

**James Madison Park Surplus Properties  
Total City Revenue**

12/13/2011

	Year 1 Lease Payment (1)	5 Year Lease PMT Total	5 Yr Room Tax Revenue	10 Year Lease PMT Total	10 Yr Room Tax Revenue	Building Purchase Price		Total 5 Yr Revenue	Total 10 Yr Revenue
<b>704 East Gorham Street</b>									
Klebba / Waugh(2)	\$ 4,500	\$ 23,891	\$ 40,114	\$ 51,587	\$ 109,261	\$ 130,000		\$ 194,005	\$ 290,848
Fant	\$ 5,830	\$ 30,952	\$ -	\$ 66,834	\$ -	\$ 185,000		\$ 215,952	\$ 251,834
JDM	\$ 8,000	\$ 42,473	\$ -	\$ 91,711	\$ -	\$ 200,000		\$ 242,473	\$ 291,711
<b>646 East Gorham Street</b>									
Doane / Suska	\$ 7,800	\$ 41,411	\$ -	\$ 89,418	\$ -	\$ 190,000		\$ 231,411	\$ 279,418
O'Kroley	\$ 7,800	\$ 41,411	\$ -	\$ 89,418	\$ -	\$ 150,000		\$ 191,411	\$ 239,418
JDM	\$ 8,000	\$ 42,473	\$ -	\$ 91,711	\$ -	\$ 250,000		\$ 292,473	\$ 341,711

ASSUMPTIONS

- 1) Rate of increase on lease payments is 3% / year. All "Year 1 Lease Payments" were provided by the respondent
- 2) NOTE: Klebba / Waugh proposal includes payments for 5 and 10 years of room tax, based upon respondent's room tax estimates.
- 3) The above Lease Payments, Building Purchase Prices and Room Tax Revenue do not include any general tax payments.

James Madison Park  
- Proposal Review (Dec 13, 2011) -

Proposer	704 East Gorham St			646 East Gorham St		
	Klebba / Waugh	Fant	JDM Properties	Doane - Suska	O'Kroley	JDM Properties
<b>Purchase Price (1)</b>	<b>\$ 130,000</b>	<b>\$ 185,000</b>	<b>\$ 200,000</b>	<b>\$ 190,000</b>	<b>\$ 150,000</b>	<b>\$ 250,000</b>
Annual Lease Payment (2)	\$ 4,500	\$ 5,830	\$ 8,000	\$ 7,800	\$ 7,800	\$ 8,000
Rate of Return on Lease Payment (based upon Appraised Land Value)	1.70%	2.20%	3.02%	3.47%	3.47%	3.56%
Estimated Improvement Costs	\$ 222,400	\$200,000 - \$300,000	\$ 179,895	\$ 225,000	\$ 215,000	\$ 232,065
<b>Total Appraised Value</b>	<b>\$ 450,000</b>			<b>\$ 425,000</b>		
<b>Appraised Improvement Value</b>	<b>\$ 185,000</b>			<b>\$ 200,000</b>		
<b>Appraised Land Value</b>	<b>\$ 265,000</b>			<b>\$ 225,000</b>		
<b>Appraised Annual Land Lease Payment (3)</b>	<b>\$ 18,550</b>			<b>\$ 15,750</b>		

**NOTES**

- 1) The City appraisal supports the Purchase Price of the Fant, JDM Properties and Doane-Suska proposals.  
The Purchase Prices of the Klebba / Waugh and O'Kroley proposals are below the value established by appraisal.
- 2) The Annual Lease Payments, with the exception of the Klebba / Waugh proposal, do not include any rent escalators.
- 3) The Appraised Annual Land Lease Payment was established by applying a 7% rate of return to the appraised land value.

**646 East Gorham St  
Proposal Submission Requirements - Review (Dec 13, 2011)**

<b>PROPOSER</b>	Doane - Suska	JDM Properties	O'Kroley
<b>A) Transmittal Letter</b>	x	x	x
<b>B) Project Concept Statement</b>			
a) Statement of Project Concept	x	x	x
(i) Type of use proposed	1 Unit Own Occ.	Market rate MF rental	4 units Own Occ.
(ii) Number of units, BDR count, Occupancy type	1 Unit Own Occ.	4 units	4 units Own Occ.
(iii) Amount and type of public access	Open house, bi-annual art walk, public event	MF rental, bi-annual open house	Reduced land lease area, Wright lecture series
(iv) Total # parking stalls required	Existing stalls	All existing stalls	Existing stalls
(v) Commitment to / timeframe for rehab of structure to Hist. Standards	x	x	x
(vi) Project will be completed in accordance with the City of Madison Landmarks Ord and Sec. of Interior standards	x	x	x
<b>C) Development Team Info</b>			
a) Organization form, team members, personnel	x	x	x
b) Relevant Experience	x	x	x
<b>D) Costs</b>			
a) Estimate of total costs for rehab / restoration	\$225,000	\$ 232,065	\$215,000
b) Qualifications and letter from General Contractor	x		x
<b>E) Financial Plan</b>			
a) Sources and Uses	x	x	x
b) Purchase Price	\$190,000	\$250,000	\$150,000
c) Terms and conditions of ground lease, sale (99 year lease term)	\$7,800 / yr	\$8,000 / yr	\$7,800 / yr
<b>F) Special Conditions</b>			
		Reserve right to all R5 zoning, garden space within 20' of bldg	

NOTE: "x" indicates that the information was provided as required in the RFP.

NOTE: MF = Multi-Family

**704 East Gorham St  
Proposal Submission Requirements - Review (Dec 13, 2011)**

<b>PROPOSER</b>	Klebba / Waugh	Fant	JDM Properties
<b>A) Transmittal Letter</b>	x	x	x
<b>B) Project Concept Statement</b>			
a) Statement of Project Concept	x	x	x
a(i) Type of use proposed	Lodging House / B&B	SF residence w/ granny suite	Market rate MF rental
a(ii) Number of units, BDR count, Occupancy type	Own Occ, 5 Bdr total (4 rented out)	Own Occ, 5 Bdr (2 units)	7 efficiency units
a(iii) Amount and type of public access	Bi-weekly, then B&B	Yearly, with add'l times by appt.	MF rental, bi-annual open house
a(iv) Total # parking stalls required	6	3	(no number given)
a(v) Commitment to / timeframe for rehab of structure to hist. Standards	x	x	x
a(vi) Project will be completed in accordance with the City of Madison Landmarks Ord and Sec. of Interior standards	x	x	x
<b>C) Development Team Info</b>			
a) Organization form, team members, personnel	x	x	x
b) Relevant Experience	x	x	x
<b>D) Costs</b>			
a) Estimate of total costs for rehab / restoration	\$ 222,400	\$200,000 - \$300,000	\$ 179,895
b) Qualifications and letter from General Contractor	x		
<b>E) Financial Plan</b>			
a) Sources and Uses	x	x	x
b) Purchase Price	\$130,000	\$185,000	\$200,000
c) Terms and conditions of ground lease, sale (99 year lease term)	\$4,500 / yr, with escalator	\$5,830 / yr	\$8,000 / yr
<b>F) Special Conditions</b>			
	Geo-thermal installation, Need to sell current home first		Reserve right to all R5 zoning, garden space within 20' of bldg

NOTE: Bdr = Bedrooms

NOTE: B&B = Bed and Breakfast

NOTE: MF = Multi-Family

NOTE: "x" indicates that the information was provided as required in the RFP.