



BOOK 38
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**AMHERST COUNTY
BOARD OF SUPERVISORS**

Board of Supervisors

Tom Martin, Chair
District 1
L.J. Ayers III, Vice-Chair
District 3
Claudia Tucker, Supervisor
District 2
Drew Wade, Supervisor
District 5
David W. Pugh, Jr., Supervisor
District 4

MINUTES

January 17, 2023
Administration Building - 153 Washington
Street - Public Meeting Room
Amherst, Virginia 24521
Meeting Convened - 7:00 PM

County Administrator
Jeremy Bryant, Interim

County Attorney
Mark Popovich

I. Call to Order

At a regular meeting of the Amherst County Board of Supervisors held on January 17, 2023 at 7:00 p.m., the following members were present:

BOARD OF SUPERVISORS:

Tom Martin, Chairman
L. J. Ayers III, Vice-Chair
Claudia D. Tucker, Supervisor
Drew Wade, Supervisor
David W. Pugh, Jr., Supervisor

ABSENT: None

STAFF:

Jeremy S. Bryant, Interim County Administrator
David R. Proffitt, Deputy County Administrator
Mark Popovich, County Attorney
Kristen Freeman, Clerk

Chairman Martin called the meeting to order at 7:00 p.m.

NOTE: All Board of Supervisors' meetings are now being streamed live on Facebook and on YouTube.

II. Approval of Agenda

By motion of Supervisor Tucker and with the following vote, the Board approved the agenda adding a new Section VIII. New Business. Item A. EDA Grant Update

AYE: Mr. Martin, Mr. Ayers, Mrs. Tucker, Mr. Wade and Mr. Pugh

NAY: None

ABSENT: None

III. Invocation and Pledge of Allegiance

Vice-Chair Ayers led the Invocation and Pledge of Allegiance.

IV. Citizen Comment

There was no public comment.

V. Public Hearing

A. Special Exception 2022-544 Michelle Knight

Tyler Creasy, Assistant Zoning Administrator/Planner, presented Special Exception 2022-544 to the Board. The location for the request is 239 Christians Springs Rd., and is further identified as Tax Map No. 81-3-5. The short-term tourist rental of a dwelling that is within 500' of another dwelling is a special exception in the A-1, Agricultural Residential district. Therefore, this public hearing is required for the proposed use of the short-term tourist rental of a dwelling to be approved.

The Public Hearing was opened.

Proponents: Michelle Knight, Meghan Bowling, Robert Smith
Opponents: None

The Public Hearing was closed.

By motion of Vice-Chair Ayers and with the following vote, the Board approved the Special Exception request with Planning Commission's recommended conditions.

AYE: Mr. Martin, Mr. Ayers, Mrs. Tucker, Mr. Wade and Mr. Pugh
NAY: None
ABSENT: None

B. Special Exception 2022-597 Zebulon & Ellen Strickland

Tyler Creasy, Assistant Zoning Administrator/Planner, presented Special Exception 2022-597 to the Board. The location for the request is 132 Pera Rd., and is further identified as Tax Map No. 75-A-20. The short-term tourist rental of a dwelling that is within 500' of another dwelling is a special exception in the A-1, Agricultural Residential district. Therefore, this public hearing is required for the proposed use of the short-term tourist rental of a dwelling to be approved.

The Public Hearing was opened.

Proponents: None
Opponents: None

The Public Hearing was closed.

By motion of Vice-Chair Ayers and with the following vote, the Board approved the Special Exception request with Planning Commission's recommended conditions.

AYE: Mr. Martin, Mr. Ayers, Mrs. Tucker, Mr. Wade and Mr. Pugh
NAY: None
ABSENT: None

VI. Consent Agenda

By motion of Vice-Chair Ayers and with the following vote, the Board approved the Consent Agenda for January 17, 2023.

AYE: Mr. Martin, Mr. Ayers, Mrs. Tucker, Mr. Wade and Mr. Pugh
NAY: None
ABSENT: None

A. Minutes - January 3, 2023

It was moved that the Board adopt the minutes of January 3, 2023.

B. Minutes - January 3, 2023 Budget Workshop

It was moved that the Board adopt the minutes of January 3, 2023, Budget Workshop.

C. Appropriation of Revenue - Amherst County Public Schools

It was moved that the Board appropriate \$ 143,225.17 of additional funds to the 2022-23 School Operational Budget.

D. Appropriation of Revenue - Sheriff's Office

It was moved that the Board approve the appropriation of funds as described.

E. Upper James River Center Expansion

It was moved that the Board authorize the County Administrator to sign the referenced site plan as a representative for the property owner (Amherst County).

VII. Special Presentation

A. Gateway Sanitary Sewer Project

The Board received a presentation from their financial advisors, Davenport & Co. (SEE ATTACHMENT 1)

No Board action is required at this time.

The Amherst County Board of Supervisors and the Amherst County Service Authority (ACSA) are exploring funding options for the Gateway Sanitary Sewer Project and the Raw Water Intake Project. The project will replace existing wastewater infrastructure that is twenty years old and wearing out. The plan is to install sanitary sewer between Thomas Road and Kings Road, with a pump station midway between the two roads and a force main to the ACSA sanitary sewer east of Route 163. The project is also to install a trunk line to serve a proposed development in Madison Heights.

Davenport is working on reviewing the Request for Proposals from financing institutions for funding the projects and will attend the February 7 ACSA and Board meetings.

VIII. New Business (Section and Item added)

A. EDA Grant Update

Economic Development Authority Director, Victoria Hanson, addressed the Board. She stated that she had good news and that the EDA was awarded the Virginia Business Readiness Sights Program, VBRSP grant for the Dillard Site. Mrs. Hanson stated that VBRSP is a competitive state grant that's administered by the Virginia Economic Development Partnership. The grant is to increase business attraction and expansion in Virginia through site development. This grant will allow the Dillard site to move from a Tier 2 site to a Tier 4 site. Mrs. Hanson stated this grant will unlock the potential of this site.

VIII. County Administrator's Report

A. Boards/Commissions/Committees - EDA vacancies - At-Large and District 5

By motion of Supervisor Wade and with the following vote, the Board appointed Mr. Daniel Sweeney to serve another 4-year term on the Economic Development Authority Board.

AYE: Mr. Martin, Mr. Ayers, Mrs. Tucker, Mr. Wade and Mr. Pugh

NAY: None

ABSENT: None

IX. County Attorney's Report

The County Attorney had no matter to discuss.

X. Liaison and Committee Reports

A. Blue Ridge Regional Jail Board of Directors Meeting, January 5, 2023.

For the Boards information only.

B. Agriculture Committee - Claudia Tucker

Supervisor Tucker had nothing to report.

C. Emergency Services Council - Jimmy Ayers

Vice-Chair Ayers had nothing to report.

XI. Citizen Comment

There was no public comment.

XII. Matters from Members of the Board of Supervisors

Chair Martin had no matter to discuss.

Vice-Chair Ayers had no matter to discuss.

Supervisor Tucker had no matter to discuss.

Supervisor Wade had no matter to discuss.

Supervisor Pugh had no matter to discuss.

XIII. Adjournment

By motion of Supervisor Wade and with the following vote, the Board adjourned at 7:51 pm.

AYE: Mr. Martin, Mr. Ayers, Mrs. Tucker, Mr. Wade and Mr. Pugh

NAY: None

ABSENT: None



Tom Martin, Chair
Amherst County Board of Supervisors



Jeremy Bryant Interim County Administrator

Attachment 1

Bank RFP Results for Interim Financing & Status Update

Amherst County Service Authority



January 17, 2023

- Davenport serves as Financial Advisor to both the County of Amherst (the “County”) and the Amherst County Service Authority (the “Authority” or “ASCA”).
- Davenport provides the Authority with an annual Pro Forma cash flow update to help determine the rates, fees, and charges necessary for the Authority to meet its annual and future operating & maintenance and debt service obligations and policies
- The ACSA model has combined various system repair/replacement projects that are necessary to either avoid potential hazards and/or comply with State and Federal Mandates.
 - *One such project is the Raw Water Intake Project, which is currently estimated to cost upwards of \$8 million will commence construction in CY 2023 in order to be completed ahead of permit deadlines.*

- Additionally, the County is considering constructing sewer infrastructure in support of development in the County.
 - *The Gateway Sanitation Sewer Project is currently estimated to cost approximately \$3.5 million.*
 - *The County has provided the Authority with \$1 million (upfront) toward this project and would potentially support the balance of \$2.5 million through ongoing annual contributions, net of any potential other grant funds that may be identified, prior to permanently financing this project at completion.*

- The final amounts for construction, offsetting grant funds, and other details of the Projects will evolve over the next 2 to 3 Years.
 - In an effort to get both Projects started and allow time for the details to evolve, so as not to “Over Borrow” or negatively impact the Authority’s Cash Position by “Drawing-down Reserves”, Davenport has recommended an Interim Financing approach, as part of the overall Strategic Plan of Finance.

- In our capacity as Financial Advisor to the Authority and the County, Davenport issued a Request for Proposals (the “RFP”) to solicit proposals to obtain interim financing in an aggregate amount of up to \$10,000,000* for its short-term Bond Anticipation Notes (“BANs”) as follows:
 - *Gateway Sanitation Sewer Project: 2023A BAN - Estimated Par \$2,500,000**
 - The Gateway Sanitation Sewer Project would consist of upgrades to the existing low pressure sewage force main system including but not limited to: a new public sanitary sewer, pump station, and force main, with a discharge to existing ACSA public sewer immediately east of Route 163.
 - *Raw Water Intake Project: 2023B BAN - Estimated Par \$7,500,000**
 - The Raw Water Intake Project would involve the construction of a new raw water intake on the James River.
- Please note the Authority may elect to proceed with one or both of these projects; as such, the amount borrowed would adjust accordingly prior to closing.
- In order to meet the request to have Bank Results and a Status update at the January 17, 2023 County Board of Supervisors Meeting, Davenport requested proposals back on or before January 12, 2023 by 11am (Local Time).

- Ahead of the deadline on January 12, 2023, Davenport received proposals from eight (8) institutions (in alphabetical order):
 - American National Bank and Trust Company (“ANBT”);
 - First Citizens Bank (“FCB”);
 - First Bank & Trust Company (“FBT”);
 - Huntington Public Capital Corporation (“HPCC”);
 - Signature Public Funding Corp. (“SPFC”);
 - Truist Financial Corporation (“Truist”);
 - United Bank (“United”); and
 - Webster Bank (“Webster”).

- The following pages provide a summary of the Interim Financing Results.
 - Additionally, we are providing (in **Appendix A**) estimated debt service schedules for permanent financing based on Current Market Estimate as of January 12, 2023, plus two (2) sensitivity scenarios reflecting that the potential debt service could be if interest rates increase 50 and 100 basis points, prior to executing the permanent financing(s).

Overview | Bank RFP Process

Continued...



■ Summary of Bank Proposals (low bid to high bid):

	A Bank	B Interest Rate	C Prepayment Provisions			F Other Considerations
			Whole/Part	Timing	Penalty	
1	Webster	3.76% (Fixed BQ/NBQ)	In whole or In part. Partial - typically a min amount, 1x per year, in inverse order	1-Year no call; any payment date thereafter	No Penalty	<ul style="list-style-type: none"> - Interest rates held firm through March 3, 2023. - Subject to final credit approval. -Term sheet expires January 31, 2023. - No lender fees.
2	Truist	4.02% (Fixed BQ) 4.07% (Fixed NBQ)	Whole	Any time	No Penalty	<ul style="list-style-type: none"> -Rate expires March 9, 2023. - Lenders Counsel Fee of \$6,000 per financing or NTE \$10,000 if financing both 2023A and 2023B.
3	First Citizens Bank	4.02% (Fixed BQ) 4.28% (Fixed NBQ)	Whole, or	Any time	No Penalty	<ul style="list-style-type: none"> - Interest rates held firm through March 13 (60 days from date of proposal). - Bank Costs/Lenders Counsel Fee of \$8,000 per series or \$12,000 if financing both 2023A and 2023B.
			In Part	On semi-annual interest payment dates	No Penalty	
4	Huntington	4.15% (Fixed BQ/NBQ)	Whole	On/before 3/1/2024	102%	<ul style="list-style-type: none"> -Lenders Counsel Fee of \$3,000 -All transaction fees shall be the responsibility of the Authority. -Proposal expiration: February 9, 2023. -Rate held firm through March 9, 2023.
				After 3/1/2024, and on/before 3/1/2025	101%	
				after 3/1/2025	100%	
5	American National Bank	4.40% (Fixed BQ) 4.60% (Fixed NBQ)	Whole or Part	Any time	No Penalty	<ul style="list-style-type: none"> - Rates held firm through March 10. - Bank Closing Costs equal to 0.10% of total financing. - Lenders Counsel Fee NTE \$10,000. -Proposal expiration TBD
6	Signature	4.46% (TBD)	Whole	Any payment date	101%	<ul style="list-style-type: none"> -Bank Costs/Lenders Counsel Fee of \$5,000.
			One-time partial of up to \$2,500,000	Any payment date	No Penalty	<ul style="list-style-type: none"> -If funding does not take place by February 12, 2023, interest rate may be adjusted.
7	First Bank & Trust	5.04% (Fixed BQ)	TBD	TBD	No Penalty	<ul style="list-style-type: none"> - No Bank fees. - Proposal/Rate Expiration: TBD
8	United Bank	Fixed rate equivalent of 3-Year T-Bill plus 110bps (Variable)	N/A	N/A	N/A	<ul style="list-style-type: none"> - Borrower to pay commitment fee of \$12,500 on 2023A BAN and \$37,500 on 2023B BAN. - NTE Lenders Counsel fee of \$10,000.
						<ul style="list-style-type: none"> -Bank will order, receive and review an appraisal of collateral (Property value as-is as of appraisal date) prior to closing. - Proposal expires February 2, 2023.

■ Based on the preliminary results reflected above, the remainder of this analysis will focus on the Top Three (3) Proposers: Webster, Truist, and First Citizens.

Summary of Preliminary Interim Financing Results



- Webster Bank provided the lowest all-in interest rate of 3.76% and flexible prepayment provisions.
 - However, prepayment is **NOT** permitted within Year 1.

- Truist and FCB provided the same Bank Qualified interest rate of 4.02%.
 - Both provided flexible prepayment provisions without a No Call period.
 - However, Truist would require that either BAN (A or B), if prepaid, to be prepaid “In Whole” at the appropriate time.

A		B	C	D	E	F
Summary of Top Proposers and Estimate Interest Expense on Interim Financing		Webster BQ/NBQ	Truist BQ	FCB BQ	Truist NBQ	FCB NBQ
1	Interim Interest Rate (Fixed)	3.76%	4.02%	4.02%	4.07%	4.28%
2						
3	Prepayment Provisions					
4	Whole / Part	In Whole or In Part	Whole Only	In Whole or In Part	Whole Only	In Whole or In Part
5	Timing	1 Year No Call Any Payment Date Thereafter	Any Time	Any Time	Any Time	Any Time
6	Penalty	No Penalty	No Penalty	No Penalty	No Penalty	No Penalty
7						
8	Estimated Annual Interest Expense					
9	2023A BAN (Gateway) \$2.5mm	\$ 94,000	\$ 100,500	\$ 100,500	\$ 101,750	\$ 107,000
10	2023B BAN (Raw Water Intake) \$7.5mm	\$ 282,000	\$ 301,500	\$ 301,500	\$ 305,250	\$ 321,000
11	Total 2023 BANs Annual Interest Expense	\$ 376,000	\$ 402,000	\$ 402,000	\$ 407,000	\$ 428,000
12	Difference vs. Low Bid		\$ 26,000	\$ 26,000	\$ 31,000	\$ 52,000

Next Steps

Balance of January

- In conjunction with Staff and Bond Counsel, Davenport negotiates with Top Three (3) Proposers.

February 7th

- Prepare and present final analysis in early February to both Boards (County and Authority) for purposes of:
 - ACSA Authority Board considers adopting authorizing resolution(s) approving Interim Financing; and
 - County Board considers adopting authorizing resolution(s) approving Support Agreement.

Balance of February

- Assuming that the County and Authority Boards approve Interim Financing, Staff, Bond Counsel, and Davenport would coordinate with selected proposer(s) to finalize numbers, documents, and closing on the 2023 BANs.

Spring 2023

- Additionally, Davenport will continue to monitor the future permanent financing as it pertains to the utility pro forma model.
 - Davenport and Staff plan to present an updated Annual Pro Forma Report to both County and Authority Boards in the Spring of 2023.

Appendix A | Permanent Financing Estimates and Potential Impacts

- The Gateway Sanitation Sewer Project and Raw Water Intake Projects are anticipated to be funded initially through an Interim Financing note with a maturity of approximately 2 to 3 years in order to:
 - Kick-start the Projects; and
 - Allow time for the details to evolve, prior to funding on a permanent basis.

■ *The estimated useful life of the system assets is well over 20 years; however, for purposes of this analysis, Davenport has assumed a term of 20 years for Permanent Financings in order to keep estimates conservative and also to contemplate potential access to Bank financings (i.e., banks will typically only go out to 20 years). — See next page for Current Market and Sensitivity Scenarios.*

- The County and ACSA may want to consider the following revenue sources and other funds that may become available for funding the Project and future operations:
 - Grant moneys – Staff has indicated that there may be additional funds that become available in the coming months to reduce the permanent funding borrowing amount;
 - Water and Sewer Rate Increases; and
 - A potential Utility Service District Ad Valorem tax that would be assessed on the area specific (limited) to the Gateway Sewer Project area.
 - Additionally, the County could contribute funds as needed to supplement the System as it has done in the past under the Support Agreements already in place.

Preliminary Permanent Financing Estimates as of 1/12/23

For Perspective Only, Subject to Market Changes



- The Table below illustrates the Current Market estimates for a permanent financing of \$10 million over 20 Years.
 - Additionally, we have shown what the impact could be should interest rates increase 50 bps (0.50%) or 100 bps (1.00%) between now and when the permanent financing is executed.

Estimated Debt Service on \$10 Million Project Costs	Scenario 1 Current Market (CM)	Scenario 2 CM + 50bps (0.50%)	Scenario 3 CM + 100bps (1.00%)
1 Aggregate			
2 Term in Years	20.0	20.0	20.0
3 Project Fund	\$ 10,000,000	\$ 10,000,000	\$ 10,000,000
4 Tax-Exempt All-in TIC (AIC) ⁽¹⁾	3.78%	4.29%	4.80%
5 First Year Interest Only ⁽²⁾	\$ 228,744	\$ 252,983	\$ 277,243
6 Avg Ann. Full Year Debt Service ⁽³⁾	\$ 710,787	\$ 743,413	\$ 776,360
7 Difference in Avg Annual DS		\$ 32,626	\$ 65,573
8 Total Debt Service	\$ 14,444,485	\$ 15,121,248	\$ 15,804,450
9 Difference in Total DS		\$ 676,763	\$ 1,359,964
10 Gateway Sanitation Sewer Portion			
11 Project Fund	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000
12 Tax-Exempt All-in TIC (AIC) ⁽¹⁾	3.78%	4.29%	4.80%
13 First Year Interest Only ⁽²⁾	\$ 57,186	\$ 63,246	\$ 69,311
14 Avg Ann. Full Year Debt Service ⁽³⁾	\$ 177,697	\$ 185,853	\$ 194,090
15 Difference in Avg Annual DS		\$ 8,157	\$ 16,393
16 Total Debt Service	\$ 3,611,121	\$ 3,780,312	\$ 3,951,112
17 Difference in Total DS		\$ 169,191	\$ 339,991
18 Raw Water Intake			
19 Project Fund	\$ 7,500,000	\$ 7,500,000	\$ 7,500,000
20 Tax-Exempt All-in TIC (AIC) ⁽¹⁾	3.78%	4.29%	4.80%
21 First Year Interest Only ⁽²⁾	\$ 171,558	\$ 189,737	\$ 207,933
22 Avg Ann. Full Year Debt Service ⁽³⁾	\$ 533,090	\$ 557,560	\$ 582,270
23 Difference in Avg Annual DS		\$ 24,470	\$ 49,180
24 Total Debt Service	\$ 10,833,364	\$ 11,340,936	\$ 11,853,337
25 Difference in Total DS		\$ 507,572	\$ 1,019,973

(1) Based on preliminary Current Market estimates as of January 12, 2023; subject to change.

(2) Key Assumptions: Date Issued 10/25/23, First Interest Payment 5/1/24, First Principal Payment 11/1/24, and Final Maturity 11/1/43.

(3) Average Annual Debt Service excludes initial interest only period for partial fiscal year.

Preliminary Estimated Results

- Should the actual incremental revenues from the Gateway Sewer Project come in as projected by the Developer, no additional water and sewer rate increases MAY be needed above the Adjusted Baseline:
 - Water rate increases of 5.9%⁽¹⁾; and
 - Sewer rate increases of 6.9%⁽¹⁾.
- Assuming the Gateway Sewer Project is delayed significantly and there are No Incremental Revenues added to the system, the estimated potential impact to rates could be as follows:
 - Water rate increases of 7.2% (vs. 5.9%⁽¹⁾); and
 - Sewer rate increases of 8.2% (vs. 6.9%⁽¹⁾).
- Alternatively, the County could support the capital expenditure (or related debt service) specifically tied to the Gateway Sewer Project with estimated annual debt service ranging between \$175,000 to \$200,000 by either:
 - Appropriating funds from the County's annual operating budget; or
 - Assessing the Special Ad Valorem Tax on the Utility Service District.

Grants or other funds may be identified to potentially borrow less.

(1) Please note that the analyses and scenarios reflected in Davenport's Fall 2021 Annual Pro Forma Report reflected estimates for the Mandated Projects totaling \$10 million. The Authority Board adopted water and sewer rates at 4.38% and 5.38% based on the same assumptions. Given the updated Raw Water Intake estimate of \$8 million, the new estimated total for the Mandated Projects is \$13 million and would require water and sewer rate increases of 5.9% and 6.9%, respectively. This is prior to adding in the \$3.5 million estimated cost of the Gateway Sewer Project.

Appendix B | Gateway Sanitation Sewer District

Overview | Potential Utility Service District



- **Purpose:** A Service District provides additional and more timely public services, including water and sewer service to residents and businesses located within the district boundaries AND also to promote future economic development. The ordinance creating the Service District could limit services to be provided by the District to water and sewer service.
- **Flexibility:** The County MAY charge an additional Ad Valorem tax over and above current property taxes, if desired / needed. The additional Ad Valorem tax does NOT have to be implemented.
- **Creation:** The Service District creation process is relatively simple:
 - Hold a public hearing and Adopt an ordinance;
 - Provide the name and boundaries of the service district, the purposes, and the facilities and services to be provided; and
 - Describe the plan and potential benefits for providing these facilities and services.
- **Advantages:** Utility Service District advantages include, but may not be limited to the following:
 - Direct control by the local government (Board of Supervisors);
 - Flexibility and ability to make the district larger, if needed; and
 - Put more of the onus on the developer as additional taxes/fees are anticipated to be paid by the residents / businesses in the Utility Service District.

Key Assumptions | Gateway Sewer Project



- Based on information provided by the Developer, the matrix below shows the incremental number of units assumed to be built and sold per year. For example, the units shown in column 2024 are assumed to be built and sold in 2023, therefore ACSA would begin to realize water and sewer revenues from the units beginning in 2024.
- In addition, the matrix lays out the estimated additional water and sewer revenues generated by the New Development.

– Based on the 55% current operating margin (operating expenses ÷ operating revenues), Davenport has assumed that 45% of the potential new revenues would be available for debt service.

Number of Units by Type	2024	2025	2026	2027	2028	2029	2030	Totals
1 Senior Villas	20	20	20	24				84
2 Market Apartments	69	69	69	69				276
3 Commercial Buildings	1	2	2					5
4 Memory/Assisted Living	28	28	28	28	28			140
5 Senior Apartments			30	30	30	30	30	150
6								
7 Additional Water and Sewer Revenues ⁽¹⁾								
8 Senior Villas	\$ 21,420	\$ 45,206	\$ 71,125	\$ 104,905	\$ 110,230	\$ 115,910	\$ 121,590	
9 Market Apartments	61,736	130,908	206,669	293,030	309,075	326,255	343,440	
10 Commercial Buildings	1,343	4,029	6,715	6,715	7,035	7,365	7,700	
11 Memory/Assisted Living	21,700	43,400	65,100	86,800	108,500	108,510	114,285	
12 Senior Apartments	-	-	38,880	77,760	116,640	155,520	194,400	
13 Total Est. Additional W&S Revenue	\$ 106,199	\$ 223,544	\$ 388,489	\$ 569,210	\$ 651,480	\$ 713,560	\$ 781,415	100% Gross Incremental Revenues
14								
15 Estimated Operating Expense Ratio (Operating Expenses ÷ Revenues)	55%	55%	55%	55%	55%	55%	55%	
16								
Est. Additional Revenues								
17 Available for Debt Service [line 13 x (1- line 15)]	\$ 47,789	\$ 100,595	\$ 174,820	\$ 256,144	\$ 293,166	\$ 321,102	\$ 351,637	45% Net Incremental Revenues

(1) Based on usage and rate assumptions provided by Authority Staff.

Key Assumptions | Special Ad Valorem on Utility Service District



- Based on information provided by the Developer regarding the estimated build schedule, the matrix below shows the estimated additional revenues available for debt service from Ad Valorem taxes.
- Each unit is assumed to have an average value of \$100,000 in 2024, and grow in value by 3% annually thereafter.

Number of Units by Type	2024	2025	2026	2027	2028	2029	2030	Totals
1 Senior Villas	20	20	20	24				84
2 Market Apartments	69	69	69	69				276
3 Commercial Buildings	1	2	2					5
4 Memory/Assisted Living	28	28	28	28	28			140
5 Senior Apartments			30	30	30	30	30	150
6								
Total Assessed Value	2024	2025	2026	2027	2028	2029	2030	
8 Base (lots 1 & 2) ⁽¹⁾	\$ 368,900	\$ 379,967	\$ 391,366	\$ 403,107	\$ 415,200	\$ 427,656	\$ 440,486	
9 New Development ⁽²⁾	11,800,000	24,054,000	39,675,620	55,965,889	63,444,865	68,348,211	73,398,658	
10 Total Assessed Value	\$ 12,168,900	\$ 24,433,967	\$ 40,066,986	\$ 56,368,996	\$ 63,860,065	\$ 68,775,867	\$ 73,839,143	
11								
12 Service District Ad Valorem Tax Revenues								
13 Total Assessed Value	12,168,900	24,433,967	40,066,986	56,368,996	63,860,065	68,775,867	73,839,143	
14 Total AV per \$100	121.689	244,340	400,670	563,690	638,601	687,759	738,391	
15 Additional Ad Valorem Rate	0.10	0.10	0.10	0.10	0.10	0.10	0.10	
16 Revenue from Service District Tax	\$ 12,169	\$ 24,434	\$ 40,067	\$ 56,369	\$ 63,860	\$ 68,776	\$ 73,839	District
17								
18 Additional Tax Revenue to County								
19 New Development AV ⁽¹⁾	11,800,000	24,054,000	39,675,620	55,965,889	63,444,865	68,348,211	73,398,658	
20 New Development AV per \$100	118.000	240,540	396,756	559,659	634,449	683,482	733,987	
21 Current Real Estate Tax Rate	0.61	0.61	0.61	0.61	0.61	0.61	0.61	
22 Revenue from New Development	\$ 71,980	\$ 146,729	\$ 242,021	\$ 341,392	\$ 387,014	\$ 416,924	\$ 447,732	General Fund

(1) The lots (1 and 2), on which the development is planned to occur, have current values of \$223,500 and \$145,400, respectively. The lots are assumed to increase in value by 3% annually beginning in 2025 and beyond.

(2) As mentioned above, each unit is assumed to have an average value of \$100,000 in 2024. The value per unit is assumed to grow by 3% annually in 2025 and beyond.

Municipal Advisor Disclosure



The enclosed information relates to an existing or potential municipal advisor engagement.

The U.S. Securities and Exchange Commission (the "SEC") has clarified that a broker, dealer or municipal securities dealer engaging in municipal advisory activities outside the scope of underwriting a particular issuance of municipal securities should be subject to municipal advisor registration. Davenport & Company LLC ("Davenport") has registered as a municipal advisor with the SEC. As a registered municipal advisor Davenport may provide advice to a municipal entity or obligated person. An obligated person is an entity other than a municipal entity, such as a not for profit corporation, that has commenced an application or negotiation with an entity to issue municipal securities on its behalf and for which it will provide support. If and when an issuer engages Davenport to provide financial advisory or consultant services with respect to the issuance of municipal securities, Davenport is obligated to evidence such a financial advisory relationship with a written agreement.

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