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**To:** Town of Basalt, Colorado – Downtown Area Advisory Committee  
**From:** Bruce Kimmel, Senior Financial Advisor  
**Date:** October 30, 2014  
**Subject:** **Redevelopment Finance**

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- **Ehlers is an Independent Public Finance Advisory Firm**
  - Not affiliated with any financial institution, developer, or other private party.
  - Advises only municipalities, school districts, and other public entities.
  - Fiduciary duty to act in our clients' best interest at all times.
  - Regulated by federal agencies and professional organization.
  
- **Bruce Kimmel, Senior Financial Advisor**
  - 16 years of municipal government and public finance experience.
  - Advisory clients in Colorado, Minnesota, Kansas, and North Dakota.
  - Expertise in economic development analysis and negotiations, capital improvement planning, debt structuring and issuance.
  - Colleagues with compatible experience and knowledge – Paul Wisor!
  
- **Ehlers' Role in Basalt**
  - ***Assist the Town in achieving its present and future objectives.***
  - Explore, identify, and execute optimal infrastructure financing plans.
  - Evaluate private developer capacity to undertake proposed projects.
  - Negotiate Town participation in private development projects.
  - In all areas, seek ways for Town to maximize benefit and minimize risk.
  
- **Primary Redevelopment Financing Tools**
  - Tax Increment Financing – Property and Sales Taxes
    - Pay-As-You-Go Reimbursement, Revenue Bonds, G.O. Bonds
  
  - Lodging Taxes and Other Town Revenues (a.k.a. Local Effort TIF)
    - Town or Developer Use Per Development Agreement
  
  - Sales Tax and Utility Revenue Bonds
    - Public Infrastructure
  
  - Voter-Approved G.O. Bonds
    - Any Corporate Purpose (Basalt 2013 and 2014 Bonds)

- **Four Essential Questions**
  - Does the Town wish to promote / assist the proposed redevelopment?
  - Does the Developer have the capacity to complete the project and will they be a strong, committed redevelopment partner?
  - What is the redevelopment “gap” amount? (proforma / “but for” analysis)
  - What combination of financing tools fills the gap and allows the project to move forward as proposed, with optimal mix of Town risk and reward?
- **Redevelopment Agreements**
- **Implementation and Monitoring**
- **Open Discussion**
- **Always Available for Questions!**
  - Bruce Kimmel: (651) 697-8572 / [bkimmel@ehlers-inc.com](mailto:bkimmel@ehlers-inc.com)
  - Paul Wisor: (303) 886-1301 / [pwisor@ehlers-inc.com](mailto:pwisor@ehlers-inc.com)