



Basics of Tax Increment Financing

Today's Agenda



Background



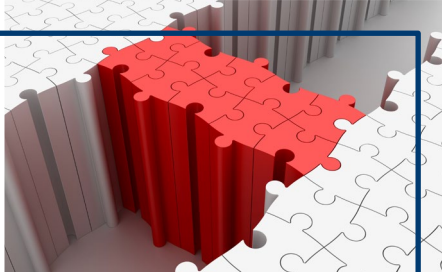
Implementation



Financing Options



Best Practices



Challenges & Solutions



Success Stories



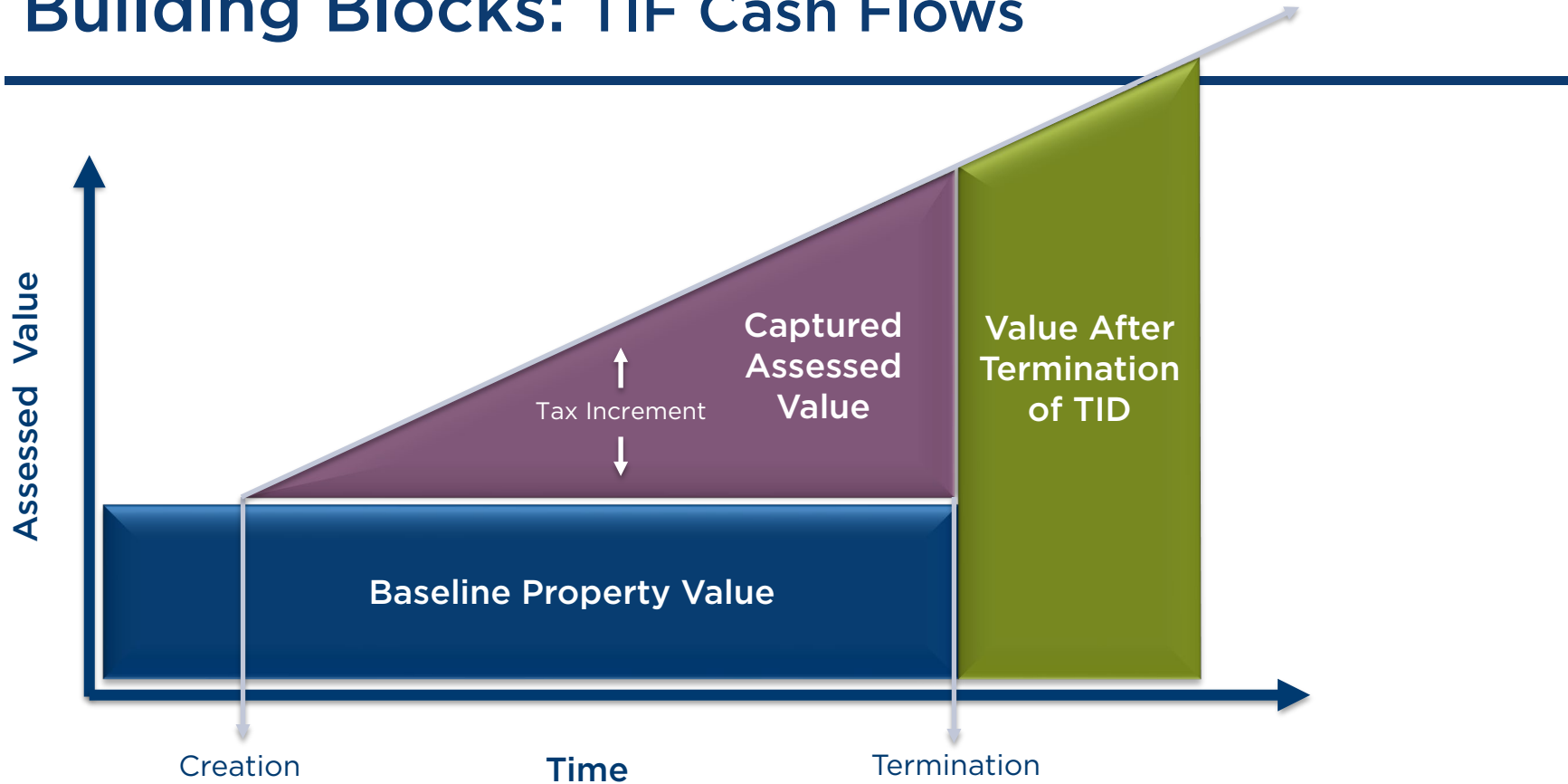
Tax Increment Financing Basics

BACKGROUND

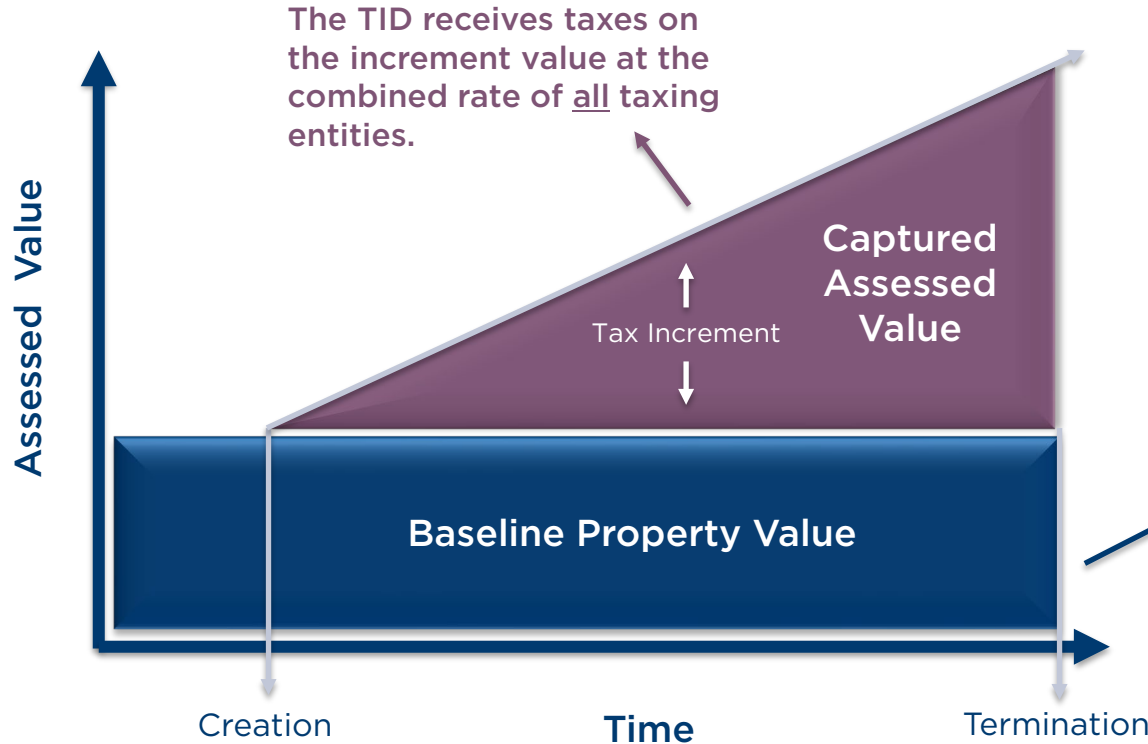
What is Tax Increment Financing?

- Key acronyms:
 - ✓ TIF = Tax Increment Financing (*the tool*)
 - ✓ TID = Tax Increment District (*where the tool is used - boundary*)
- Powerful economic development tool
- Allows municipalities to capture incremental **property tax revenue** from **growth** in defined area & use it to **benefit** that area

Building Blocks: TIF Cash Flows



Building Blocks: TID Tax Levies



Jurisdiction	Mill Rate
Local	\$6.50
County	\$4.00
School	\$7.50
VTAE	\$2.00
TOTAL	\$20.00

All taxing jurisdictions within TID boundary continue to receive their share of the tax levy on the base value of the TID.

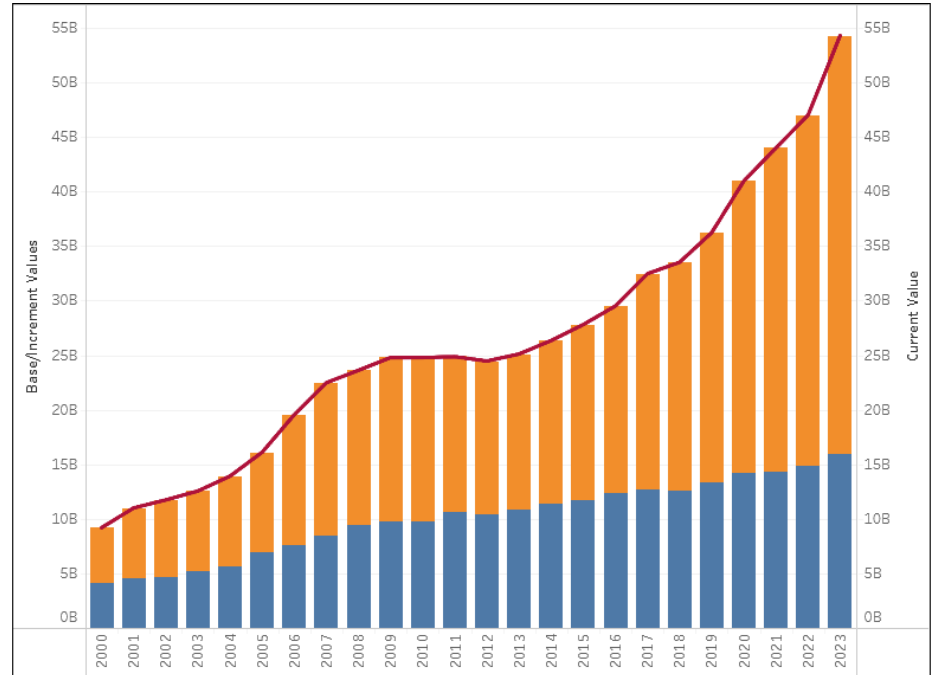
Why use TIF?

THE INTENT

- | | |
|--|--|
| ✓ Require cost participation amongst all taxing jurisdictions that ultimately benefit from increased property values | ✓ Promote economic development and redevelopment |
| ✓ Address lack of other incentives and financial resources | ✓ Promote cooperation between public and private sectors |

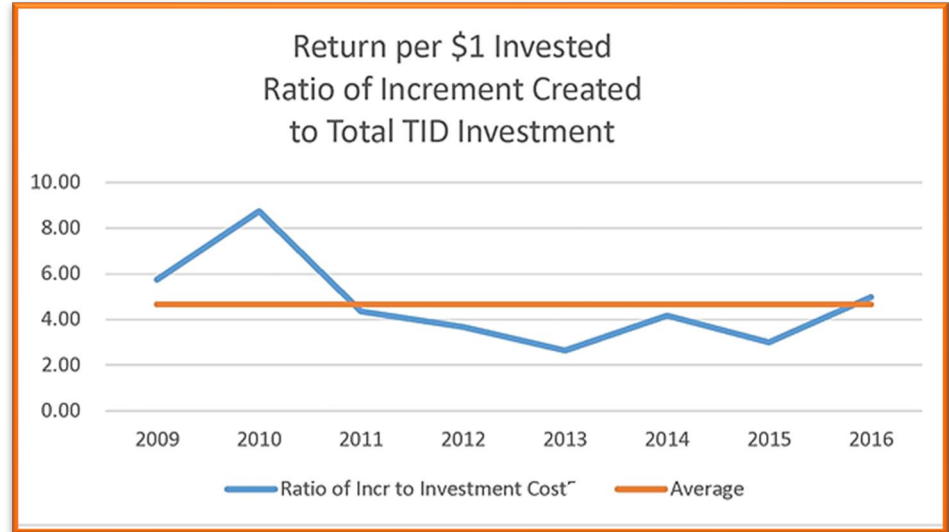
TIF in Wisconsin

- Original program created by State Legislature in 1975
- \$38.3 billion in incremental property value as of 1/1/23 (about 4.5% of all property value in state)
- 1,366 TIDs as of 11/7/23



Return on Investment

- In 2017, Ehlers reviewed all TIDs closed between 2009 – 2016
- For every \$1 of public investment, average \$4.66 in new property value created
- Does not consider value of jobs created, payroll taxes, sales tax, etc.





Tax Increment Financing Basics

IMPLEMENTATION & RULES

TID Creation Requirements

Increment value of existing TID(s)

+ proposed base value of new district(s)

Must be < 12% of total Equalized Value

- Contiguous area & cannot extend beyond corporate limits
- Other requirements & maximum life limits apply per TID type

District Types

Type	Max Life	At Least 50% of Proposed District Area Must Be:	Newly Platted Residential
Mixed Use	20 Years	Suitable for combination of industrial, commercial & residential uses	Max 35% (plus density requirement)
Industrial		Zoned & suitable for industrial development	Not Allowed
Blighted Area	27 Years	Blighted	Not Allowed
Conservation or Rehabilitation		In need of conservation or rehabilitation	Not Allowed
Environmental Remediation		Containing significant environmental pollution	Not Allowed

Project Plan Requirements



Project Costs

- Can be phased & laid out to plan for adequate revenue stream
- Costs description
- Development, Redevelopment description



Financing Plan

- Cash flow forecast
- Financing tools
- Estimated life of proposed district

The “But For” Test

- Standard applied by Joint Review Board
 - ✓ key underpinning of TIF program
- “But for” the use of TIF assistance, the proposed development could not occur:
 - ✓ as proposed
 - ✓ within same time frame
 - ✓ with same level of value



The “But For” Test...cont.

How do you prove it?

- Independent third-party review of developer’s sources, uses & cashflows (with/without TIF assistance)
- Challenged site
- Extensive public infrastructure costs
- Lack of economic development in community



Ultimately the Joint Review Boards’ judgment call

TID Creation Procedure

- Feasibility study (Project Plan)
- Initial Joint Review Board (JRB) meeting
- Public hearing of Plan Commission
- Governing body approval (official “Creation Date”)
- Final JRB approval
- State approval (procedural & legal review)



TIF District Creation Team

- Municipal Attorney letter of review needed for TID creation
- Joint Review Board
 - ✓ Municipal member
 - ✓ Public member
 - ✓ School District member
 - ✓ Technical College member
 - ✓ County member
- Municipal Advisor helps plan, coordinate required components



Eligible Project Costs

Public works & improvements

Financing

Real property assembly (land write-down)

Professional services

Administrative & organizational

Contributions to Community Dev. or Redev. Authority

Relocation

Pro-rated share of utility infrastructure (municipality-wide)

Cash grants (requires developer agreement)

Environmental remediation

Projects within ½ mile of district

...All costs must directly relate to purpose of TID, including ½ mile.

Prohibited Project Costs

- Constructing or expanding municipal buildings
- Facilities financed with utility user fees
- General gov't exp. unrelated to TID
- Costs associated with newly platted residential development
 - ✓ except in mixed-use districts with “qualifying” residential, no more than 35% of district by acreage)



Amendments

Boundary

- May add, subtract property
- Must remain contiguous, can encircle non-district parcel
- Must follow 12% test to add property
- 4 amendment maximum during life of district

Plan

- Used to amend list of proposed projects
- Revenue sharing
- No limit to number allowed (except maximum expenditure period)

...same procedure as TID Creation

Expenditure Period

- Maximum time period TID can incur expenses or obligate revenues related to project plan
- Ends 5 years prior to end of maximum life for all district types (extensions do not change expenditure period)
- After expenditure period ends, TID may continue to pay:
 - ✓ Debt service on existing obligations
 - ✓ Contractually-obligated expenses
 - ✓ Ongoing administrative expenses
 - ✓ If designated donor TID, district may continue to donate increment

Maximum Life

A TID may remain open until the earliest of the following:

- Maximum life is reached
- Tax increments (revenues) collected sufficient to pay project obligations (expenses)
- The municipality passes a resolution to close the district

At closure:

- Remaining funds (surplus) distributed proportionately to taxing jurisdictions (shared benefit) - OR -
- Unreimbursed project costs become general liability of the municipality (risk not shared)

Closure Process

Within 60 days of termination resolution, municipality must complete Form PE-223 and send, with copy of resolution to:

- Department of Revenue
- County property lister
- Municipal Assessor
- Overlying taxing jurisdictions



On or before PE-223 submission date, municipality must e-file the following:

- Form PE-110 (TID Final Accounting Report)
- TID final accounting spreadsheet or final audit report/financial statements

Let's Talk!





Tax Increment Financing Basics

FINANCING

Funding Eligible Projects: Options

Community “Fronts” Costs

- Issue general obligation or revenue debt
- Advances from other funds

Pay-As-You-Go

- Use TIF revenue stream and accumulated balances to pay expenses
- Developer agrees to up-front costs, repaid from TIF revenues

Municipality Funded

- Municipality issues debt or advances funding from other funds to finance development incentives or pay for other tax increment eligible costs (infrastructure, land acquisition, etc.)
- Municipality uses revenue generated by development in tax increment district to repay debt/advance
- Municipality bears entire risk of insufficient revenues
- Development Agreement provisions can be used to mitigate risk

Pay-As-You-Go

- Developer funds project costs up front
- Municipality agrees to return tax increment revenue paid from new development
 - ✓ Subject to annual appropriation
 - ✓ Payment dependent on revenue being available, no revenue – no payment
- Shifts risks of insufficient revenue to repay debt from Municipality to Developer while allowing use of TIF to incentivize project
- Developer may choose to monetize TIF, request private financing secured by PAYGO agreement

Pay-As-You-Go Model



Developer Agreements

Irrevocable letter
of credit

Performance
bonds

Mortgage lien
(on project or
other property)

Assignment of
securities or
other collateral

Restrictions on
assignment of
developer
agreement

Withholding of
permits or other
approvals

Personal
guarantee



Tax Increment Financing Basics

BEST PRACTICES

Planning & Monitoring

Effective ways to mitigate risk

- Sensitivity analysis
- Worst case scenario, back-up plan

Use together, proactively to:

- Better match expenses, debt service to revenues
- Ensure TID doesn't undertake projects it's unlikely to recover

Can't fully eliminate risks

- Economic cycles, change in law, private party performance

Important Considerations

- Under what circumstances TID will be used?
- Process to request assistance
- Term (maximum or flexibility)
- Proforma analysis
- Pay-as-you-go vs. traditional
- Community goals





Tax Increment Financing Basics

CHALLENGES

Tools: Underperforming TID

Fund balance
utilization

Tax levy & user fee
(utility) support

Debt restructuring

Maximum life
extensions

Increment sharing
("donation")

Territory
amendment

Enforcing security
provisions in
developer
agreements

Fund Balance Utilization

- Sufficient dollars available in another fund to transfer or advance?
- Understand probability of advance being repaid & impact on the advancing fund (including another TID)
 - ✓ For municipalities with credit rating or considering getting one: Be careful about making large General Fund advances!
 - ✓ Receivable only as good as quality of anticipated repayment
 - ✓ Generally, avoid advancing funds from another TID
- Consider having another fund “repay” TID for originally TID-funded project the district can no longer afford

Other Revenue Support for TID Debt

G.O. Debt:

- Community obligated to levy sufficient funds to make entire payment each year, regardless of anticipated revenue source

Utility Revenue Bonds:

- Must increase user rates or apply other available funds to make payment and/or demonstrate coverage requirement

CDA/RDA Lease Revenue Bonds:

- Must apply or consider applying other available funds to make payment

Debt Restructuring

Reallocation of TID debt to other funds

- Example: water utility may need to assume repayment for TID debt incurred to finance TID-eligible water system improvements

Refinancing

- Goal is restructure debt in a way that best matches anticipated TID revenue stream
- If current obligation is revenue-backed, may require conversion to G.O. if coverage (revenues vs. debt service) is not adequate

Maximum Life Extensions



4

Four-year extension

- For blighted area and in need of rehabilitation or conservation
- TIDs created on or after October 1, 1995 but before October 1, 2004



3

Three-year extension

- For all TIDs created on or after October 1, 2004
- For any TID eligible to collect increment as part of 2014 levy (Wisconsin Act 258 – Tech College Adverse Impact)

Maximum Life Extensions...cont.

- Require project plan amendment, but JRB must approve if:
 - ✓ An independent audit demonstrates requirement for additional years to recover project costs
- Not mutually exclusive
 - ✓ Tech College extension can be combined with 3- or 4-year extension for total extensions of 6 or 7 years



Increment Sharing: Donor Status (WI Stats. 66.1106 (6)(f))

- A TID generating excess increment (surplus) may allocate it to any of the following TIDs:
 - ✓ Blighted area
 - ✓ Rehabilitation/conservation
 - ✓ Distressed or severely distressed
- Requires a project plan amendment & JRB approval for donor TID
- Life of “sharing” relationship can last until earliest end of either TID *(see specifics relating to sharing with Distressed TID)*

Enforce Security Provisions: Dev. Agreements

- Whenever possible, development agreements should contain provisions to protect community if TID increments are not generated
 - ✓ Letters of credit
 - ✓ Value guarantees/shortfall payments
 - ✓ Special assessments
- Ability to collect may be a factor



Tax Increment Financing Basics

SUCCESS STORIES & FINAL THOUGHTS

Success Stories!

- Hudson, WI TID #5
 - ✓ 2017 value = \$6.3 million
 - ✓ 2023 value = \$88 million



Success Stories!



- Altoona, WI TID #3
 - ✓ 2001 value = \$4.8 million
 - ✓ 2023 value = \$387 million

#RIVERPRAIRIE



Success Stories!

- Village of Lake Delton, WI TID #3
 - ✓ 2005 value = \$44 million
 - ✓ 2023 value = \$482 million

Final thoughts...

- TIF is *STILL* the most important tool available to help local governments stimulate growth
- TIF requires active management
- Plan ahead to position yourself for opportunities
- TIF has been around for 45 years, you WILL see continual program adjustments!



Download the Presentation!



Let's Talk!



Your Presenters



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