

May 20, 2026

Mr. Napoleon Haney  
Village Manager  
Village of Homewood  
2020 Chestnut Road  
Homewood, IL 60430

Dear Mr. Haney:

SB Friedman Development Advisors, LLC ("SB Friedman") is pleased to submit this proposal to the Village of Homewood (the "Village") to provide TIF bond feasibility services.

## Background and Understanding

A lack of private investment has resulted in the economic underutilization of one of the Village's primary commercial districts along Halsted Street. We understand that the Village is considering the use of TIF revenues to support redevelopment and is interested in conducting feasibility testing regarding a potential bond issuance to accelerate development in the area. There are two adjoining tax increment financing districts in the area: the Northeast TIF and the North Halsted TIF (the "Two TIF Districts").

We propose to prepare incremental property tax (IPT) projections for the Two TIF Districts and to work with village staff and other Village advisors to incorporate reasonable assumptions about redevelopment in the Two TIF Districts to arrive at plausible projections of incremental property tax generation. Assuming those preliminary projections look promising, we will work with the Village and their other advisors to move towards issuing bonds based on these projected taxes to generate up front capital to support redevelopment.

The letter below outlines our approach and estimated fees and timeline.

## Scope of Services

### PHASE 1: PREPARE PRELIMINARY IPT PROJECTIONS

- 1. Conduct Kickoff and Obtain Background Data.** Upon authorization to proceed, we will conduct a virtual kickoff meeting with Village staff to confirm the scope of service, work plan and timeline. At this time, we will also collect any additional background information for the Site, including:
  - Eligibility Studies, Redevelopment Plans, and any information on existing obligations for the Two TIF Districts (e.g., redevelopment agreements, intergovernmental agreements)
  - Information regarding prior tenant outreach;
  - Information on any proposed developments or new tenants in the surrounding area

- 2. Prepare Base Models for Projecting IPT.** We will gather data from various sources including the Cook County Clerk and Assessor's offices and prepare two tax projection models, one for each of the Two TIF Districts.
- 3. Iterate Models.** Based on a preliminary goal of generating net bond proceeds to the Village of \$10 million, we will test levels of redevelopment required to achieve this desired amount of funding. We may need to collaborate with staff, the Village's municipal advisor, Speer, and others regarding high level assumptions for preliminary feasibility testing.
- 4. Conduct a Call to Discuss Preliminary Findings.** We will prepare a concise summary document outlining our findings and will discuss those on a Teams call. We anticipate getting direction on this call to stop work or continue to refine and build out our projections.

## PHASE 2: REFINE INCREMENTAL PROPERTY TAX PROEJCTIONS

- 1. Conduct Calls with Village and Village Market Advisors.** Assuming staff believes the path is promising enough to continue work, we expect to conduct a call to help refine assumptions regarding potential new tenants and/or retail/dining end users.
- 2. Refine Models.** Based on direction from the call with the Village and their market advisors, we anticipate conducting additional research (primarily regarding equalized assessed values of new tenant / end user types that could locate in the Two TIF Districts). For example, this could entail looking at medical office values per building square foot. Based on those refined inputs, we will prepare updated tax projections.
- 3. Conduct a Call to Discuss.** We anticipate preparing summary tables and conducting a call to discuss with staff. Here again, we anticipate getting direction on this call to stop work or continue to refine and build out documentation regarding our projections.

## PHASE 3: SUPPORT CLOSING ON REVENUE BONDS

The scope of this phase could vary widely depending on the facts. Broadly speaking, we expect to develop a bond feasibility study report that would allow revenue bonds to be issued. The process of getting from refined projections as developed in Phase 2 to a closing can be relatively simple if a major user has been identified and is willing to make concrete commitments to develop. The less concrete future end user commitments are, the longer and more complex this phase tends to be. Also, the level of communication with the public and the Village Board and public can vary materially depending on the situation and the needs of the community. Because of these uncertainties, we cannot prepare a scope of fee estimate in advance for this phase of work.

## Time Frame

We understand that the Village is trying to move quickly on this matter and is targeting a bond sale before the end of 2026. We will work closely with Village to meet any deadlines for the Project.

## Estimated Budget

Professional fees will be based on the time required at the then-current hourly billing rates of the staff involved. As shown in greater detail in the budget estimate below, the estimated professional fees and expenses for the Phase 1 and 2 Scope of Services described above total **\$29,700**, as shown in greater detail in the **Estimated Budget** below. The estimate has been prepared based on certain assumptions as to the time required based on our prior experience.

### Estimated Budget

| TASK   | TOTAL           | Partner/Senior Vice President<br>\$460 | Project Manager<br>\$285 | Associate<br>\$225 |
|--|-----------------|--|--------------------------|--------------------|
| <b>Phase 1: Prepare Preliminary Incremental Property Tax Projections</b>     |                 |  |                          |                    |
| 1 Conduct Kickoff Call and Obtain & Review Background Data                   | \$5,450         | 2                                      | 8                        | 10                 |
| 2 TIF Projections for study area and adjacent TIF (as-is)                    | \$11,580        | 6                                      | 12                       | 24                 |
| 3 TIF Projections for study area and adjacent TIF (high-level redevelopment) | \$3,400         | 1                                      | 4                        | 8                  |
| 4 Call to Discuss  | \$970           | 1                                      | 1                        | 1                  |
| <b>Total Phase 1</b>   | <b>\$20,430</b> | <b>10</b>                              | <b>25</b>                | <b>43</b>          |
| <b>Phase 2: Refine Incremental Property Tax Projections</b>                  |                 |  |                          |                    |
| 1 Calls with Village and market advisors                                     | \$1,940         | 2                                      | 2                        | 2                  |
| 2 Refine TIF projections based on Village and market advisor input           | \$5,350         | 4                                      | 6                        | 8                  |
| 3 Call to Discuss  | \$970           | 1                                      | 1                        | 1                  |
| <b>Total Phase 2</b>   | <b>\$7,290</b>  | <b>7</b>                               | <b>9</b>                 | <b>11</b>          |
| <b>Phase 3: Work on Bond Feasibility Study and Support Closing on Bonds</b>  |                 |  |                          |                    |
| Hourly   |                 |  |                          |                    |
| <b>Total Hours</b>   | <b>105</b>      | <b>17</b>                              | <b>34</b>                | <b>54</b>          |
| <b>Total Professional Fees</b>   | <b>\$29,700</b> | <b>\$7,820</b>                         | <b>\$9,690</b>           | <b>\$12,150</b>    |
| Expense Estimate (CoStar, General Expenses)                                  | \$0             |  |                          |                    |
| <b>TOTAL ESTIMATED BUDGET</b>  | <b>\$29,700</b> |  |                          |                    |

The following current hourly rates apply to this engagement:

|                               |       |                    |       |
|-------------------------------|-------|--------------------|-------|
| Partner/Senior Vice President | \$460 | Senior Associate   | \$245 |
| Senior Vice President         | \$440 | Associate          | \$225 |
| Vice President                | \$335 | Research Associate | \$205 |
| Senior Project Manager        | \$305 | Intern             | \$150 |
| Project Manager               | \$285 |                    |       |

These rates will be in effect until December 31, 2026, after which they are subject to adjustment.

Travel, publications, maps, outside data, use of owned or licensed databases, report production, and other out-of-pocket expenses are included in this estimate and will be billed in addition to professional fees as incurred (without mark-up).

This fee estimate is intended to serve as a benchmark and is subject to upward revision if the engagement entails more time than estimated due to problems that are encountered which could not reasonably have been foreseen at the

commencement of the engagement, or if the scope is changed. In this event, we will discuss the matter with you so that a mutually acceptable revision may be made. Fees and expenses for our services will not exceed the total fee amount without your further authorization.

Invoices will be rendered not more frequently than monthly as our work progresses for services and costs incurred. Invoices are payable within 30 days.

If at any time the decision is made to discontinue our services, our fee will be based upon the actual time expended and out-of-pocket costs incurred to that date.

Our projections will be based on a combination of actuals, estimates and assumptions. These assumptions will be based on conclusions reached as a result of the review and analysis of information and data collected during the compilation of the report. This information and data will be provided by various parties, including the Village, Cook County and other sources. SB Friedman cannot assure that these information and data are accurate, complete or reliable.

Some assumptions inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will necessarily vary from those described in our report, and the variations may be material.

SB Friedman is not acting as a Municipal Advisor or Financial Advisor. It is our understanding that Speer Financial is acting as the Village's Municipal Advisor.

## Acceptance Procedures

We look forward to this opportunity to assist the Village Homewood.

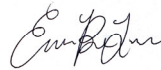
To indicate your acceptance of any phase of this proposal, please sign in the indicated area for that phase and return a copy of this letter as authorization for us to proceed.

Thank you.

Sincerely,



Geoff Dickinson, AICP  
Senior Vice President/Partner  
(312) 384-2404 | [gdickinson@sbfriedman.com](mailto:gdickinson@sbfriedman.com)



Emma Bonanno-Lynch, AICP  
Project Manager  
(312) 384-2410 | [ebonanno@sbfriedman.com](mailto:ebonanno@sbfriedman.com)

**Accepted:**

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Signature

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Date

\_\_\_\_\_  
Name

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