

## Exhibit #1 – Sustainability/Areas of Experience

Area of Experience	Proposal	Ranking									
		0 (Limited/no experience)					5 (Some experience)				10 (High experience)
Property Acquisition	Rabid										1
	VMB										7
	Caton										10
Commercial Property Management	Rabid										1
	VMB										9
	Caton										10
Construction Management	Rabid										4
	VMB										8
	Caton										8
Tenant Recruitment and Retention	Rabid										1
	VMB										6
	Caton										10
Tenant Management	Rabid										1
	VMB										7
	Caton										9
Business Operation	Rabid										7
	VMB										7
	Caton										1

**Prepared by:** Noah Schumerth, Assistant Director of Economic and Community Development

## Exhibit #2 – Sales Tax Revenues & Incentive Expenses

Proposal	Sales Revenue/Expenses	Year										TOTAL
		2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	
Rabid	Purchase Price	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1
	Sales Tax Revenue (new)	\$ 18,317	\$ 23,650	\$ 31,593	\$ 37,743	\$ 40,588	\$ 40,588	\$ 40,588	\$ 40,588	\$ 40,588	\$ 40,588	\$ 354,828
	Vacant Space (new)	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 13,000
	Great American Bagel (ex.)	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 108,270
	Places of Eating Tax Rebate	\$ -	\$ (15,767)	\$ (21,062)	\$ (25,162)	\$ (27,058)	\$ (27,058)	\$ -	\$ -	\$ -	\$ -	\$ (116,107)
	Incentive Request (TIF)	\$ (300,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (300,000)
	<b>TOTAL</b>	<b>\$ (269,555)</b>	<b>\$ 20,010</b>	<b>\$ 22,658</b>	<b>\$ 24,708</b>	<b>\$ 25,656</b>	<b>\$ 25,656</b>	<b>\$ 52,715</b>	<b>\$ 52,715</b>	<b>\$ 52,715</b>	<b>\$ 52,715</b>	<b>\$ 59,992</b>
	<b>Total Village ROI (Rabid)</b>	<b>\$ (269,555)</b>	<b>\$ (249,544)</b>	<b>\$ (226,886)</b>	<b>\$ (202,179)</b>	<b>\$ (176,522)</b>	<b>\$ (150,866)</b>	<b>\$ (98,152)</b>	<b>\$ (45,437)</b>	<b>\$ 7,278</b>	<b>\$ 59,992</b>	
VMB	Purchase Price	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1
	Sales Tax Revenue (new)	\$ 66,600	\$ 66,600	\$ 66,600	\$ 66,600	\$ 66,600	\$ 66,600	\$ 66,600	\$ 66,600	\$ 66,600	\$ 66,600	\$ 666,000
	Great American Bagel (ex.)	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 108,270
	Incentive Request (TIF)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (36,000)	\$ (360,000)
	<b>TOTAL</b>	<b>\$ 41,428</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 41,427</b>	<b>\$ 414,271</b>
	<b>Total Village ROI (VMB)</b>	<b>\$ 41,428</b>	<b>\$ 82,855</b>	<b>\$ 124,282</b>	<b>\$ 165,709</b>	<b>\$ 207,136</b>	<b>\$ 248,563</b>	<b>\$ 289,990</b>	<b>\$ 331,417</b>	<b>\$ 372,844</b>	<b>\$ 414,271</b>	
Caton	Purchase Price	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2
	Sales Tax Revenue (new)	\$ 46,300	\$ 46,300	\$ 46,300	\$ 46,300	\$ 46,300	\$ 46,300	\$ 46,300	\$ 46,300	\$ 46,300	\$ 46,300	\$ 463,000
	Great American Bagel (ex.)	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 10,827	\$ 108,270
	Incentive Request (TIF)	\$ -		\$ (125,000)								\$ (125,000)
	<b>TOTAL</b>	<b>\$ 57,129</b>	<b>\$ 57,127</b>	<b>\$ (67,873)</b>	<b>\$ 57,127</b>	<b>\$ 57,127</b>	<b>\$ 57,127</b>	<b>\$ 57,127</b>	<b>\$ 57,127</b>	<b>\$ 57,127</b>	<b>\$ 57,127</b>	<b>\$ 446,272</b>
	<b>Total Village ROI (Caton)</b>	<b>\$ 57,129</b>	<b>\$ 114,256</b>	<b>\$ 46,383</b>	<b>\$ 103,510</b>	<b>\$ 160,637</b>	<b>\$ 217,764</b>	<b>\$ 274,891</b>	<b>\$ 332,018</b>	<b>\$ 389,145</b>	<b>\$ 446,272</b>	

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**Sales Tax Revenue is based on sales revenue projections included in the proposals and staff estimates of comparable businesses.**

## Exhibit #3 – Incentive Request Summary

Proposal	Proposed TIF Incentive Amount	Proposed Place of Eating Tax Rebate	Required to Complete Project?	Incentive Description
<b>Proposal 1: Rabid Brewing</b>	<b>\$300,000</b>	<b>\$116,000</b>	<b>Yes</b>	Single TIF reimbursement required for capital improvement and restaurant build-out. Place of eating tax rebate provided as restaurant incentive for 5 years. <b>Applicant has stated this is required to feasibly complete project.</b>
<b>Proposal 2: VMB Partners</b>	<b>\$360,000</b>	<b>\$0</b>	<b>Yes</b>	TIF reimbursement distributed over 10 years to offset property taxes. Reduces effective tax rate of the building to approximately \$50,000/year. <b>Applicant has stated this is required to feasibly complete project.</b>
<b>Proposal 3: Caton Commercial</b>	<b>\$125,000</b>	<b>\$0</b>	<b>No</b>	Request for TIF reimbursement to complete parking lot and drive access aisle improvements. <b>Applicant has stated this is not required to complete project, but will allow more funds to be dedicated to attracting higher-performing tenants, including potential restaurants who require more expensive tenant build-outs.</b>

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