

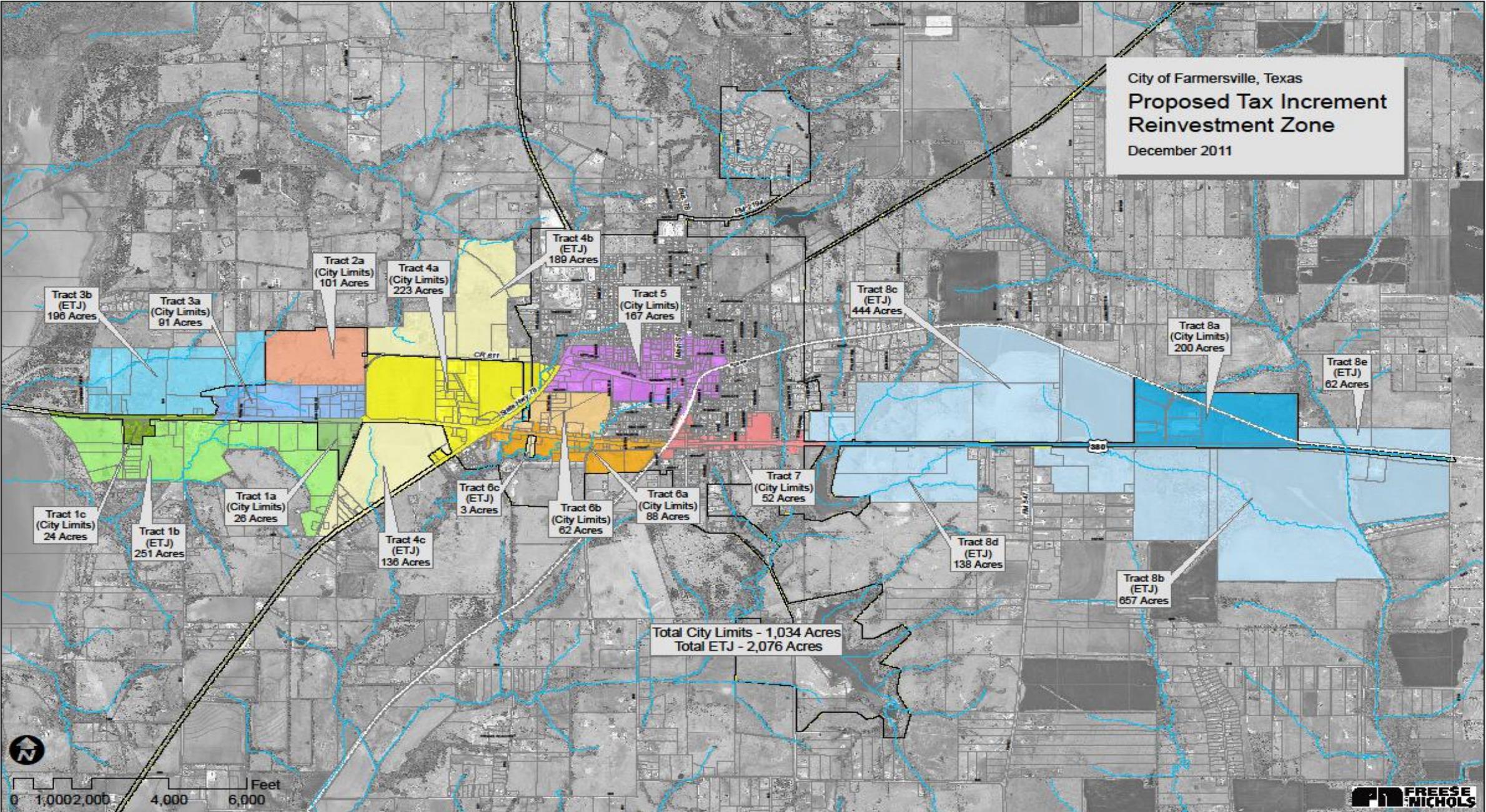
# **FARMERSVILLE TIF**

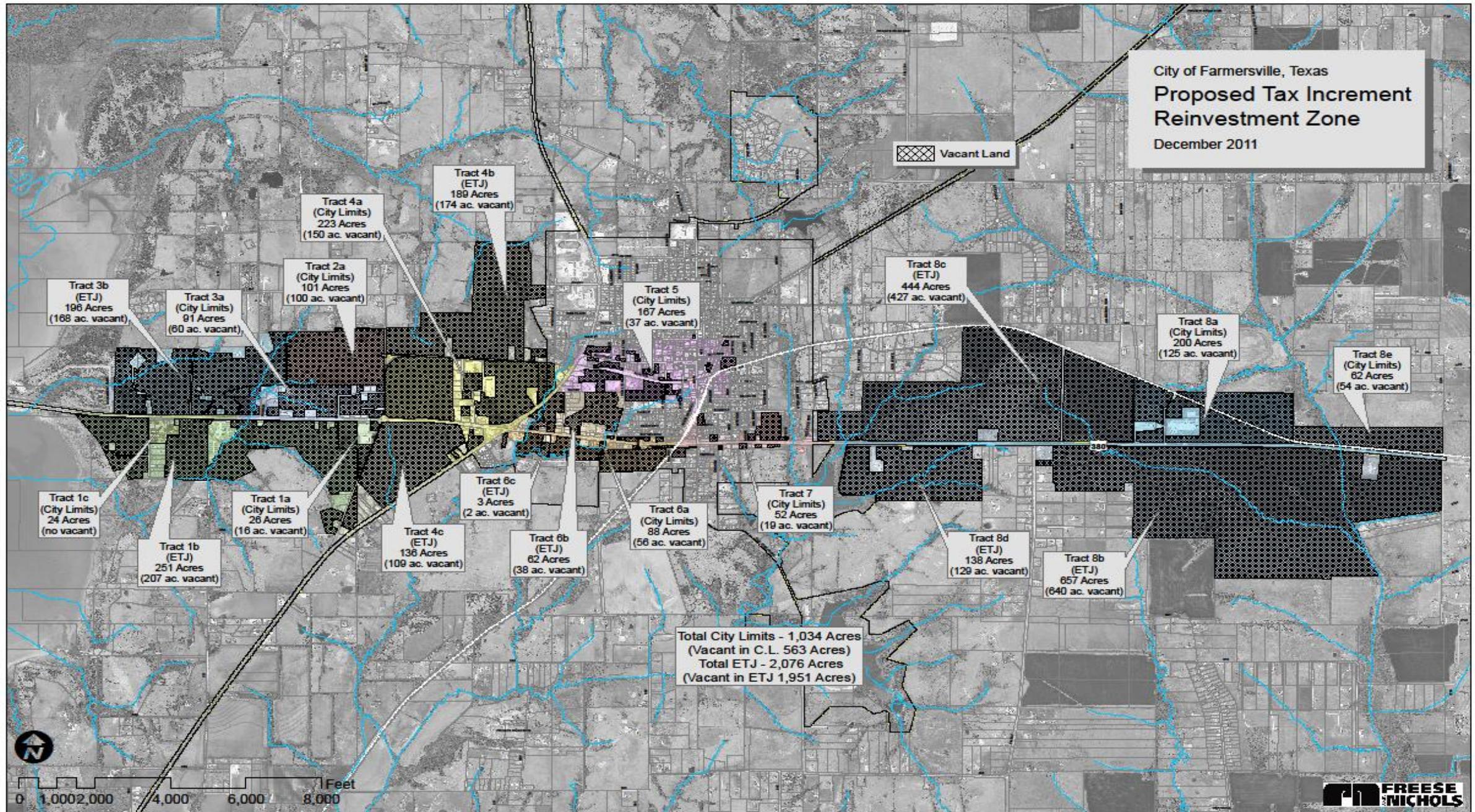
## **WHY CREATE?**

The US 380 corridor is the main development spine through the City of Farmersville. However, even expansion of this highway has done little to stimulate new economic development. Values have stagnated since 2008 and have even declined in more recent years. Some method of stimulating growth along this corridor is needed, especially to create growth beyond highway retail. This will require infrastructure (roadways) which do not presently exist to pull development beyond the immediate highway corridor. The City of Farmersville chose to pursue creation of a Tax Increment Financing Reinvestment Zone (TIF) as an economic development tool to spearhead new development along the US 380 corridor through the City.

Farmersville has always been a pro-active community and creation of a TIF is just one more example of the ability of community leaders to join together to get things done. City Council approved creation of the TIF by a unanimous vote. The Council is confident this will be yet another tool that it can use to draw development eastward along the US 380 corridor.

City of Farmersville, Texas  
**Proposed Tax Increment Reinvestment Zone**  
 December 2011





## FARMERSVILLE TIF FUTURE DEVELOPMENT ASSUMPTIONS

TRACT	ASSUMPTIONS		
<b>1a</b>	Used information provided by developer		
26 ac.	Retail	2012 - 2015	\$1,800,000
16 ac.	Bank	2013	400,000
vac.	Storage	2016	<u>500,000</u>
	TOTAL		\$2,700,000
<b>1b</b>	Highway Retail	2021 - 2040	\$9,000,000
251 ac.	Single-Family (20% dev.)	2026 - 2040	<u>23,800,000</u>
207 ac.	TOTAL		\$32,800,000
vac.			
<b>1c</b>	N/A		
24 ac.			
<b>2</b>	Used information provided by developer except extended development time frame from 5 to 11 years		
101 ac.	Assisted Living	2013, 2016, 2019	\$13,500,000
100 ac.	Medical Office	2013, 2016, 2019, 2022	10,000,000
vac.	Retail	2015, 2017	3,000,000
	Storage	2014, 2017, 2020	6,000,000
	Single-Family	2012 - 2022	41,720,000
	Multi-Family	2016, 2019, 2022	<u>27,000,000</u>
	TOTAL		\$101,220,000
<b>3a</b>	Highway Retail	2013 - 2035	\$7,200,000
91 ac.	Multi-Family	2018, 2021	12,720,000
60 ac.	TOTAL		\$19,920,000
vac.			
<b>3b</b>	Highway Retail	2021 - 2040	\$5,400,000
196 ac.	Single-Family (20% dev.)	2021 - 2040	<u>20,650,000</u>
168 ac.	TOTAL		\$26,050,000
vac.			
<b>4a</b>	Highway Retail	2016 - 2040	\$5,400,000
223 ac.	Multi-Family	2020, 2025	<u>21,300,000</u>
75 ac. vac.	TOTAL		\$26,700,000
75 ac.			
CCCC			
<b>4b</b>	Street Retail (50% dev.)	2026 - 2040	\$2,200,000
188 ac.	Single-Family (20% dev.)	2026 - 2040	<u>21,350,000</u>
174 ac.	TOTAL		\$23,550,000
vac.			

<u>TRACT</u>	<u>ASSUMPTIONS</u>		
<b>4c</b> 136 ac. 109 ac. vac.	Highway Retail Multi-Family (25% dev.) TOTAL	2026 - 2040 2030, 2035	\$5,400,000 <u>8,640,000</u> \$14,040,000
<b>5</b> 167 ac. 37 ac. vac.	4,000 SF of development every 5 years	2016, 2021, 2026, 2031, 2036	\$1,200,000
<b>6a</b> 87 ac. 56 ac. vac.	Redevelopment & New development 40 ac. @ 15% coverage	2014 - 2040	\$15,680,000
<b>6b</b> 62 ac. 38 ac. vac.	Mixed-Use 38 ac. @ 15% coverage	2014 - 2040	\$14,900,000
<b>6c</b> 3 ac. 2 ac. vac.	N/A		
<b>7</b> 52 ac. 19 ac. vac.	Redevelopment & New development 25 ac. @ 15% coverage	2014 - 2040	\$9,800,000
<b>8a</b> 188 ac. 125 ac. vac.	Light Industrial 125 ac. @ 5% coverage 30-year build out	2016 - 2040	\$13,625,000
<b>8b</b> 659 ac. 640 ac. vac.	Light Industrial 531 ac. @ 5% coverage 30-year build out	2026 - 2040	\$20,908,800
<b>8c</b> 443 ac. 427 ac. vac.	Light Industrial 427 ac. @ 5% coverage 30-year build out	2023 - 2040	\$16,740,000

<u>TRACT</u>	<u>ASSUMPTIONS</u>		
<b>8d</b> 139 ac. 129 ac. vac.	Light Industrial 129 ac. @ 5% coverage 30-year build out	2021 - 2040	\$5,619,200
<b>8e</b> 54 ac. 54 ac. vac.	Light Industrial 54 ac. @ 5% coverage 30-year build out	2026 - 2040	\$1,762,500
			<u>GRAND TOTAL</u>
			\$347,215,500

# CITY OF FARMERSVILLE TIF DEVELOPMENT ANALYSIS DETAIL

## TRACT

## DEVELOPMENT ANALYSIS

- 1a            Info from Kim Wiens at EMP  
Retail – 10.28 ac. (approx.) = 24,800 SF = \$1,800,000  
Bank – 1.043 ac. = 3,000 SF = \$400,000  
Storage – 3.8 ac. = 20,000 SF = \$500,000
- 1b            251 ac., 207 ac. vacant  
Highway Retail – 35 ac. (5,000 LF frontage @ 300' deep = 1,500,000 SF)  
10% lot coverage = 150,000 SF @ \$60/SF = \$9,000,000  
Single-Family – 207 - 35 = 172 ac., 20% developed = 34 ac.  
34 ac. @ 4 du/ac. = 136 un @ \$175K/un = \$23,800,000
- 1c            24 ac., 0 ac. vacant  
No development
- 2             Used information provided by developer except extended development time  
                 frame from 5 to 11 years.  
101 ac., 100 ac. vacant  
Assisted Living -- \$13,500,000  
Medical Office -- \$10,000,000  
Retail -- \$3,000,000  
Storage -- \$6,000,000  
Single-Family -- 298 un @ \$140K/un = \$41,720,000  
Multi-Family – 360 un @ \$75K/un = \$27,000,000
- 3a            91 ac., 60 ac. vacant  
Highway Retail – 27.5 ac. (4,000 LF frontage @ 300' deep = 1,200,000 SF)  
10% lot coverage = 120,000 SF @ \$60/SF = \$7,200,000  
Multi-Family – 60 ac. - 27.5 ac. = 32.5 ac.  
32.5 ac. @ 15% coverage = 212,355 SF (say 212,000 SF)  
212,000 SF @ 1,000 SF/un = 212 un @ \$60K/un = \$12,720,000
- 3b            196 ac., 168 ac. vacant  
Highway Retail – 20.7 ac. (3,000 LF frontage @ 300' deep = 900,000 SF)  
10% lot coverage = 90,000 SF @ \$60/SF = \$5,400,000  
Single-Family – 168 ac. - 20.7 ac. = 147.3 ac. @ 20% dev. = 29.5 ac.  
29.5 ac. @ 4 du/ac. = 118 du @ \$175K/un = \$20,650,000

- 4a 223 ac., 75 ac. reserved, 75 ac. vacant  
 Highway Retail – 20.7 ac. (3,000 LF frontage @ 300' deep = 900,000 SF)  
 10% lot coverage = 90,000 SF @ \$60/SF = \$5,400,000  
 Multi-Family – 75 ac. - 20.7 ac. = 54.3 ac.  
 54.3 ac. @ 15% coverage = 354,796 SF (say 355,000 SF)  
 355,000 SF @ 1,000 SF/un = 355 un @ \$60K/un = \$21,300,000
- 4b 188 ac., 174 ac. vacant  
 Street Retail – 20.7 ac. (3,000 LF frontage @ 300' deep = 900,000 SF)  
 10% lot coverage = 90,000 SF @ 50% dev. = 45,000 SF  
 45,000 SF @ \$50/SF = \$2,250,000  
 Single-Family – 174 ac. - 20.7 ac. = 153.3 ac. @ 20% dev. = 30.66 ac.  
 30.66 ac. @ 4 du/ac. = 122 un @ 175K/un = \$21,350,000
- 4c 136 ac., 109 ac. vacant  
 Highway Retail – 20.7 ac. (3,000 LF frontage @ 300' deep = 900,000 SF)  
 10% lot coverage = 90,000 SF @ \$60/SF = \$5,400,000  
 Multi-Family – 109 ac. - 20.7 ac. = 88.3 ac. @ 25% dev. = 22 ac.  
 22 ac. @ 15% coverage = 143,748 SF (say 144,000 SF)  
 144,000 SF @ 1,000 SF/un = 144 un @ \$60K/un = \$8,640,000
- 5 167 ac., 37 ac. vacant  
 Assume 4,000 SF of development every 5 years  
 4,000 SF/yr. 5 times = 20,000 SF @ 60K/SF = \$1,200,000
- 6a 87 ac., 56 ac. vacant  
 Assume redevelopment and new development on 40 ac.  
 40 ac. @ 15% coverage = 261,360 SF @ \$60/SF = \$15,680,000
- 6b 62 ac., 38 ac. vacant  
 Assume mixed-use development  
 38 ac. @ 15% coverage = 248,292 SF @ \$60/SF = \$14,900,000
- 6c 3ac., 2 ac. vacant  
 Assume no development
- 7 52 ac., 19 ac. vacant  
 Assume redevelopment and new development on 25 ac.  
 25 ac. @ 15% coverage = 163,350 SF @ \$60/SF = \$9,800,000

- 8a            188 ac., 125 ac. vacant  
              125 ac. @ 5% coverage = 272,250 SF @ \$60/SF = \$16,335,000  
              25 years of 30 year build out = \$13,625,000
- 8b            659 ac., 640 ac. vacant  
              640 ac. @ 5% coverage = 1,393,920 SF @ \$60/SF = \$83,635,000  
              15 years of 30 year build out - \$41,817,600  
              Assume 50% developed = \$20,908,800
- 8c            443 ac., 427 ac. vacant  
              427 ac. @ 5% coverage = 930,000 SF @ \$60/SF = \$55,800,000  
              18 years of 30 year build out = \$33,480,000  
              Assume 50% developed = \$16,740,000
- 8d            139 ac., 129 ac. vacant  
              129 ac. @ 5% coverage = 280,960 SF @ \$60/SF = \$16,857,600  
              20 years of 30 year build out = \$11,238,400  
              Assume 50% development = \$5,619,200
- 8e            54 ac., 54 ac. vacant  
              54 ac. @ 5% coverage = 117,612 SF @ \$60/SF = \$7,050,000  
              15 years of 30 year build out = \$3,525,000  
              Assume 50% developed = \$1,762,500

**FARMERSVILLE TIF  
FUTURE DEVELOPMENT - \$K**

YEAR	TRACT																		TOTAL		
	1a	1b	1c	2a	3a	3b	4a	4b	4c	5	6a	6b	6c	7	8a	8b	8c	8d		8e	
2011	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	0	
2012	750	----	----	1,120	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	1,870	
2013	400	----	----	9,800	313	----	----	----	----	----	----	----	----	----	----	----	----	----	----	10,513	
2014	450	----	----	6,200	313	----	----	----	----	----	580	555	----	360	----	----	----	----	----	8,458	
2015	600	----	----	5,700	313	----	----	----	----	----	580	555	----	360	----	----	----	----	----	8,108	
2016	500	----	----	20,200	313	----	216	----	----	240	580	555	----	360	545	----	----	----	----	23,509	
2017	----	----	----	7,700	313	----	216	----	----	----	580	555	----	360	545	----	----	----	----	10,269	
2018	----	----	----	4,200	6,673	----	216	----	----	----	580	555	----	360	545	----	----	----	----	13,129	
2019	----	----	----	20,200	313	----	216	----	----	----	580	555	----	360	545	----	----	----	----	22,769	
2020	----	----	----	6,200	313	----	10,866	----	----	----	580	555	----	360	545	----	----	----	----	19,419	
2021	----	450	----	4,200	6,673	1,303	216	----	----	240	580	555	----	360	545	----	----	280	----	15,402	
2022	----	450	----	15,700	313	1,303	216	----	----	----	580	555	----	360	545	----	----	280	----	20,302	
2023	----	450	----	----	313	1,303	216	----	----	----	580	555	----	360	545	----	930	280	----	5,532	
2024	----	450	----	----	313	1,303	216	----	----	----	580	555	----	360	545	----	930	280	----	5,532	
2025	----	450	----	----	313	1,303	10,866	----	----	----	580	555	----	360	545	----	930	280	----	16,182	
2026	----	2,030	----	----	313	1,303	216	1,570	360	240	580	555	----	360	545	1,394	930	280	117	10,793	
2027	----	2,030	----	----	313	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,553	
2028	----	2,030	----	----	313	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,553	
2029	----	2,030	----	----	313	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,553	
2030	----	2,030	----	----	313	1,303	216	1,570	4,680	----	580	555	----	360	545	1,394	930	280	117	14,873	
2031	----	2,030	----	----	313	1,303	216	1,570	360	240	580	555	----	360	545	1,394	930	280	117	10,793	
2032	----	2,030	----	----	313	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,553	
2033	----	2,030	----	----	313	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,553	
2034	----	2,030	----	----	313	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,553	
2035	----	2,030	----	----	314	1,303	216	1,570	4,680	----	580	555	----	360	545	1,394	930	280	117	14,874	
2036	----	2,030	----	----	----	1,303	216	1,570	360	240	580	555	----	360	545	1,394	930	280	117	10,480	
2037	----	2,030	----	----	----	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,240	
2038	----	2,030	----	----	----	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,240	
2039	----	2,030	----	----	----	1,303	216	1,570	360	----	580	555	----	360	545	1,394	930	280	117	10,240	
2040	----	2,130	----	----	----	1,293	216	1,570	360	----	600	470	----	440	545	1,393	930	299	124	10,370	
2041	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	
<b>TOTAL</b>	2,700	32,800	----	101,220	19,920	26,050	26,700	23,550	14,040	1,200	15,680	14,900	----	9,800	13,625	20,909	16,740	5,619	1,762	347,215	

# FARMERSVILLE TIF

## TIF FUND

<u>YEAR</u>	<u>NEW DEVELOPMENT, \$K</u>	<u>CUMULATIVE NEW DEVELOPMENT, \$K</u>	<u>TIF FUND, \$K*</u>
2011	-----	-----	-----
2012	1,870	1,870	-----
2013	10,513	12,383	14
2014	8,458	20,841	93
2015	8,108	28,949	156
2016	23,509	52,458	217
2017	10,269	62,727	393
2018	13,129	75,856	470
2019	22,769	98,625	569
2020	19,419	118,044	740
2021	15,402	133,446	885
2022	20,302	153,748	1,001
2023	5,532	159,280	1,153
2024	5,532	164,812	1,195
2025	16,182	180,994	1,236
2026	10,793	191,787	1,357
2027	10,553	202,340	1,438
2028	10,553	212,893	1,518
2029	10,553	223,446	1,597
2030	14,873	238,319	1,676
2031	10,793	249,112	1,787
2032	10,553	259,665	1,868
2033	10,553	270,218	1,947
2034	10,553	280,771	2,027
2035	14,874	295,645	2,106
2036	10,480	306,125	2,217
2037	10,240	316,365	2,296
2038	10,240	326,605	2,373
2039	10,240	336,845	2,450
2040	10,370	347,215	2,526
2041	-----	-----	<u>2,604</u>
TOTAL	347,215	347,215	39,909**

\*Based on 2011 tax rates of:

City - \$0.63/\$100 valuation

Co. (50%) - 0.12/\$100 valuation

TOTAL \$0.75/\$100 valuation

\*\*City contribution: \$33,524,000 (84%)

County Contribution: \$6,385,000 (16%)

**CITY OF FARMERSVILLE**  
**RETAIL DEVELOPMENT, SF**  
**TIF AREA**

YEAR	DEVELOPMENT TRACTS								TOTAL
	<u>1a</u>	<u>1b</u>	<u>2</u>	<u>3a</u>	<u>3b</u>	<u>4a</u>	<u>4b</u>	<u>4c</u>	
2011	----	----	----	----	----	----	----	----	----
2012	8,800	----	----	----	----	----	----	----	8,800
2013	----	----	----	5,217	----	----	----	----	5,217
2014	6,000	----	----	5,217	----	----	----	----	11,217
2015	10,000	----	15,000	5,217	----	----	----	----	30,217
2016	----	----	----	5,217	----	3,600	----	----	8,817
2017	----	----	15,000	5,217	----	3,600	----	----	23,817
2018	----	----	----	5,217	----	3,600	----	----	8,817
2019	----	----	----	5,217	----	3,600	----	----	8,817
2020	----	----	----	5,217	----	3,600	----	----	8,817
2021	----	7,500	----	5,217	4,500	3,600	----	----	20,817
2022	----	7,500	----	5,217	4,500	3,600	----	----	20,817
2023	----	7,500	----	5,217	4,500	3,600	----	----	20,817
2024	----	7,500	----	5,217	4,500	3,600	----	----	20,817
2025	----	7,500	----	5,217	4,500	3,600	----	----	20,817
2026	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2027	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2028	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2029	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2030	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2031	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2032	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2033	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2034	----	7,500	----	5,217	4,500	3,600	6,000	6,000	32,817
2035	----	7,500	----	5,226	4,500	3,600	6,000	6,000	32,826
2036	----	7,500	----	----	4,500	3,600	6,000	6,000	27,600
2037	----	7,500	----	----	4,500	3,600	6,000	6,000	27,600
2038	----	7,500	----	----	4,500	3,600	6,000	6,000	27,600
2039	----	7,500	----	----	4,500	3,600	6,000	6,000	27,600
<u>2040</u>	<u>----</u>	<u>7,500</u>	<u>----</u>	<u>----</u>	<u>4,500</u>	<u>3,600</u>	<u>6,000</u>	<u>6,000</u>	<u>27,600</u>
TOTAL	24,800	150,000	30,000	120,000	90,000	90,000	90,000	90,000	684,800

**CITY OF FARMERSVILLE**  
**RETAIL DEVELOPMENT/SALES TAX**  
**TIF AREA**

YEAR	SALES TAX INCOME, \$K					
	RETAIL DEV'L, SF	CUM RETAIL DEV'L, SF	SALES \$M @ \$150/SF	CITY (1%)	4 A (1/2%)	4B (1/2%)
2011	-----	-----	-----	-----	-----	-----
2012	8,800	8,800	1.320	13.2	6.6	6.6
2013	5,217	14,017	2.103	21.0	10.5	10.5
2014	11,217	25,234	3.785	37.9	19.0	18.9
2015	30,217	55,451	8.318	83.2	41.6	41.6
2016	8,817	64,268	9.640	96.4	48.2	48.2
2017	23,817	88,085	13.213	132.1	66.1	66.0
2018	8,817	96,902	14.535	145.4	72.7	72.7
2019	8,817	105,719	15.858	158.6	79.3	79.3
2020	8,817	114,536	17.180	171.8	85.9	85.9
2021	20,817	135,353	20.303	203.0	101.5	101.5
2022	20,817	156,170	23.426	234.3	117.2	117.1
2023	20,817	176,987	26.548	265.5	132.8	132.7
2024	20,817	197,804	29.671	296.7	148.4	148.3
2025	20,817	218,621	32.793	327.9	164.0	163.9
2026	32,817	251,438	37.716	377.2	188.6	188.6
2027	32,817	284,255	42.638	426.4	213.2	213.2
2028	32,817	317,072	47.561	475.6	237.8	237.8
2029	32,817	349,889	52.483	524.8	262.4	262.4
2030	32,817	382,706	57.406	574.1	287.1	287.0
2031	32,817	415,523	62.328	623.3	311.7	311.6
2032	32,817	448,340	67.251	672.5	336.3	336.2
2033	32,817	481,157	72.174	721.7	360.9	360.8
2034	32,817	513,974	77.096	771.0	385.5	385.5
2035	32,826	546,800	82.020	820.2	410.1	410.1
2036	27,600	574,400	86.160	861.6	430.8	430.8
2037	27,600	602,000	90.300	903.0	451.5	451.5
2038	27,600	629,600	94.440	944.4	472.2	472.2
2039	27,600	657,200	98.580	985.8	492.9	492.9
2040	<u>27,600</u>	<u>684,800</u>	<u>102.720</u>	<u>1,027.2</u>	<u>513.6</u>	<u>513.6</u>
TOTAL	684,800	684,800	1,289.566	12,895.8	6,448.4	6,447.4

## FARMERSVILLE TIF TIF CONTRIBUTION ANALYSIS

- Projected TIF Fund Income

City portion	\$33,524,000	
County portion	6,385,000	
TOTAL	\$39,909,000	

- Projected Sales Tax Income

From 1% City	\$12,895,800
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- City TIF Fund Contribution less Sales Tax

City TIF Fund Contribution	\$33,524,000	
Less: Sales Tax Income	12,895,800	
BALANCE	\$20,628,200	

- Adjusted City TIF Contribution

City Contribution	\$20,628,200	(76.4%)
County Contribution	6,385,000	(23.6%)
TOTAL	\$27,013,200	

**FARMERSVILLE TIF**  
**FIVE (5) YEAR VALUE HISTORY**

<u>YEAR</u>	<u>APPRAISED VALUE, \$</u>	<u>APPRAISED VALUE EXCLUDING EXEMPT, \$</u>
2006	46,684,235	44,693,992
2007	48,006,635	44,602,856
2008	63,105,458	57,636,882
2009	67,111,389	59,895,080
2010	65,511,027	58,224,264
2011	62,124,030	54,203,918 (Base Tax Value)

NOTE: Value information provided by Justin Cozart, GIS Administrator, Collin Central Appraisal District

Information from the Appraisal District concerning huge increase in value from 2007 to 2008 has been requested.

**FARMERSVILLE TIF**  
**ESTIMATE OF VALUE WITHOUT TIF**

CITY GROWTH RATE

<u>YEAR</u>	<u>NET TAXABLE VALUE, \$</u>	<u>LESS: PERSONAL PROPERTY VALUE, \$</u>	<u>ADJUSTED NET TAXABLE VALUE, \$</u>
2005	119,355,554	14,114,814	105,240,740
2010	148,095,951	17,814,395	130,281,556

Average annual growth rate 2005 – 2010 = 4.35% / year

TIF 2011 Base Tax Value = \$54,203,918

Applying average City growth rate of 4.35% / year during the 30-year life of the TIF yields a projected 2040 value of \$186,342,460 without the TIF

SUMMARY

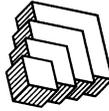
2040 Value with TIF =	\$401,418,918
2040 Value without TIF =	<u>186,342,460</u>
Increased Value with TIF =	\$215,076,458



**FARMERSVILLE TIF  
PUBLIC IMPROVEMENTS**

<u>ITEM</u>	<u>COST, \$K</u>
Roadways & Storm Sewer	21,000
Sanitary Sewer (incl. Lift Stations)	2,500
Water	2,250
Community Center	5,000
Park Upgrades	500
Administration	<u>250</u>
TOTAL	31,500





SCHRADER & CLINE, LLC

*George R. Schrader*

*Larry D. Cline*

## COMPANY PROFILE

**Schrader & Cline, LLC, since 1993, has provided advice and counsel—and upon specific assignment, representation—to public agencies and to private business clients in areas involving public/private transactions.**

- The Firm provides assistance to public agencies in policy development, implementation planning and strategy formulation, in implementation action, and in project management. It is particularly involved with cities and business clients in economic development actions and in strategies of policies, programs and incentives for development—including creation of **Tax Increment Financing Reinvestment Zones (TIF)** and **Public Improvement Districts**. The Firm has also assisted in development and management of public consultation/involvement programs in facility planning projects.
- Private clients have been assisted in negotiation of economic transactions with cities, with preparation, presentation and negotiation of design and allocation of cost of improvements for property development—streets, water, sanitary sewer, etc.—with public authorities, assisted in applying for and acquiring telecommunication franchises, licenses and permits, and in performing and complying with them, and in the development of community relationship programs.



### **George R. Schrader**

Brings to Schrader & Cline, LLC, his background and 27-year management experience in four Texas cities—Dallas, Mesquite, Ennis, and San Angelo—and 27-years in the private sector as **a consultant providing advice and counsel to public and private clients in transactions between the two.**

#### **City experience includes:**

- Two years as Executive Secretary to the City Planning Commission and Planning Administrator, City of San Angelo;
- One year as Assistant to the City Manager of the City of San Angelo;
- Two years as the first City Manager of the City of Ennis, establishing the administrative organization and formalization of policies for the City's operation;
- Seven years as City Manager of the City of Mesquite—the second fastest growing city at the time.
- Six years as Assistant City Manager of the City of Dallas; and
- Nine years as City Manager of the City of Dallas.

### **Larry D. Cline**

Brings to Schrader & Cline, LLC preparation by education as a civil engineer and 24-years of experience with large private firms—acquiring, planning, developing and operating business facilities in cities locally—and worldwide.

#### **Representative experience includes:**

- Eleven years with Texas Instruments Incorporated in several progressively responsible Corporate Facilities positions;
- Four years as Facilities Manager with Mead Office Systems (a division of Mead Corporation) developing a corporate headquarters site;
- Nine years as Executive Vice President of Cityplace Development (wholly owned subsidiary of The 7-Eleven Corporation) managing a 160-acre urban redevelopment project; and
- More than fifteen years as a consultant, **providing advice and counsel to public and private clients in transactions between the two.**



## TAX INCREMENT FINANCING REINVESTMENT ZONES



SCHRADER & CLINE, LLC

- **City of Alvarado**
  - IH-35 Corridor
  - Development / Commercial
- **City of Alvarado**
  - Industrial Park Area
  - Development / Industrial
- **City of Belton**
  - Citywide Area
  - Development / Redevelopment
- **City of Benbrook**
  - IH-20/US 377 Corridor
  - Development / Commercial / Residential
- **City of Bridgeport**
  - Citywide Area
  - Development / Redevelopment
- **City of Bridgeport**
  - Industrial Park Area
  - Development
- **City of Carrollton**
  - Downtown Light Rail Station Area
  - Redevelopment / Commercial / Residential
- **City of Cleburne**
  - Industrial Park Area
  - Development / Industrial
  - Assist in preparation of Annual Reports
- **City of Cleburne**  
*(In Progress)*
  - Northwest Area
  - Development
- **City of Cleburne**
  - Downtown Area
  - Development / Redevelopment
  - Assist in preparation of Annual Reports
- **City of Colleyville**
  - State Highway 26 Area
  - Development / Redevelopment / Town Center
- **City of Corsicana**
  - IH-45 Corridor Area
  - Development
  - Assist in Preparation of Annual Reports
- **City of Dallas**
  - City Center TIF
  - Parking Strategy
- **City of Dallas**
  - City Center TIF
  - Evaluation of Extension / Expansion
- **City of Dallas**
  - Cityplace Area
  - Redevelopment / Mixed Use
- **City of Dallas**
  - Grand Park South
  - South Dallas / Fair Park Area
  - Redevelopment
- **City of Denton**
  - Downtown Area
  - Redevelopment
- **City of Farmersville**  
*(In Progress)*
  - SH 380 Area
  - Development / Redevelopment
- **City of Gainesville**
  - Redevelopment
  - IH-35 Area
  - Evaluation Only
- **City of Grand Prairie**
  - IH-30 Area
  - Development / Entertainment
- **City of Grand Prairie**
  - IH-20 Area
  - Development / Retail
- **City of Grand Prairie**
  - Peninsula Area (Joe Pool Lake)
  - Development / Convention / Hotel / Residential
- **City of Grapevine**
  - Grapevine Mills
  - Development / Shopping Center
- **City of Grapevine**
  - Gaylord Texan
  - Development / Hotel / Entertainment
- **City of Harlingen**
  - FM 509 Area
  - Commercial Development
- **City of Harlingen**
  - US 77 / 83 area
  - Commercial Development
- **City of Harlingen**
  - Loop 499 area
  - Commercial Development

- **City of Harlingen**  
(*In Progress*)
  - US 77 / 83 area
  - Expansion
- **City of Huntsville**
  - IH-45 Corridor
  - Development / Commercial
  - Project Plan Revision
- **City of Joshua**
  - SH 174 Area
  - Development / Commercial / Residential
  - Assist in Preparation of Annual Reports
- **City of Keene**
  - Industrial Park Area
  - Development / Industrial
  - Evaluation Only
- **City of Keller**
  - FM 1709 Area
  - Development / Town Center
  - Assist in preparation of Annual Reports
- **City of Krugerville**
  - SH 377 area
  - Development / Redevelopment
- **City of Levelland**
  - Citywide area
  - Development / Residential
- **City of Levelland**
  - Industrial Park Area
  - Development / Industrial
- **City of Lubbock**
  - Central Business District
  - Development / Redevelopment
- **City of Lubbock**
  - LEDA Business Park
  - Development / Commercial
- **City of Lubbock**
  - North Overton Area
  - Redevelopment
  - Petition Generated TIF
- **City of Mansfield**
  - The Reserve area
  - Development / Mixed Use
- **City of Mesquite**
  - Ridge Ranch
  - Residential
- **Moore County**
  - Multiple Cities
  - Initial Analysis Only
- **City of Plano**
  - Civic Center Area
  - Feasibility Analysis
- **City of Princeton**
  - West Princeton Heights
  - Evaluation Only / Residential
- **City of Temple**
  - Existing TIF Expansion
  - City-Wide Area Development / Redevelopment
- **City of Terrell**
  - I 20 / Spur 557 Area
  - Development
- **City of Waxahachie**
  - Downtown & Highway Corridors
  - Development / Redevelopment
- **Gables Residential**
  - Evaluation Only
  - Use of funds in State-Thomas TIF
- **Hanover Properties**  
(*With Consent of City*)
  - Grand Prairie / Peninsula Area
  - Advice / Counsel / Negotiations with City in use of TIF Incentives
- **Prescott Realty Group**
  - Evaluation of Existing Alameda, CA TIF
  - Property Purchase
- **Sowell & Co.**  
(*With Consent of City*)
  - Grand Prairie / IH-30 Area
  - Advice / Counsel / Negotiations with City in use of TIF Incentives
- **Town of Flower Mound**
  - FM 2499 Corridor
  - Development / Commercial / Residential