,969
Independent Districts (Children's Services, Health Care, FIND)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$96,189	\$100,097	\$150,208
<b>Total Non-General Fund Revenues</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$833,610</b>	<b>\$867,478</b>	<b>\$1,301,755</b>

## OTHER TAX & FEE REVENUES

OTHER TAX & FEE REVENUES										Sunset of CRA TIF Rebate	First Year w/o Tax Abatements	
Investment/Revenue Source	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
Waivers of City Permits & Fees												
Sustainable Bonus Fund (Tiers 1,2)	\$0	\$656,559	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Non-General Fund Revenues												
Discretionary Sales Tax Fund	\$0	\$0	\$1,255	\$2,091	\$2,154	\$2,218	\$2,285	\$2,353	\$2,424	\$2,497	\$2,571	\$2,649
Building Permit Fund	\$425,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-General Fund Revenues	\$425,000	\$656,559	\$1,255	\$2,091	\$2,154	\$2,218	\$2,285	\$2,353	\$2,424	\$2,497	\$2,571	\$2,649

# County and State Tax Revenue Summary

## SUMMARY

Upon stabilized operations in 2026, the project will generate approximately \$703,000 in sales tax revenue for the State of Florida, and \$103,000 in sales tax revenue for Palm Beach County. The Tourism Development Tax, an additional County-level tax on hotel room receipts, will generate approximately \$494,000 in new tax revenue for Palm Beach County. The project will also generate approximately \$12,000 in annual corporate profit taxes to the State of Florida.

## FISCAL IMPACT DURING CONSTRUCTION PERIOD (2023-2024)

Revenue Source	County	State
Tax Credit Fees	\$0	\$0
Impact Fees	\$500,000	\$0
Building Permit Fees	\$0	\$0
Impact Fees	\$289,193	\$0
Property Taxes	\$22,408	\$0
Sales Tax	\$15,655	\$245,503
Corporate Profits Tax	\$0	\$24,518
Water & Sewer Permit Fees	\$0	\$0
<b>Total</b>	<b>\$827,256</b>	<b>\$270,021</b>

## FISCAL IMPACT UPON STABILIZED OPERATIONS (2026)

Revenue Source	Revenue	Government Level
Sales Tax	\$102,528	County
Tourist Development Tax	\$494,066	County
Sales Tax	\$702,860	State
Corporate Profit Tax	\$11,963	State
<b>Total</b>	<b>\$1,311,417</b>	<b>--</b>

Note: Tax revenue estimates are represented in 2022 dollars and represent tax revenue generated by redevelopment of historic structure and development of new mixed-use building. Analysis assumes construction of full 140-hotel room and 83 apartment development program. State and county sales taxes based on local tax rates and IMPLAN estimates for on-site restaurant revenue. Tourism Development tax based on ADR and occupancy estimates provided by Restoration St. Louis. Corporate profit tax calculated using IMPLAN. Changes in the development pro forma, retail users, and market forces will impact the above anticipated fiscal impact. Actual fiscal impact may vary.



## Community Impact



Images: Palm Beach Post, City of Lake Worth Beach



# Key Community Impacts of Proposed Development

---



## **New Hotel Guest Customer Traffic to Support Downtown Lake Worth Beach Businesses**

The proposed hotel will host an annual total of 37,814 room nights and attract 18,000 unique visitors to downtown Lake Worth Beach, providing nearby businesses with a significant new source of daytime, evening, and weekend customer traffic. Overnight hotel guests typically spend significantly more than the average visitor. Guests at the new Gulfstream Hotel are estimated to spend approximately \$7.4 million annually on dining, shopping, and entertainment, creating a strong opportunity for nearby businesses to capture this additional local spending capacity. Given the project's location directly on Lake Avenue and proximity to the commercial core of downtown Lake Worth Beach, nearby businesses should be able to capture a notable share of this spending.

## **Alignment with Existing Plans & Other City Goals**

The proposed renovation of the Gulfstream Hotel building, and accompanying mixed-use building, would directly meet several goals recently established by the City of Lake Worth Beach oriented around enhancing economic vitality, safety, and vibrancy in Downtown Lake Worth Beach. The Downtown Lake Worth Arts and Cultural Master Plan identified improved downtown walkability, improved downtown density, and the encouragement of site assemblage for new mixed-use development as three key goals.

## **Commitment to Sourcing Local Goods & Services**

Restoration St. Louis has committed to spend \$5 million in buying goods and services from businesses located within the City of Lake Worth Beach. This commitment will further concentrate the project's economic impact within Lake Worth Beach.



# Key Community Impacts of Proposed Development (Continued)

## Restoration and Activation of Historic Building in the Heart of Downtown

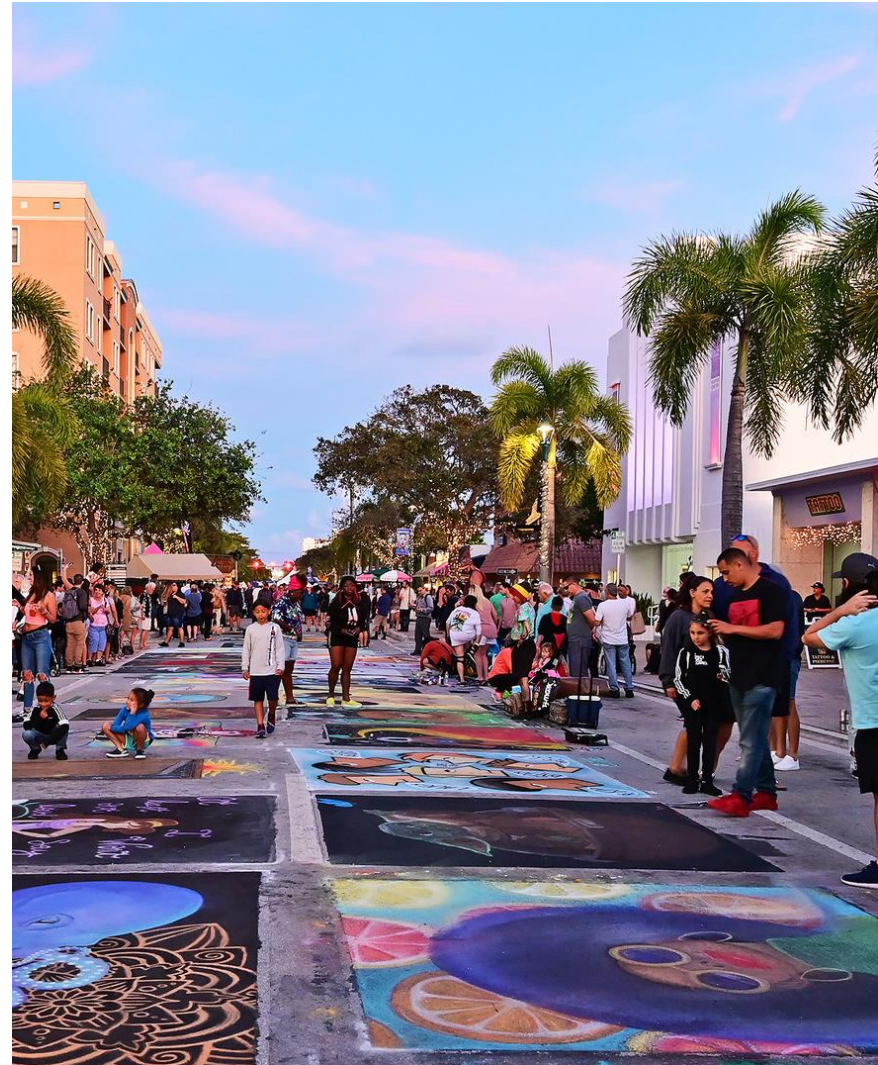
The project will renovate and re-open the historic Gulfstream Hotel building, while keeping its original use as a full-service hotel. The building, which has been vacant since 2005, was built in 1924 and added to the National Register of Historic Places in 1987. By converting a prominent structure that has been vacant for 17 years, the project converts an existing blight into a key source of new activity and potential catalyst for future investment in residential and commercial downtown projects.

## Improved Downtown Walkability & Pedestrian Safety

The conversion of a large, vacant building into a new mixed-use development with hotel, residential, and ground-floor commercial uses will significantly boost pedestrian traffic and safety throughout the eastern side of downtown Lake Worth Beach. The hotel building and adjacent new mixed-use building will feature multiple points of entry, as well as two restaurants. Pedestrian activity and safety along the bordering blocks of S Lakeside Drive and S Golfview Drive are also expected to improve.

## Streetscape Improvements

The City of Lake Worth Beach will invest \$1 million in new streetscape improvements around the Gulfstream project site, further enhancing surrounding pedestrian conditions and creating a more walkable environment. The improvements may include new sidewalks, outdoor seating, and greenery, serving to create a more aesthetic, livable, and visitor-friendly atmosphere.





## Appendix



Images: Palm Beach Post, City of Lake Worth Beach

# Anticipated City of Lake Worth Beach ROI: General Fund (2023-2050)

Investment/Revenue Source	2023	Historic Structure Delivery	New Construction Delivery	First Year of Full Stabilized Operations	2026	2027	2028	2029	2030	2031	Sunset of CRA TIF Rebate	2032	2033	First Year w/o Tax Abatements	2034
<b>City Cash Contributions</b>															
Infrastructure Incentives (Streetscape)	\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total City Cash Contributions</b>	<b>\$1,000,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Waivers of City Permits &amp; Fees</b>															
Entitlement Return	\$12,825	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lien Reduction/Code Compliance	\$0	\$105,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Waivers of City Permits &amp; Fees</b>	<b>\$12,825</b>	<b>\$105,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Business License Fees	\$0	\$0	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615
Use & Occupancy Registration	\$0	\$0	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260
Use & Occupancy Inspection	\$0	\$0	\$7,821	\$0	\$7,821	\$0	\$7,821	\$0	\$0	\$7,821	\$0	\$0	\$0	\$7,821	\$0
Electric Public Utility Tax	\$0	\$0	\$27,196	\$28,012	\$28,853	\$29,718	\$30,610	\$31,528	\$32,474	\$33,448	\$34,452	\$35,485	\$36,548	\$37,641	\$38,764
Electric Utility General Fund Contribution	\$0	\$0	\$24,994	\$25,744	\$26,516	\$27,311	\$28,131	\$28,975	\$29,844	\$30,739	\$31,661	\$32,611	\$33,588	\$34,591	\$35,620
Water/Sewer General Fund Contribution	\$0	\$0	\$21,539	\$22,185	\$22,851	\$23,536	\$24,243	\$24,970	\$25,719	\$26,490	\$27,285	\$28,104	\$28,947	\$29,814	\$30,705
Stormwater General Fund Contribution	\$0	\$0	\$1,001	\$1,031	\$1,062	\$1,093	\$1,126	\$1,160	\$1,195	\$1,231	\$1,268	\$1,306	\$1,345	\$1,384	\$1,423
Property Tax Increase (Historic)	\$0	\$78,297	\$114,835	\$120,425	\$126,238	\$132,284	\$138,572	\$145,112	\$151,912	\$158,985	\$166,341	\$173,991	\$181,948	\$190,222	\$198,827
Property Tax Abatement (Historic)	\$0	-\$78,297	-\$114,835	-\$120,425	-\$126,238	-\$132,284	-\$138,572	-\$145,112	-\$151,912	-\$158,985	-\$166,341	-\$173,991	-\$181,948	-\$190,222	-\$198,827
New Property Tax Revenues (Historic)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Property Tax Increase (New Constr.)	\$815	\$1,011	\$206,481	\$286,052	\$297,722	\$309,860	\$322,482	\$335,610	\$349,263	\$363,462	\$378,229	\$393,586	\$409,558	\$426,169	\$443,444
Property Tax Abatement (New Constr.)	\$0	\$0	-\$206,481	-\$286,052	-\$297,722	-\$309,860	-\$322,482	-\$335,610	-\$349,263	-\$363,462	-\$378,229	-\$393,586	-\$409,558	-\$426,169	-\$443,444
New Property Tax Revenues (New Constr.)	\$815	\$1,011	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$363,462	\$378,229	\$393,586	\$409,558	\$426,169
<b>Total General Fund Revenues</b>	<b>\$815</b>	<b>\$1,011</b>	<b>\$86,426</b>	<b>\$80,847</b>	<b>\$83,156</b>	<b>\$93,355</b>	<b>\$87,984</b>	<b>\$90,508</b>	<b>\$100,928</b>	<b>\$459,245</b>	<b>\$476,769</b>	<b>\$494,911</b>	<b>\$513,627</b>	<b>\$532,943</b>	<b>\$552,859</b>
<b>Annual Net Income</b>	<b>(\$999,185)</b>	<b>\$1,011</b>	<b>\$86,426</b>	<b>\$80,847</b>	<b>\$83,156</b>	<b>\$93,355</b>	<b>\$87,984</b>	<b>\$90,508</b>	<b>\$100,928</b>	<b>\$459,245</b>	<b>\$476,769</b>	<b>\$494,911</b>	<b>\$513,627</b>	<b>\$532,943</b>	<b>\$552,859</b>
<b>Cumulative Income</b>	<b>(\$999,185)</b>	<b>(\$998,174)</b>	<b>(\$911,748)</b>	<b>(\$830,901)</b>	<b>(\$747,745)</b>	<b>(\$654,389)</b>	<b>(\$566,405)</b>	<b>(\$475,898)</b>	<b>(\$374,970)</b>	<b>\$84,275</b>	<b>\$561,045</b>	<b>\$1,123,991</b>	<b>\$1,787,620</b>	<b>\$2,550,563</b>	<b>\$3,413,422</b>

Investment/Revenue Source	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050
<b>City Cash Contributions</b>																
Infrastructure Incentives (Streetscape)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total City Cash Contributions</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Waivers of City Permits &amp; Fees</b>																
Entitlement Return	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lien Reduction/Code Compliance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Waivers of City Permits &amp; Fees</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Business License Fees	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615
Use & Occupancy Registration	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260
Use & Occupancy Inspection	\$0	\$0	\$7,821	\$0	\$7,821	\$0	\$7,821	\$0	\$0	\$7,821	\$0	\$0	\$0	\$7,821	\$0	\$0
Electric Public Utility Tax	\$36,550	\$37,646	\$38,776	\$39,939	\$41,137	\$42,371	\$43,642	\$44,952	\$46,300	\$47,689	\$49,120	\$50,593	\$52,111	\$53,674	\$55,285	\$56,943
Electric Utility General Fund Contribution	\$33,589	\$34,597	\$35,635	\$36,704	\$37,805	\$38,939	\$40,108	\$41,311	\$42,550	\$43,827	\$45,141	\$46,496	\$47,891	\$49,327	\$50,807	\$52,331
Water/Sewer General Fund Contribution	\$28,947	\$29,815	\$30,710	\$31,631	\$32,580	\$33,557	\$34,564	\$35,601	\$36,669	\$37,769	\$38,902	\$40,069	\$41,271	\$42,509	\$43,785	\$45,098
Stormwater General Fund Contribution	\$1,345	\$1,385	\$1,427	\$1,469	\$1,514	\$1,559	\$1,606	\$1,654	\$1,704	\$1,755	\$1,807	\$1,861	\$1,917	\$1,975	\$2,034	\$2,095
Property Tax Increase (Historic)	\$181,948	\$190,222	\$198,827	\$207,777	\$217,084	\$226,764	\$236,831	\$247,301	\$258,189	\$269,513	\$281,290	\$293,538	\$306,276	\$319,524	\$333,301	\$347,630
Property Tax Abatement (Historic)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Property Tax Revenues (Historic)	\$181,948	\$190,222	\$198,827	\$207,777	\$217,084	\$226,764	\$236,831	\$247,301	\$258,189	\$269,513	\$281,290	\$293,538	\$306,276	\$319,524	\$333,301	\$347,630
Property Tax Increase (New Constr.)	\$409,558	\$426,169	\$443,444	\$461,410	\$480,095	\$499,527	\$519,736	\$540,754	\$562,613	\$585,346	\$608,988	\$633,576	\$659,147	\$685,741	\$713,399	\$742,164
Property Tax Abatement (New Constr.)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Property Tax Revenues (New Constr.)	\$409,558	\$426,169	\$443,444	\$461,410	\$480,095	\$499,527	\$519,736	\$540,754	\$562,613	\$585,346	\$608,988	\$633,576	\$659,147	\$685,741	\$713,399	\$742,164
<b>Total General Fund Revenues</b>	<b>\$695,811</b>	<b>\$723,709</b>	<b>\$760,514</b>	<b>\$782,805</b>	<b>\$814,090</b>	<b>\$854,414</b>	<b>\$880,362</b>	<b>\$915,447</b>	<b>\$959,721</b>	<b>\$989,774</b>	<b>\$1,029,124</b>	<b>\$1,077,830</b>	<b>\$1,112,489</b>	<b>\$1,156,627</b>	<b>\$1,210,308</b>	<b>\$1,250,137</b>
<b>Annual Net Income</b>	<b>\$695,811</b>	<b>\$723,709</b>	<b>\$760,514</b>	<b>\$782,805</b>	<b>\$814,090</b>	<b>\$854,414</b>	<b>\$880,362</b>	<b>\$915,447</b>	<b>\$959,721</b>	<b>\$989,774</b>	<b>\$1,029,124</b>	<b>\$1,077,830</b>	<b>\$1,112,489</b>	<b>\$1,156,627</b>	<b>\$1,210,308</b>	<b>\$1,250,137</b>
<b>Cumulative Income</b>	<b>\$1,933,635</b>	<b>\$2,657,345</b>	<b>\$3,417,859</b>	<b>\$4,200,664</b>	<b>\$5,014,754</b>	<b>\$5,869,168</b>	<b>\$6,749,530</b>	<b>\$7,664,977</b>	<b>\$8,624,698</b>	<b>\$9,614,472</b>	<b>\$10,643,596</b>	<b>\$11,721,426</b>	<b>\$12,833,915</b>	<b>\$13,990,541</b>	<b>\$15,200,849</b>	<b>\$16,450,986</b>