

PROCEEDINGS OF THE DOWNTOWN DEVELOPMENT AUTHORITY TAKEN AT A  
REGULAR MEETING ON THURSDAY, APRIL 14, 2022.

Those present: Eric Crozier, Michael Delcambre, Denice Skinner, Gregory Walls, and Miles Matt

Those absent: Lisa Thomas and Gus Rezende

DDA staff present: Anita Begnaud, Amy Trahan, and Rachel Holland

DLU staff present: Janie Morrison

Others present: Kevin Blanchard, William LaBar, Andre Breaux, Chastity Arwood, Brett Mellington, Steven Ortego, and Sam Oliver

The meeting was called to order by Walls.

Public comment process is attached to the end of the agenda for individuals wishing to address the Board on agenda items. Request to speak must be submitted prior to discussion of the item. Individuals are allowed three minutes for comments.

Administrative Approvals/Reports

February Financials – February Financials were presented for approval. Matt motioned to approve as presented, Crozier seconded, all voted in favor. Delcambre entered after the vote.

March Regular Meeting Minutes – March Regular Meeting Minutes were presented for approval. Skinner motioned to approve as presented, Crozier seconded, all voted in favor. Delcambre entered after the vote.

Cayenne Development EDD Application

Blanchard, Executive Director of LPTFA and EDD Administrator reported to the board his findings and review of the Cayenne Projects application to the Downtown EDD for funding. Blanchard noted that Cayenne's request has been divided up into (2) request groups. Blanchard noted Request Group 1 meets the key requirements of being in the Tier 1 District Objectives and there is a public benefit. Blanchard further noted Request Group 2 is being recommended with the contingency that reimbursement will require Engineering Certification of the value of the Enhanced Capacity provided by the parking lot drainage. Discussion continued.

Matt motioned to recommend approval of Cayenne Project funding to the EDD Board with contingencies noted, Crozier seconded, all voted in favor.

Director Update

Holland noted that Public Bids opened on Monday for the Downtown Bollard project using \$250,000 in ARPA funding. Holland noted that Waggoner & Ball will be working with LCG on Lee Avenue improvements from University to Jefferson. Holland noted that an RFQ has been finalized for Downtown lighting improvements using \$2,500,000 from ARPA funds. Holland noted that the ETRT is asking for construction dollars during this budget cycle for Congress Street and Jefferson Street streetscape improvements. Holland also noted that hanging baskets will be back up today with fresh flowers. Holland also noted that LCG will complete repairs of

the Parc Sans Souci splash by the summer. Holland further noted that she will be attending the ULI conference in San Diego next week and participating in a panel discussion of Downtown Redevelopment and Economic Development.

#### CEO Report

Begnaud noted The Municipal residential project is now open with 10 residents. Begnaud further noted that a ribbon-cutting was held last week to celebrate the milestone. Begnaud also noted that a Property Walk for DLU members will be held next week to tour this property and the Opportunity Machine. Begnaud noted that construction continues on The Monroe. Begnaud noted that Phase I of the Buchanan Parking Garage is nearing completion. Begnaud also noted that Vermilion Parking Garage elevator replacement is complete, and a change order has been completed for LED lighting and replacing the doors at each stairwell. Begnaud noted that February collections are slightly down from January's collections.

#### DDA Mileage Renewal

LaBar updated the Board on the public awareness campaign and advocacy efforts of the Downtown Lafayette Unlimited in support of the DDA Mileage renewal.

#### Updates

LPD update – Not present

Council update - Not present

#### Other Business

There was no further business, and the meeting was adjourned.

**Downtown Lafayette Economic Development District  
Administrator Review and Recommendation  
CAYENNE RESIDENCES  
VERMILION LOFTS II, LLC**

<b>PROJECT SUMMARY</b>
------------------------

**Applicant Team**

The principal of Vermilion Lofts II, LLC is architect and developer Stephen J. Ortego, AIA, of SO Studio Architecture—<https://www.sostudioarchitecture.com>. He has six partners in Vermilion Lofts II, LLC. Those partners are: Jason Guidry, Josh Guidry, Craig Ortego, Melissa Robichaux, Ken Hates, and Srinivas Katta.

The project general contractor is Woodward Design Build— <https://woodwarddesignbuild.com>—a New Orleans firm.

Both Ortego and Woodward Design Build have experience in residential and mixed-use development, design, and construction.

**Proposed Project and Requested District Contribution**

The \$9.5 million Cayenne Residences project is a five-story mixed-use building with 7,200 square feet of commercial space and 36 residential units—mostly one-bedroom units with some two-bedrooms. Cayenne Residences will be located at 411 East Vermilion Street between Johnston Street and Lee Avenue, and across the street from Vermilion Lofts, which Ortego also developed.

The Project is scheduled to break ground as soon as possible and is expected to take approximately a year to complete.

**The proposal is requesting a total reimbursement of \$476,816.** More detail is available in an attachment to the Applicant’s proposal, which is included here as Exhibit B. In summary, the Applicant is requesting to be reimbursed for up to \$366,919 in hard costs and \$109,897 in related soft costs.

This report divides the Applicant’s request into two categories and recommends that the Board address each of those categories separately. The following tables describe each proposed Project Component, its cost, and which Tier 1 District Objectives it meets. The numbers in the table – (1), (2), etc. – correspond to the “Tier 1 District Objectives and Public Benefits” section of this report.

## REQUEST GROUP #1

Tier 1 Project (see District Benefits, below)	Description	Hard Cost	Total Request (incl. soft costs)
(3) and (5)	Custom Planters	\$5,062	\$6,578
(4) and (6)	Bike Racks	\$1,924	\$2,500
(6) and (7)	Pedestrian Striping	\$617	\$804
(3) and (5)	Wood Fence/Gate	\$855	\$1,114
(1)	Lighting	\$48,450	\$62,961
(2) and (1)	Associated Earthwork	\$29,322	\$38,104
(1) and (7)	Sidewalks	\$11,988	\$15,578
(3) and (5)	Landscaping	\$39,880	\$51,824
(2)	Storm Drainage	\$66,529	\$43,227
	<b>TOTAL</b>	<b>\$204,627</b>	<b>\$265,918</b>

### Group #1 Discussion

The Project Components in Request Group #1 provide a public benefit in a variety of ways. The type and location of these improvements is detailed on site plans provided by the Applicant and attached to this report as 4\_7ibit C.

#### **TOTAL Estimated Cost of Improvements INSIDE the Public Right of Way—\$160,042.**

Because these improvements will be accepted for perpetual maintenance by the public, the work must be bid in accordance with the Public Bid Law in order to be eligible for reimbursement. The District's legal counsel will provide guidance on these requirements. The improvements contemplated here include bike racks, crosswalks, lighting, sidewalks, landscaping and drainage, as well as associated earthwork necessary to accomplish this work.

#### **TOTAL Estimated Cost of Improvements OUTSIDE the Public Right of Way, but accessible to the public or in the public realm—\$105,876.**

The improvements contemplated here provide a public benefit, but may be located outside of the public right of way, and will therefore be maintained by the Applicant. These improvements will be located adjacent to public sidewalks or publicly accessible space. Included here are planters, bike racks, a wooden fence that comprises a portion of the streetscape, lighting, sidewalks, landscaping (including a rain garden area), and drainage infrastructure that serves these features.

## REQUEST GROUP #2

Tier 1 Project (see District Benefits, below)	Description	Hard Cost	Total Request (incl. soft costs)
(2)	Storm Retention / Parking Lot	\$162,292	\$210,898
	<b>TOTAL</b>	<b>\$162,292</b>	<b>\$210,898</b>

### Group #2 Discussion

As can be seen on the attached site plans, this work is located behind the Applicant's building, in a gated parking lot that will serve the Applicant's residents. This Applicant has labelled these improvements as "Storm Drainage / Water Retention." The Applicant is asking to be reimbursed for:

- Earthwork, site prep, back fill, grading - \$44,332.
- Parking Lot Paving - \$102,560
- 12"PVC - \$11,900
- Precast Concrete Catch Basins - \$3,500
- **TOTAL - \$210,898**

While development sites the size of the Applicant's are only required to conduct a drainage impact analysis if requested by Lafayette Consolidated Government Public Works, there are still other local requirements. Those include a limit on flood levels in a parking lot during a 10-year storm and a showing that the public infrastructure can handle an increase in runoff. More importantly, all property in the state is subject to the legal requirement that new developments cannot increase the flow of water onto neighboring properties.

The issue this raises from the District's perspective of whether the request for Storm Drainage related to the parking lot will be used to pay for the minimum required site drainage work, or whether the funds will be used to retain a material portion of the pre-development runoff, which would provide the public benefit that is a prerequisite to District reimbursement.

This particular request was discussed at a meeting on March 28 attended by the Applicant, his contractor, the District Chair, the District administrator and legal counsel. As was established at the meeting, this would might be eligible for reimbursement, but only to the extent that it was providing a public benefit. As will be detailed later on in this review, a licensed engineer will have to certify what portion of this work, if any, provides a drainage benefit "above and beyond" the minimum required of the developer. That portion "above" the minimum – the betterment – would be eligible for reimbursement with taxpayer dollars from the District, as it would be provided a public benefit. This report, then, is recommending that this portion of the Applicant's request could be approved contingent on that certification being secured prior to the District's final commitment to reimburse.

The Applicant is also requesting that the City of Lafayette waive permitting fees and LUS sewer impact fees that are charged for downtown residential development.

## IMPORTANT DISTRICT CONSIDERATIONS

### **Tier 1 District Objectives and Public Benefits**

The District's revenues are intended to be used in furtherance of economic development activities in the District, including infrastructure improvements that provide the highest future returns in stimulating business development. The following Tier 1 District Objectives would be met by this proposal (the numbers in this list correspond to the tables above):

**(1) "Design, renovate, and/or construct existing and new sidewalk and street lighting improvements to support the safety, walkability and economic development of the Downtown."**

- The Project would construct **new sidewalks** that would be between 9- and 10-feet wide (replacing the existing, older 4-foot-wide sidewalk). Vermilion Street is categorized as an "A" street in the downtown zoning code, which makes the wider sidewalks desirable as they establish the appropriate urban environment for walkable storefront retail.
- The sidewalk design would also include curb extensions that provide street trees and parallel parking areas.

**(2) "Design, Renovate, and/or Construct existing and/or new drainage, low impact design, green infrastructure, and storm water management improvements."**

- The Project would improve the drainage along Vermilion Street and cover currently exposed open ditches.
- The Applicant is proposing that this Project would provide water retention in the parking lot area in an amount that exceeds what is currently required by minimum standards. The value of the Enhanced Capacity would provided by this retention, if any, will have to be supported by certification from a licensed engineer.
- The Project also includes a rainwater garden on the side of the new building, a "green infrastructure" feature that helps hold rainwater on-site before it enters the public system.

**(3) "Design, Replace, Renovate and/or Construct Landscaping/Hardscaping (additional plantings, rain gardens, irrigation, adding hose connections) within streetscape areas."**

- The Project provides landscaping within the newly constructed streetscape, including fencing, rain gardens, and planters.

**(4) Design, Renovate, and/or Construct streetscaping improvements to include signage, bicycle storage racks and/or corrals or striping, and shared mobility storage racks and/or corrals or striping.**

- The Project will install new bicycle storage racks for the public, as well as covered bicycle storage for residents' use.

**(5) Design, Replace, and/or Construct landscaping and/or planters along sidewalks and in parks Downtown.**

- The Project provides landscaping within the newly constructed streetscape, including fencing, rain gardens, and planters.

**(6) Design, Renovate and/or Construct streetscaping improvements to include signage, bicycle storage racks and/or corrals or striping, and shared mobility storage racks bicycle storage racks and/or corrals or striping, and shared mobility storage racks, and/or corrals or striping."**

- The Project will install new bicycle storage racks for the public, as well as covered bicycle storage for residents' use.

**(7) Design, Renovate and/or Construct gateway and safety improvements for increasing pedestrian and bicycle connectivity to adjacent neighborhoods.**

- The Project will install new sidewalks and pedestrian crosswalks.

**District Benefits - Economic Impact**

The Lafayette Economic Development Authority (LEDA) has analyzed the Project and found that it will have a significant economic impact. LEDA summarized its findings as follows (more detail found in the LEDA report attached to the Applicant's proposal):

Based on the given data, the economic impact of Project Cayenne Lofts (CAYENNE RESIDENCES) is more than \$13.5 million and will support 81 new jobs in Lafayette Parish, directly and indirectly. This project will attract around 52 new residents to Downtown Lafayette and based on estimated personal income and expenditures they will bring more than \$526,000 in spending opportunity for food, apparel, entertainment and more. Also, to note, with an estimated property value of \$4 million, the fiscal revenue generated from this development is estimated at more than \$360,000 annually.

The LEDA report estimates the project will generate annual sales tax of \$49,648 in parish sales taxes and \$41,971 for city sales taxes. Based on that projection, the sales tax collected annually by the District would be approximately \$10,000 a year.

The LEDA report estimates that the project will generate annual property tax of \$52,074 in parish taxes, \$10,914 in city taxes, and approximately \$9,000 in DDA millage.

In addition, the total sales taxes estimated to be generated by the sale of construction materials is \$286,524 (based off a estimated projected materials cost of \$3,032,000). The District's portion of that materials cost related sales tax would be an estimated \$30,032. The Applicant will ensure that the use tax will be collected in the District.

### **Additional District Considerations - District Plan**

The Downtown Lafayette Action Plan calls for infrastructure improvements that improve walkability and that result in an appropriately urban development pattern. This includes wider sidewalks, streetscape improvements, street trees, parking, bicycle and pedestrian improvements.

In addition, the Action Plan places a strong emphasis on establishing the environment to encourage and support residential living downtown. The Downtown Development Authority has also pursued funding for drainage projects to mitigate flood risk in the area.

### **Additional District Considerations – Reserve Account Balance**

In March 2022, the District approved its FY2021-2022 budget, as well as policies related to the approval process, District priorities, and reserves. Reserve accounts allow the District the flexibility to (1) engage in opportunities as they arise and (2) to deal with unforeseen expenses without causing financial stress on the District.

As of April 4, 2022, the District's reserve accounts have the following balances:

<b>Reserve Account</b>	<b>Balance</b>	<b>Max Reserve by Policy</b>
Administrative Expenses	\$65,000	\$65,000
Project Application	\$35,000	\$35,000
Approved Project Facilitation and Monitoring	\$25,000	\$100,000
District Planning	\$50,000	\$250,000
Future Project	\$200,000	\$2,000,000

The Reserve Policy is subject to amendment at the sole discretion of the Board. The policy itself provides that “the Board maintains the authority to suspend the funding of one or more District Reserve for a period of time in the discretion of the Board.”

As of April 1, 2022, the Downtown Lafayette EDD had reported \$793,307 in collections, which represents the first 18 months of collections. On average, the District has been collecting approximately \$45,000 a month.

### **Additional District Considerations – Application Review Priorities**

These priorities were adopted by the Board at its meeting in March 2022.

- Amount of Public Benefit derived from the Proposed Project
- Tax Receipts generated from the Proposed Project (“Project Generated Tax Receipts”), the EDD Tax component of the Project Generated Tax Receipts (“Project Generated EDD Tax Receipts”) may be specifically allocated to the Proposed Project for the approved funding for the Proposed Project (“Approved Funding”);
- Applicant partial funding of one or more of the component of the Proposed Project
- Other third-party funding and incentives sources for the Proposed Project, including, other governmental entities and/or non-profit organizations;
- Audited financial statements for the Proposed Project
- Competitive bid process for all or portions of the Proposed Project



- Collaboration of multiple property owners and/or developers
- Probably positive impact on multiple properties

## ADMINISTRATOR RECOMMENDATIONS

The Downtown Development Authority has prioritized residential development downtown as the key strategy to drive economic growth. With 36 new residential units (along with ground-level commercial space) the Cayenne Residences is the type of economic development project envisioned to be supported by District funds.

Analysis by the Lafayette Economic Development Authority indicates that the project will have a measureable economic impact on both Downtown Lafayette and the surrounding area. The project will generate significant tax receipts, either related to construction or future sales and property tax collections.

The development team is experienced, has demonstrated its ability to deliver projects, and has represented that it is prepared to enter into a reimbursement agreement with the District.

Each of the Applicant's proposed Group #1 Project Components would achieve an infrastructure improvement that aligns with a Tier 1 District Objective:

### **GROUP #1 Project Components Eligible for Reimbursement - \$265,918**

- Custom Planters
- Bike Racks
- Pedestrian Striping
- Wood Fence/Gate
- Lighting
- Associated Earthwork
- Sidewalks
- Landscaping
- Storm Drainage

These items have been fully vetted. The Applicant has provided a site plan that shows the location of all of the work. It is also possible, based on the information provided, to delineate what improvements would have to be separately bid according to public bid law. Based on the information provided, applicable law, and the various agreements that govern the District, these items appear to be eligible for reimbursement.

Should the Board, in its sole discretion, decide to enter into a reimbursement agreement with the Applicant, there is budgetary capacity to pay this reimbursement. In accordance with adopted Board policies, that reimbursement would take place after the Project Components are constructed and would be paid in installments.

<b>GROUP #2 Project Components Eligible for Reimbursement CONTINGENT on Engineering Certification of Public Benefit and Valuation of Enhanced Capacity - \$210,898</b>
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- Storm Drainage / Water Retention (Parking Lot)

In Louisiana, no property can be developed so that it increases the amount or rate of water flow onto its neighbor. Post-development runoff cannot exceed pre-development runoff. Local rules govern how new developments tie into public drainage systems. Local rules also limit the amount of water that a parking lot floods in certain rain events.

In the present case, the Developer is responsible for designing drainage infrastructure so that after the property is developed, the property continues to receive all of the water from adjacent property while preserving the pre-existing outfall onto contiguous properties (the “Developer’s Obligation”). Drainage associated with a private parking lot that only maintains this status quo would not be eligible for reimbursement from the District’s funds.

**However, if the post-development condition results in a material REDUCTION of the pre-existing outfall onto contiguous property (by retaining water on the developed site for a longer period of time and in an amount that results in a material improvement to the existing public drainage infrastructure), then the developer is providing a public benefit. In that case, the enhanced on-site infrastructure that is DIRECTLY related to the material reduction of the outfall (“Enhanced Capacity”) is subject to reimbursement with the approval of the EDD.**

- Enhanced Capacity is only the value of the additional engineering, material costs and construction expense that would not have been undertaken had the developer only met the standard, minimum Developer’s Obligation.
  - For example, if a 10” drainage pipe is required to meet the Development Obligation, but the Developer is proposing to install a 12” pipe in order to provide Enhanced Capacity, then the only funds that are eligible to be reimbursed are the difference in cost between a 12” pipe and a 10” pipe.
- The Enhanced Capacity has to be material.
- If the cost of creating the Enhanced Capacity far exceeds the public benefit, then this cost-benefit analysis should be taken into consideration by the Board.
- The Developer must be able to quantify the cost/benefit analysis for the Board.
- The Developer must be able to adequately demonstrate and prove up the amount of excess cost necessary to create the Enhanced Capacity. The Developer must also demonstrate that the Enhanced Capacity justifies the cost.

In order for the Developer to be reimbursed for Enhanced Capacity, each element of the analysis must be performed and certified by a licensed engineer. The engineer’s certification must include a statement that the certification will be used by a public entity in its evaluation of a funding request.

The Board reserves the right to engage an independent engineer and/or consult with engineers at Lafayette Consolidated Government to review the certification.

### **Additional Recommendations**

To the extent the Board approves all or some of these Project Components for reimbursement, the following terms should be included in the resulting reimbursement agreement.

- Funding will not be advanced for reimbursement unless and until the completion of the Applicant's Project and acceptance of the public infrastructure for perpetual maintenance ("Project Completion"), where applicable. The District reserves the right to verify that Project Components have been completed in accordance with the terms of the reimbursement agreement by an independent consultant selected by the District.
- Project Funding is subject to the availability of Tax Receipts in any fiscal year.
- All costs in this report are estimates. The amount of reimbursement is capped at the amount approved by the Board. All reimbursements must be supported with evidence of actual expenses. Any funding of contingencies must be supported by a showing that the contingency was reasonably unforeseen.

### **Timing of Reimbursement Allocations**

The Downtown Lafayette Economic Development policy provides that "[n]o more than twenty-five (25%) of the annual Tax Receipts shall be allocated to any Approved Project." **The Administrator would recommend that the District allocate the maximum annual amount allowed under Board policy.**

Available Annual Tax Receipts by Fiscal Year

Fiscal Year	Collections	Unencumbered	25% Max Allocation for the Project
2019-2020	\$82,523	\$82,523	\$20,631
2020-2021	\$552,951	\$552,951	\$138,238
2021-2022	\$572,040	\$157,040	\$39,260
2022-2023	\$600,000	\$275,000	\$68,750
2023-2024	*\$600,000	\$275,000	\$68,750
2024-2025	*\$600,000	\$275,000	\$68,750

\*projected

As way of illustration, if this Project was allocated the maximum annual amount allowed under Board policy, then by the end of FY2022-2023, there would be \$266,879 available through accumulated annual allocations. This timing would roughly correspond to the completion of construction on the Project and would also roughly correspond to the amount of eligible estimated reimbursements in GROUP #1. To the extent some or all of GROUP #2 expenses are eligible for reimbursement – contingent on certification – then those reimbursements could be funded over the next few budget years, subject to available collections.

### **Administrator Note**

The recommendations and findings in this report are based solely on information provided by the Applicant, Board policies, and legal guidance. This report serves as an aid to Board decision-making, with the intent of ensuring compliance with applicable law and Board policy.

## PROPOSAL CHECKLIST

### General and Formatting

ITEM	YES	NO	NOTE
1. Original Signed Submission	X		
2. 8x11 Copy of Original	X		
3. 15 additional copies	x		
4. Electronic Copy provided	x		
5. Does not exceed 100 single-sided pages	x		
6. Signed Acknowledgement	X		
7. Table of Contents is in compliance	x		
8. Assertion of confidentiality is in compliance	x		

### Cover Letter

ITEM	YES	NO	NOTE
9. Summary of ability and willingness to perform	x		
10. Exhibits understanding and approach to project	x		
11. Necessary contact information and signature	x		

### Applicant Team

ITEM	YES	NO	NOTE
12. Applicant team organization and management is clearly described	x		
13. Team has demonstrated relevant experience	x		
14. Team has provided sufficient evidence of qualifications	x		
15. Team has other public-private experience	x		
16. Team has provided required licenses, permits, and certifications	x		
17. Information provided on known litigation within last 10 years	x		
18. Financial information provided sufficient to ascertain financial stability		x	Financial statements and proof of funds

			to be provided
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### Proposed Project

ITEM	YES	NO	NOTE
19. Detailed description of proposed project	x		
20. Description of proposed project structure and method of performance	x		
21. Included the contribution being requested from the District and relevant terms	x		
22. Proposed Project Schedule	x		

### District Benefits

ITEM	YES	NO	NOTE
23. Description of how project achieves District Objectives	x		
24. Independent analysis of Required Economic Development Benefits	x		Performed by LEDA
25. Description of Innovative Components and project sustainability	x		
26. Utilization of city or state resources through products, people, tax proceeds, economic presence within state	x		Included in LEDA study

### Project Stability

ITEM	YES	NO	NOTE
27. Applicant to provide security to District for performance and implementation of project	x		
28. Applicant to provide required insurance	x		
29. Applicant to provide surety and performance bonds	x		
30. Two financial reference letters provided	x		
31. One personal reference letter provided	x		Financial reference letters also speak to the developer as a person

# CAYENNE RESIDENCES:

A Request for Funding from the Downtown Lafayette Economic Development District



*The data contained in pages 8 and exhibit letters from financial institutions that follow of the Submission have been submitted in confidence and contain trade secrets and/or privileged or confidential information and such data shall only be disclosed for evaluation purposes, provided that if a Funding Agreements is awarded to the Applicant as a result of or in connection with the submission of this Submission, the District shall have the right to use or disclose the data therein to the extent provided in the Funding Agreements. This restriction does not limit the District's right to use or disclose data obtained from any source, including the Applicant, without restrictions.*

17 February, 2022

Dear Downtown EDD Board Members,

Please find attached our application for funding of an economic development project, Cayenne, in conjunction with our private investment in Downtown Lafayette.

Cayenne will be a five-story mixed-use building with over 7,000 square feet of commercial ground floor space and 36 dwelling units. Parking will be provided behind and on the side of the building. The ground floor is over 50% glass for a better connection between the retail spaces and the street.

The project includes many improvements for the public such as drainage improvements, additional public parking, wider sidewalks and landscaping.

With construction prices on the rise, it is important more than ever to have the support of the District and the City to make the project a success. Most of the funding being asked for are reimbursements for public good. The remaining amount is to offset additional costs brought upon the project by zoning requirements.

Vermilion Lofts II, LLC is willing to enter into an agreement with the Downtown Economic Development District. Please forward any communication to 436 E. Vermilion Street, Suite 103 or call me at 337-541-1144 or email me at [stephen@sostudioarchitecture.com](mailto:stephen@sostudioarchitecture.com)

I am available to answer questions or receive comments via email or phone.

Cordially,

A handwritten signature in black ink, appearing to read 'Stephen J. Ortego', with a stylized, flowing script.

Stephen J. Ortego, AIA  
Vermilion Lofts II, LLC



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## **APPLICANT TEAM INFO**

Key Personnel, Management, Organizational information

### **Stephen Ortego, AIA**

Architect and Developer

Relevant Development Experience:

- Vermilion Lofts, Lafayette, LA
- Tetracube Lofts, Lafayette, LA

Relevant Architectural Experience :

- Vermilion Lofts, Lafayette, LA
- Tetracube Lofts, Lafayette, LA
- Enclave Development, Lafayette, LA
- Standard Title Office, Lafayette, LA
- Tunica-Biloxi Tribal Courthouse, Marksville, LA

Partners:

**Jason Guidry**

**Josh Guidry**

**Craig Ortego**

**Melissa Robichaux**

**Ken Hayes**

**Srinivas Katta**

Contractor :

Woodward Design Build

Relevant Constuction Experience :

- The Odeon at South Market, New Orleans, LA
- The Julia, New Orleans, LA
- The Standard at South Market, New Orleans, LA
- The Beacon, New Orleans, LA
- Four Seasons Hotel and Residences, New Orleans, LA
- 833 Howard Avenue, New Orleans, LA

## **APPLICANT TEAM, INFORMATION, QUALIFICATIONS, EXPERIENCE**



Stephen Ortego is the founder and principal architect of SO Studio, a multidisciplinary design firm located in downtown Lafayette. SO Studio focuses mostly on architecture, historic preservation, urban design and interiors. The firm also develops its own mixed-use projects, helping to improve the way communities live, work and play.

Before founding SO Studio, Stephen served as a member of the Louisiana House of Representatives. While a legislator, he served on the Commerce, Natural Resources, and Municipal committees. He also focused on French Immersion education, environmentally friendly initiatives, and healthcare.

Stephen is a graduate of the Tulane School of Architecture. While at Tulane, Stephen spent time in Central America where he studied tropical architecture in Guatemala and Belize through Tulane's study abroad program and built his thesis five times on the coast of Honduras.

As a developer Stephen has successfully developed several mixed-use multifamily projects including Tetracube Lofts located in Enclave, Lafayette and Vermilion Lofts located in Downtown Lafayette. Recently Stephen has teamed up with Marcel Wisznia of New Orleans to purchase and develop the former Trappey's Cannary on the banks of the Bayou Vermilion. The efforts began with placing the 14 structures on the National Register of Historic Places, creating an economic development district on the site, and ensuring that a State Cultural Products District was created for Freetown and the future Trappey Riverfront District. In the beginning of 2022 Stephen, along with his development partner, assembled a design team to create the vision plan for this development.

**IDENTIFICATION OF REQUIRED LICENSES, PERMITS AND CERTIFICATIONS TO  
PERFORM THE PROPOSED PROJECT**

See attached here current licenses firm and architect licenses for Louisiana.

NOTE - If you do not submit licenses and/or certifications, the District reserves the right to request and obtain copies of those documents prior to completion of evaluation of the Submittal.

**State of Louisiana**  
**Board of Architectural Examiners**

*The individual whose name appears on this certificate is in compliance with the provisions of the Louisiana State Board of Architectural Examiners' Licensing Law and Rules and Regulations and is duly registered and entitled to practice architecture in the State of Louisiana.*

LICENSE NO. 8436                      EXPIRES December 31, 2022

**Stephen J. Ortego, AIA**

*Frank B. Blitch*  
\_\_\_\_\_  
President

*[Signature]*  
\_\_\_\_\_  
Executive Director

*[Signature]*  
\_\_\_\_\_  
Secretary

December 28, 2021                      \$90.00  
Date                      Fee Paid

(ALL LICENSES BECOME DELINQUENT AFTER EXPIRATION DATE)



**State of Louisiana**  
**Board of Architectural Examiners**

*The firm whose name appears on this certificate is in compliance with the provisions of the Louisiana State Board of Architectural Examiners' Licensing Law and Rules and Regulations and is duly registered and entitled to practice architecture in the State of Louisiana.*

CERTIFICATE OF AUTHORITY NO. AF0426      EXPIRES June 30, 2022

**SO Studio LLC**

Paul B. Blitch      DA Lane  
President      Secretary

[Signature]  
Executive Director

June 29, 2021      \$75.00  
Date      Fee Paid

 (ALL CERTIFICATES BECOME DELINQUENT AFTER EXPIRATION DATE)

**KNOWN LITIGATION RELATED TO THE APPLICANT OR ITS AFFILIATES WITHIN THE  
LAST TEN (10) YEARS**

There have been no known litigation related to the applicants or its affiliates.

## **FINANCIAL STABILITY**

Reference letters from financial institution follows this application.

## DETAILED DESCRIPTION OF THE PROPOSED PROJECT

Cayenne Residences is building on the success of Vermilion Lofts. The building is an approximately 36,000 square feet mixed-use building. The structure is five stories; four floors of wood construction on a concrete podium. The podium, although more expensive, lends itself to more connections between the interior and exterior of the retail spaces on the ground floor. The podium also allows higher clear ceiling spaces that are at heights required by regional and national retailers.

### Requested Contribution from District

- Estimated cost of Vermilion Street drainage, sidewalks, parallel parking, landscaping, bike racks, planters, decorative metal and wood fencing and landscape lighting: \$562,995.00.
- **See attached exhibit for breakdown of construction costs by contractor.**

We are also requesting that the City participate in the following ways:

- Waive permitting fees.
- Waive LUS sewer impact fees.

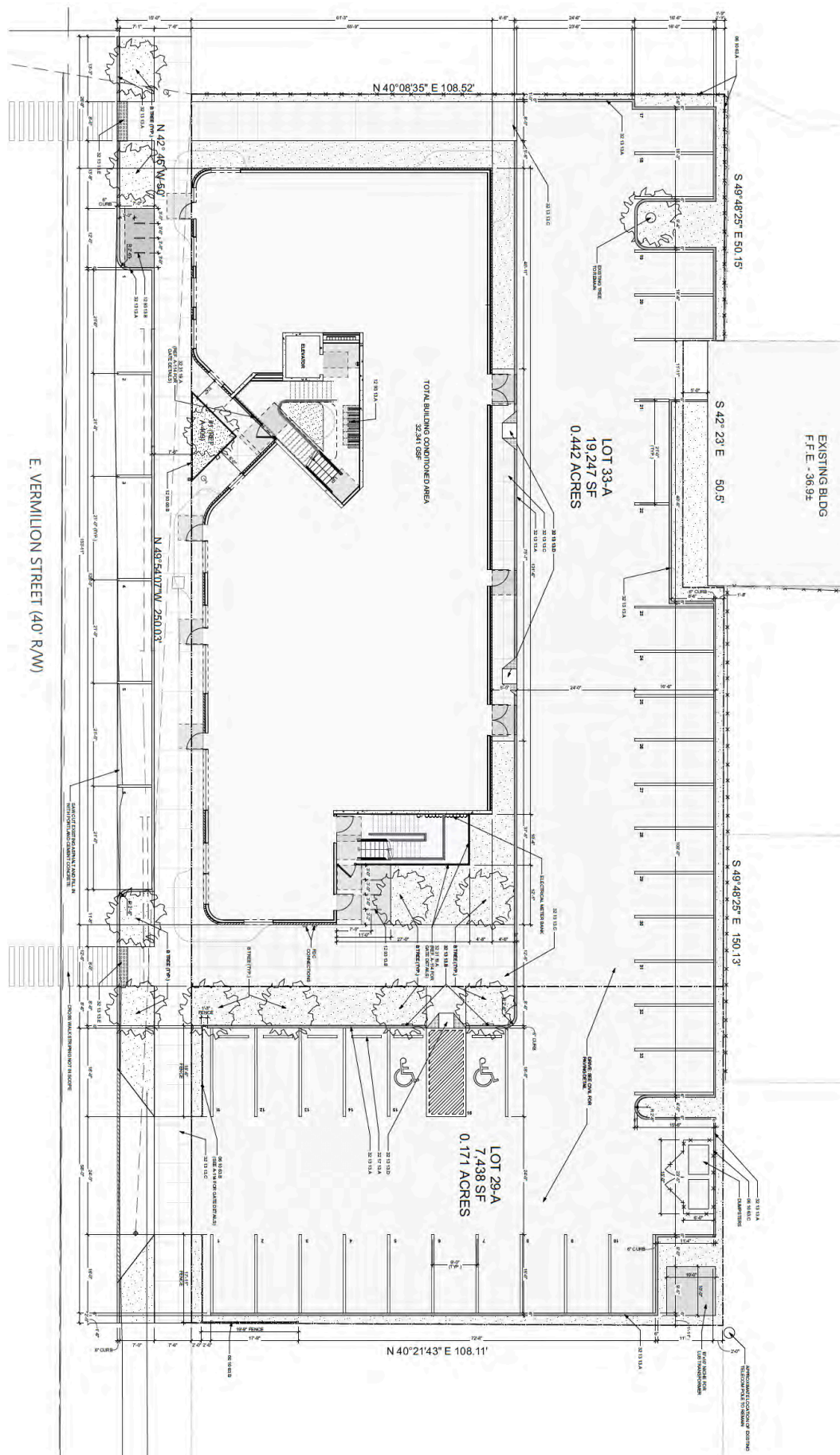
The development partners are the same partners involved in Vermilion Lofts located across the street from this proposed development however at different ownership percentages.

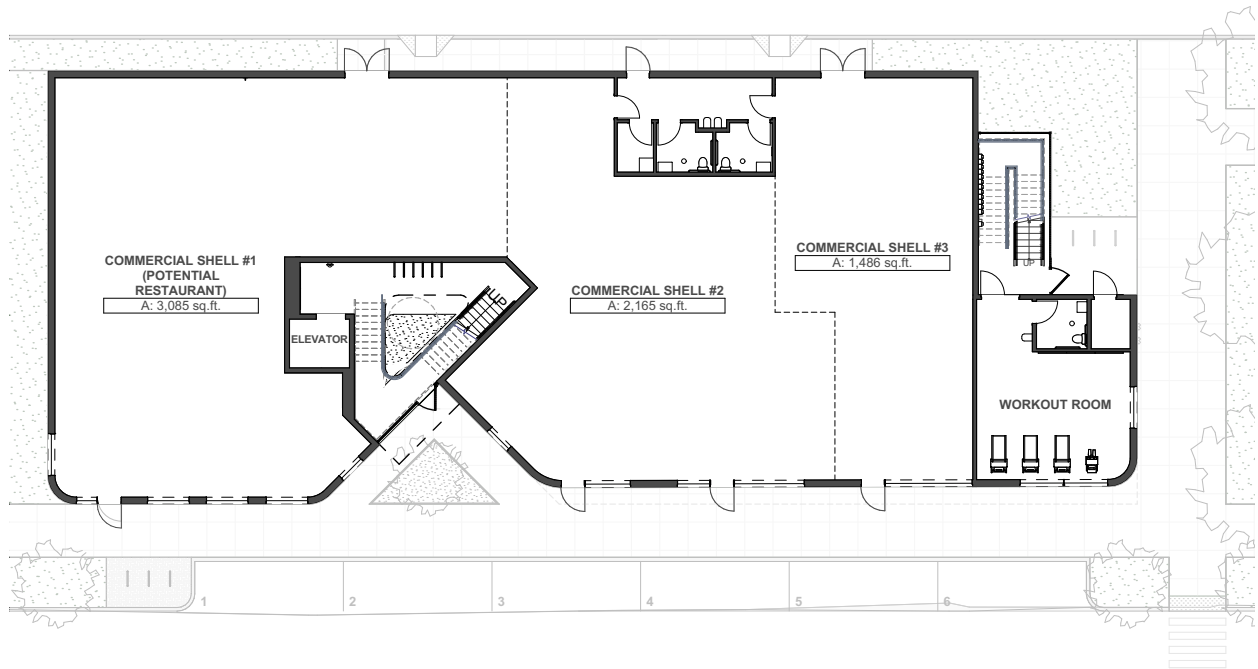
### Should include:

- (1) 411 E. Vermilion Street, parcel is approximately 110 ft deep by 250 ft. of street frontage.
- (2) Expected Total Cost of Project: \$9.5M
- (3) Dwelling Units: 36
- (4) Beds: 44
- (5) Commercial (Retail or Office) Space: approximately 7,200 square feet.

Our group would like to be reimbursed at the time of the road, sidewalk, drainage, parallel parking completion (approx. \$350,000.00) and the balance at the reimbursement at the time of a certificate of occupancy for the residential portion of the building.







## LAFAYETTE & CONGRESS

FIRST FLOOR  
1/16" = 1'-0"





**(B-2) 1 BED / 1 BATH**  
670 SQ.FT.



**(C-1) STUDIO**  
490 SQ.FT.



**(B-3) 1 BED / 1 BATH**  
670 SQ.FT.



**(B-4) 1 BED / 1 BATH**  
713 SQ.FT.



**(A-1) 2 BED / 2 BATH**  
1,171 SQ.FT.



**(B-1) 1 BED / 1 BATH**  
634 SQ.FT.



**(A-2) 2 BED / 2 BATH**  
1,160 SQ.FT.

## HOW THE PROPOSED PROJECT ACHIEVES DISTRICT OBJECTIVES

The project will meet the following District objectives set forth by exhibit B of the project selection process on December 9, 2021:

### **Tier I:**

Construct, design new sidewalks and lighting improvements. These sidewalks will more than meet the required zoning for Vermilion Street which is categorized as an “A” street. Currently the sidewalk is only 4 feet wide and the new sidewalk will have a nine to ten foot path clearance. The design also includes several curb extensions with trees.

The project includes a rainwater garden on the side of the new building, meeting the goal of creating low impact, green infrastructure.

Bicycle storage racks are included for the public and covered bicycle storage is included for residents’ use.

Landscaping on the street as well as on the sides are provided.

The design includes seven new parallel parking spaces with covered open ditches.

The design improves drainage on Vermilion Street.

### **Tier III:**

Constructs residences for Downtown.

## ANALYSIS OF REQUIRED ECONOMIC BENEFITS

### LEDA Economic Impact Analysis Report

1/27/2022

**Project Name:** Cayenne Lofts  
**Project Location:** Downtown Lafayette  
**Project Owner:** Stephen Ortego  
**Project Description:** Cayenne Lofts will be a mixed use development with 36 apartment units and more than 7,000 square feet of commercial space, anticipated to be utilized by a restaurant, boutique and hair salon.

Economic Impact				
Construction Impact	Output	Earnings	Employment	Value-Added (GDP)
Direct Impact	\$8,100,000	\$2,378,419	40	—
Indirect Impact	\$2,556,360	\$531,101	9	—
<b>TOTAL IMPACT</b>	<b>\$10,656,360</b>	<b>\$2,909,520</b>	<b>49</b>	<b>\$5,875,740</b>
Employment Impact	Output	Earnings	Employment	Value-Added (GDP)
Direct Impact	\$2,246,573	\$612,602	28	—
Indirect Impact	\$668,353	\$149,802	3	—
<b>TOTAL IMPACT</b>	<b>\$2,914,926</b>	<b>\$762,404</b>	<b>31</b>	<b>\$1,762,596</b>
Combined Impact	Output	Earnings	Employment	Value-Added (GDP)
Direct Impact	\$10,346,573	\$2,991,021	68	—
Indirect Impact	\$3,224,713	\$680,903	13	—
<b>TOTAL IMPACT</b>	<b>\$13,571,286</b>	<b>\$3,671,924</b>	<b>81</b>	<b>\$7,638,336</b>

Annual Fiscal Impact				
Revenues	Louisiana	Parish	City	DDA
Income Tax	\$63,858	—	—	—
Sales Tax	\$132,892	\$49,648	\$41,971	—
Property Tax	—	\$52,074	\$10,914	\$9,000
<b>Total Tax</b>	<b>\$196,750</b>	<b>\$101,722</b>	<b>\$52,885</b>	<b>\$9,000</b>
<b>Total</b>	<b>\$360,357</b>			

**Summary:** Based on the given data, the economic impact of Project Cayenne Lofts is more than \$13.5 million and will support 81 new jobs in Lafayette Parish, directly and indirectly. This project will attract around 52 new residents to Downtown Lafayette and based on estimated personal income and expenditures they will bring more than \$526,000 in spending opportunity for food, apparel, entertainment and more. Also to note, with an estimated property value of \$4 million, the fiscal revenue generated from this development is estimated at more than \$360,000 annually. See impact charts above for more detail.

**Methodology:** LEDA utilizes RIMS II economic multipliers to calculate economic impact analyses. These multipliers are tabulated specifically for Lafayette Parish and are produced by the U.S. Bureau of Economic Analysis. All figures are best estimates based on industry standards.

Disclaimer and Limitation of Liability: The information provided is for general guidance only. Recipients of this information are strongly advised to consult a licensed and/or certified professional. Recipients should rely on their own judgments and conclusions along with those of their own licensed and/or certified professional before making any decisions. While efforts have been made to ensure the accuracy and completeness of the information at the time it was provided, LEDA takes no responsibility and assumes no liability for any error, assumptions, omission and/or inaccuracy of the information. This information cannot be used as a base for any claim, demand or cause of action. LEDA is not responsible for any loss and/or damages incurred by the requestor and/or any third party using this information.



## **INNOVATIVE COMPONENTS AND SUSTAINABILITY OF THE PROPOSED PROJECT**

The project includes innovative ways to handle rainwater and a structural system that allows for more connectivity between the street and interior or retail spaces. The project also greets the urban wall with activity from the workout room for residences and will be the first multi-family project in Lafayette with a roof terrace downtown for use by residents.



## **PERFORMANCE SECURITY, INSURANCE, SURETY AND PERFORMANCE BONDS**

**Builder's Risk** will be purchased for the project at time of groundbreaking.

A **Performance Bond** will be purchased for the project at the time of groundbreaking.

The contractor for the project is Woodward Design Build who has extensive experience in multi-family and mixed-use projects, including several podium construction types.



## PROPOSED PROJECT SCHEDULE

February 2022 – Permitting and final financing

March 2022 – Break ground on construction

March 2023 – Official opening of building



## **APPLICANT'S REFERENCES AND LETTERS**

Reference letters from lenders follow this application.



February 1, 2022

Downtown Economic Development District Board:

Please accept this letter on Behalf of The First National Bank of Jeanerette in support of Stephen Ortego, Vermillion Lofts II and his partners with the proposed new project Cayenne Residences. We are an active lender in the Vermillion Lofts II and hold the mortgage on the site of the proposed development. Mr. Ortego is very hands on and detail which ultimately leads to the success of their projects. We are very excited to be participating in the financing for the new project. Based on our experience with Mr. Ortego and his partners, we have every confidence that The Cayenne Residence will not only be successful but a great addition to Downtown Lafayette. We applaud the dedication of the Cayenne Residence Development group and are looking forward it being an active participant.

Sincerely,



Damon Miguez  
President & CEO

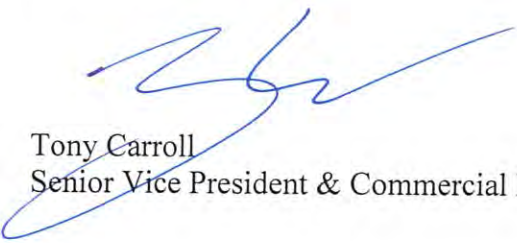


January 18, 2022

To Whom It May Concern:

Please accept this letter as a sign of my support for Stephen Ortego and his partners in the new proposed Cayenne project that will be located in close proximity to his Vermilion Lofts project. I worked with Mr. Ortego and his partners as a financing partner for the construction loan and currently the term loan for the Vermilion Lofts project. It was a pleasure working with Mr. Ortego, as he was hands on with the project and honored all of his obligations from beginning till the end. The project was very successful and I know he will be successful in the completion of the Cayenne project with the support of his partners, FM Bank and his peers. I am fully supportive of this new endeavor and am currently working with Mr. Ortego on the financing piece for the project.

Sincerely yours



Tony Carroll  
Senior Vice President & Commercial Lender

<b>Project name</b>	P24553 Cayenne Lofts EDD Estimate 22.02.16
<b>Estimator</b>	Nick Tzerefos
<b>Labor rate table</b>	Standard
<b>Equipment rate table</b>	Standard
<b>Job size</b>	38615 SF
<b>Report format</b>	Sorted by 'Wk Pkg/Phase' 'Detail' summary Allocate addons

	Phase	Description	Takeoff Quantity	Grand Total Unit Price	Grand Total
1		<b>EDD</b>			
2	<b>08-41-05</b>	<b>ENTRANCES &amp; STOREFRONTS</b>			
3		Storefront Bid (14' Curtainwall)	1,120.00 sf	109.56	122,708
4		Alum. Storefront Anodized Fin. Sub /sf	1,120.00 sf	0.00	1
5		Alum. Entrance Doors Sub /ea	5.00 ea	0.00	0
6		Storefront Door Hardware Allowance /ea	5.00 ea	0.00	0
		<b>ENTRANCES &amp; STOREFRONTS</b>	<b>38,615.00 SF</b>	<b>3.18</b>	<b>122,709</b>
7	<b>12-92-05</b>	<b>CUSTOM PLANTERS</b>			
8		Tournsol Planters & Benches	1.00 allow.	5,061.77	5,062
		<b>CUSTOM PLANTERS</b>	<b>38,615.00 SF</b>	<b>0.13</b>	<b>5,062</b>
9	<b>12-93-05</b>	<b>SITE FURNISHINGS</b>			
10		Bike Rack	6.00 ea	320.61	1,924
		<b>SITE FURNISHINGS</b>	<b>38,615.00 SF</b>	<b>0.05</b>	<b>1,924</b>
11	<b>26-05-05</b>	<b>ELECTRICAL</b>			
12		Site Electrical Sub / sf	2,500.00 sf	19.54	48,842
		<b>ELECTRICAL</b>	<b>38,615.00 SF</b>	<b>1.26</b>	<b>48,842</b>
13	<b>31-23-16</b>	<b>EXCAVATION</b>			
14		Earthwork Bid	1.00 ls	29,319.84	29,320
		<b>EXCAVATION</b>	<b>38,615.00 SF</b>	<b>0.76</b>	<b>29,320</b>
15	<b>32-13-13</b>	<b>CONCRETE PAVING</b>			
16		Sidewalk Bid	4,700.00 sf	3.96	18,627
		<b>CONCRETE PAVING</b>	<b>38,615.00 SF</b>	<b>0.48</b>	<b>18,627</b>
17	<b>32-17-23</b>	<b>PAVEMENT MARKINGS</b>			
18		Striping Bid	1.00 ls	624.62	625
		<b>PAVEMENT MARKINGS</b>	<b>38,615.00 SF</b>	<b>0.02</b>	<b>625</b>
19	<b>32-31-19</b>	<b>DECORATIVE METAL FENCES &amp; GATES</b>			
20		Metal Panel Fence /sf	1.00 ls	38,389.94	38,390
21		Metal Panel Fence Install (Crew of 4 for 3 days)	96.00 hr	38.02	3,650
		<b>DECORATIVE METAL FENCES &amp; GATES</b>	<b>38,615.00 SF</b>	<b>1.09</b>	<b>42,040</b>
22	<b>32-31-29</b>	<b>WOOD FENCES &amp; GATES</b>			
23		3'-6" Wood Fence	57.00 lf	15.19	866
		<b>WOOD FENCES &amp; GATES</b>	<b>38,615.00 SF</b>	<b>0.02</b>	<b>866</b>
24	<b>32-90-05</b>	<b>LANDSCAPING</b>			
25		Landscape Bid	1.00 ls	39,883.77	39,884
		<b>LANDSCAPING</b>	<b>38,615.00 SF</b>	<b>1.03</b>	<b>39,884</b>
26	<b>33-41-13</b>	<b>STORM DRAINAGE</b>			
27		Storm Drainage Bid	1.00 ls	67,348.94	67,349
28		15" Reinforced Conc.Pipe - Sub	168.00 lf	0.00	0
29		18" Reinforced Conc. Arch Pipe - Sub	124.00 lf	0.00	0
30		8" PVC Pipe - Sub	79.00 lf	0.00	0
31		12" PVC Pipe - Sub	251.00 lf	0.00	0
32		Precast Concrete Catch Basin	8.00 ea	0.00	0
		<b>STORM DRAINAGE</b>	<b>38,615.00 SF</b>	<b>1.74</b>	<b>67,349</b>
		<b>EDD</b>	<b>38,615.00</b>	<b>9.77</b>	<b>377,246</b>

### Estimate Totals

Description	Amount	Totals	Rate	of Total	
Labor	3,650			0.65%	
<b>Subtotal Labor with Burden</b>	<b>3,650</b>	<b>3,650</b>		<b>0.65%</b>	<b>0.65%</b>
Material	39,706			7.05%	
Equipment					
<b>Subtotal Mat &amp; Equip with Tax</b>	<b>39,706</b>	<b>43,356</b>		<b>7.05%</b>	<b>7.70%</b>
Subcontract	333,890			59.31%	
Other					
<b>Subtotal</b>	<b>333,890</b>	<b>377,246</b>		<b>59.31%</b>	<b>67.01%</b>
OCP Liability Insurance					
Builders Risk	45,000			7.99%	
Sub Risk Management	1,484		0.450 %	0.26%	
General Liability	5,297		1.250 %	0.94%	
P & P Bond	3,941			0.70%	
<b>Insurance &amp; Bond Subtotal</b>	<b>55,722</b>	<b>432,968</b>		<b>9.90%</b>	<b>76.90%</b>
General Conditions By %	34,637		8.000 %	6.15%	
Building Permit	1,695		3.010 %	0.30%	
Contingency	21,648		5.000 %	3.85%	
<b>Subtotal</b>	<b>57,980</b>	<b>490,948</b>		<b>10.30%</b>	<b>87.20%</b>
Fee	49,095		10.000 %	8.72%	
<b>Total Construction Cost</b>	<b>49,095</b>	<b>540,043</b>		<b>8.72%</b>	<b>95.92%</b>
Design Fee	22,952		4.250 %	4.08%	
	<b>22,952</b>	<b>562,995</b>		<b>4.08%</b>	<b>100.00%</b>
<b>Total</b>		<b>562,995</b>			



# EXHIBIT B

DESCRIPTION		Takeoff Quantity	Unit	Unit Price	TOTAL requested by Applicant	Potential Eligibility?	Potentially Eligible Costs
<b>POTENTIALLY ELIGIBLE, NEED RELATED SOFT COST INFORMATION</b>							
<b>Custom Planters</b>		See Attachment A for location					
Revised Proposal/	Tournesol Planters at Main Entrance Zone B	83	sf	60.99	\$5,062	Zone B	\$5,062
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$22.78		\$23
Soft Costs	General Liability	1.25%		% of shaded	\$63.28		\$63
Soft Costs	P&P Bond	0.70%		% of shaded	\$35.44		\$35
Soft Costs	General Conditions	8%		% of shaded	\$404.97		\$405
Soft Costs	Building Permit	0.30%		% of shaded	\$15.19		\$15
Soft Costs	Contingency	5%		% of shaded	\$253.11		\$253
Soft Costs	Fee	10%		% of shaded	\$506.22		\$506
Soft Costs	Design Fee	4.25%		% of shaded	\$215.14		\$215
<b>Custom Planters Total</b>							<b>\$6,578</b>
Tier 1 Project List: "Design, Replace, Renovate and/or Construct Landscaping / Hardscaping (additional plantings, rain gardens, irrigation, adding hose connections) within streetscape areas." "Design, Replace, and/or Construct landscaping and/or planters along sidewalks and in parks in Downtown."							
FOLLOWUP NOTE: Eligible because the planters and benches are located along the sidewalks and streetscape areas.							
<b>Site Furnishings</b>		See Attachment A for location and quantities					
Revised Proposal/	Bike Racks in Zone A	3	ea	320.61	\$962	Zone A	\$962
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$4.33		\$4
Soft Costs	General Liability	1.25%		% of shaded	\$12.02		\$12
Soft Costs	P&P Bond	0.70%		% of shaded	\$6.73		\$7
Soft Costs	General Conditions	8%		% of shaded	\$76.95		\$77
Soft Costs	Building Permit	0.30%		% of shaded	\$2.89		\$3
Soft Costs	Contingency	5%		% of shaded	\$48.09		\$48
Soft Costs	Fee	10%		% of shaded	\$96.18		\$96
Soft Costs	Design Fee	4.25%		% of shaded	\$40.88		\$41
<b>Zone A Bike Racks Total</b>							<b>\$1,250</b>
Revised Proposal/	Bike Racks in Zone B	3	ea	320.61	\$962	Zone B	\$962
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$4.33		\$4
Soft Costs	General Liability	1.25%		% of shaded	\$12.02		\$12
Soft Costs	P&P Bond	0.70%		% of shaded	\$6.73		\$7
Soft Costs	General Conditions	8%		% of shaded	\$76.95		\$77
Soft Costs	Building Permit	0.30%		% of shaded	\$2.89		\$3
Soft Costs	Contingency	5%		% of shaded	\$48.09		\$48
Soft Costs	Fee	10%		% of shaded	\$96.18		\$96
Soft Costs	Design Fee	4.25%		% of shaded	\$40.88		\$41
<b>Zone B Bike Racks Total</b>							<b>\$1,250</b>
Tier 1 Project List: Design, Renovate and/or Construct streetscaping improvements to include signage, bicycle storage racks and/or corrals or striping, and shared mobility storage racks bicycle storage racks and/or corrals or striping, and shared mobility storage racks, and/or corrals or striping." "Design, Renovate and/or Construct gateway and safety improvements for increasing pedestrian and bicycle connectivity to adjacent neighborhoods."							
<b>Pavement Markings*</b>		See Attachment A: Parking striping includes parking lines as well as the painting of the street curb*					
Revised Proposal/	Striping bid a street curb for Zone A	266	lf	2.35	\$625	Zone A	\$617
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$2.81		\$3
Soft Costs	General Liability	1.25%		% of shaded	\$7.81		\$8
Soft Costs	P&P Bond	0.70%		% of shaded	\$4.38		\$4
Soft Costs	General Conditions	8%		% of shaded	\$50.01		\$50
Soft Costs	Building Permit	0.30%		% of shaded	\$1.88		\$2
Soft Costs	Contingency	5%		% of shaded	\$31.26		\$31
Soft Costs	Fee	10%		% of shaded	\$62.51		\$63
Soft Costs	Design Fee	4.25%		% of shaded	\$26.57		\$27
<b>Zone A Pavement Markings Total</b>							<b>\$804</b>
NOTE: all striping appears to be in Zone A							
Tier 1 Project List: Design, Renovate and/or Construct streetscaping improvements to include signage, bicycle storage racks and/or corrals or striping, and shared mobility storage racks bicycle storage racks and/or corrals or striping, and shared mobility storage racks, and/or corrals or <b>striping</b> ." "Design, Renovate and/or Construct gateway and safety improvements for increasing <b>pedestrian</b> and bicycle connectivity to adjacent neighborhoods."							
<b>Wood Fences and Gates</b>		See Attachment B for locations and details					



Revised Proposal	3'-6" wood fence adjacent to public right of way	57	lf	\$15.19	<b>\$866</b>	Zone B (borders the public right of way)	\$855
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$3.90		\$4
Soft Costs	General Liability	1.25%		% of shaded	\$10.82		\$11
Soft Costs	P&P Bond	0.70%		% of shaded	\$6.06		\$6
Soft Costs	General Conditions	8%		% of shaded	\$69.27		\$69
Soft Costs	Building Permit	0.30%		% of shaded	\$2.60		\$3
Soft Costs	Contingency	5%		% of shaded	\$43.29		\$43
Soft Costs	Fee	10%		% of shaded	\$86.58		\$87
Soft Costs	Design Fee	4.25%		% of shaded	\$36.80		\$37
<b>Zone B Wood Picket Fence Total</b>							<b>\$1,114</b>
NOTE: wood fencing appears to be located in Zone B, bordering public right of way							
Tier 1 Project List: "Design, Replace, Renovate and/or Construct <b>Landscaping / Hardscaping</b> (additional plantings, rain gardens, irrigation, adding hose connections) <b>within streetscape areas.</b> "							
"Design, Replace, and/or Construct landscaping and/or planters along sidewalks and in parks in Downtown."							
FOLLOWUP NOTE: Eligible because wooden fences hardscape located along the sidewalks and streetscape areas.							

POTENTIALLY ELIGIBLE DEPENDING ON LOCATION AND TYPE OF INFRASTRUCTURE							
<b>Electrical</b>							
Revised Proposal	Zone A - UP light fixtures in landscaping	2	ea	\$105.00	\$210	UP Lighting - associated with streetscape	\$210
Revised Proposal	*Zone A - Electrical raceways, wires and connections	500	sf	\$18.88	\$9,440	total is less fixture cost ---->	\$9,440
	<b>Zone A Electrical Sub Total</b>				<b>\$9,650.00</b>		
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$43.43		\$43
Soft Costs	General Liability	1.25%		% of shaded	\$120.63		\$121
Soft Costs	P&P Bond	0.70%		% of shaded	\$67.55		\$68
Soft Costs	General Conditions	8%		% of shaded	\$772.00		\$772
Soft Costs	Building Permit	0.30%		% of shaded	\$28.95		\$29
Soft Costs	Contingency	5%		% of shaded	\$482.50		\$483
Soft Costs	Fee	10%		% of shaded	\$965.00		\$965
Soft Costs	Design Fee	4.25%		% of shaded	\$410.13		\$410
<b>Zone A Electrical Sub Total</b>							<b>\$12,540</b>
* All electrical costs associated with this line item includes trenching (approximately 360 lf), conduit (360 lf), pull boxes (2), elbows (5), wire (1,080 lf) and labor to install and connect.							
Revised Proposal	Zone B - UP light fixtures in landscaping	8	ea	\$105.00	\$840	UP Lighting - associated with streetscape	\$840
Revised Proposal	*Zone B - Electrical raceways, wires and connections	2,000	sf	\$18.98	\$37,960	total is less fixture cost ---->	\$37,960
	<b>Zone B Electrical Sub Total</b>				<b>\$38,800.00</b>		
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$174.60		\$175
Soft Costs	General Liability	1.25%		% of shaded	\$485.00		\$485
Soft Costs	P&P Bond	0.70%		% of shaded	\$271.60		\$272
Soft Costs	General Conditions	8%		% of shaded	\$3,104.00		\$3,104
Soft Costs	Building Permit	0.30%		% of shaded	\$116.40		\$116
Soft Costs	Contingency	5%		% of shaded	\$1,940.00		\$1,940
Soft Costs	Fee	10%		% of shaded	\$3,880.00		\$3,880
Soft Costs	Design Fee	4.25%		% of shaded	\$1,649.00		\$1,649
<b>Zone B Electrical Total</b>							<b>\$50,421</b>
* All electrical costs associated with this line item includes trenching (approximately 180 lf), conduit ( 180 lf), pull boxes (2), elbows (7), wire (720 lf) and labor to install and connect.							
<b>Excavation</b>							
Revised Proposal	*Zone A Earthwork, site prep	5653	sf	\$3.46	<b>\$19,548</b>		\$19,548
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$87.97		\$88
Soft Costs	General Liability	1.25%		% of shaded	\$244.35		\$244
Soft Costs	P&P Bond	0.70%		% of shaded	\$136.84		\$137
Soft Costs	General Conditions	8%		% of shaded	\$1,563.85		\$1,564
Soft Costs	Building Permit	0.30%		% of shaded	\$58.64		\$59
Soft Costs	Contingency	5%		% of shaded	\$977.40		\$977
Soft Costs	Fee	10%		% of shaded	\$1,954.81		\$1,955
Soft Costs	Design Fee	4.25%		% of shaded	\$830.79		\$831
<b>Zone A Excavation Total</b>							<b>\$25,403</b>
* Excavation costs include demolition of the existing side walk (concrete cutting of existing sidewalk at neighbor's property line), steel edge, ditch, culverts and removal of spoils from site. Need to dewater the local soil and add fill and do rough and fine grading to prep the area for the new sidewalk and storm drainage.							
Revised Proposal	*Zone B Earthwork, site prep	2896	sf	\$3.38	<b>\$9,774</b>		\$9,774
Soft Costs	Sub Risk Management	0.45%		% of shaded	\$43.98		\$44
Soft Costs	General Liability	1.25%		% of shaded	\$122.18		\$122
Soft Costs	P&P Bond	0.70%		% of shaded	\$68.42		\$68
Soft Costs	General Conditions	8%		% of shaded	\$781.92		\$782
Soft Costs	Building Permit	0.30%		% of shaded	\$29.32		\$29

Soft Costs	Contingency	5%	% of shaded	\$488.70		\$489
Soft Costs	Fee	10%	% of shaded	\$977.40		\$977
Soft Costs	Design Fee	4.25%	% of shaded	\$415.40		\$415
					Zone B Excavation Total	\$12,701

\* Excavation costs include demolition of the existing side walk (concrete cutting of existing sidealk at neighbor's property line), steet edge, ditch, culverts, lime stone, tree removal, and removal of spoils from site.  
Need to dewater the local soil and add fill and do rough and fine grading to prep the area for the new sidewalk and storm drainage.

NOTE: Not possible to determine from information where the proposed earthwork is happening and how much of that work is associated with potentially eligible infrastructure

NOTE: Only eligible to the extent associated with Tier 1 eligible items - SO FOR EACH LINE ITEM IDENTIFY WHICH TIER 1 PROJECT THIS EARTHWORK MAKES POSSIBLE

Please confirm that the only earthwork that will be reimbursed will be located in Zone A / the public right of way. Asking because the drainage site plan has the following note: "EXCAVATION

FOLLOWUP NOTE: INCLUDED FOR DRAINAGE IMPROVEMENTAND PUBLIC RIGHT-OF-WAY." That note seems to indicate that the excavation is located in both Zone A and Zone B.

#### Concrete Paving

Revised Proposal	*Zone A Sidewalk concrete paving	2460	sf	\$4.87	\$11,988	\$11,988
Soft Costs	Sub Risk Management	0.45%	% of shaded	\$53.94	\$54	
Soft Costs	General Liability	1.25%	% of shaded	\$149.84	\$150	
Soft Costs	P&P Bond	0.70%	% of shaded	\$83.91	\$84	
Soft Costs	General Conditions	8%	% of shaded	\$959.01	\$959	
Soft Costs	Building Permit	0.30%	% of shaded	\$35.96	\$36	
Soft Costs	Contingency	5%	% of shaded	\$599.38	\$599	
Soft Costs	Fee	10%	% of shaded	\$1,198.76	\$1,199	
Soft Costs	Design Fee	4.25%	% of shaded	\$509.47	\$509	
					<b>Zone A Concrete Paving Total</b>	<b>\$15,578</b>

\*All concrete paving included in this pricing is the square footage in Zone A, all other site paving is included in the Base Bid for the main project.

Tier 1 Project List: "Design, Renovate and/or Construct gateway and safety improvements for increasing pedestrian and bicycle connectivity to adjacent neighborhoods."  
Design, Renovate, and/or Construct existing and new sidewalk and street lighting improvements to support the safety, walkability and economic development of the Downtown

#### Landscaping

Revised Proposal	Zone A Landscaping - New Trees	4	ea	\$1,200.00	\$4,800	\$4,800
Revised Proposal	Zone A Landscaping - New Sod	880	sf	\$4.00	\$3,520	\$3,520
Revised Proposal	Zone A Landscaping - Soil grading & prep	5654	sf	\$2.68	\$15,141	\$15,141
Revised Proposal	Zone A Landscaping - Cross walk bumpers/stripping	250	sf	\$12.50	\$3,125	\$3,125
Revised Proposal	Zone A Landscaping - Sub Total				<b>\$26,586</b>	<b>\$26,586</b>
Soft Costs	Sub Risk Management	0.45%	% of shaded	\$119.64	\$120	
Soft Costs	General Liability	1.25%	% of shaded	\$332.33	\$332	
Soft Costs	P&P Bond	0.70%	% of shaded	\$186.10	\$186	
Soft Costs	General Conditions	8%	% of shaded	\$2,126.91	\$2,127	
Soft Costs	Building Permit	0.30%	% of shaded	\$79.76	\$80	
Soft Costs	Contingency	5%	% of shaded	\$1,329.32	\$1,329	
Soft Costs	Fee	10%	% of shaded	\$2,658.64	\$2,659	
Soft Costs	Design Fee	4.25%	% of shaded	\$1,129.92	\$1,130	
					<b>Zone A Landscaping Total</b>	<b>\$34,549</b>

Revised Proposal	Zone B Landscaping - New Trees	3	ea	\$1,200.00	\$3,600	\$3,600
Revised Proposal	Zone B Landscaping - New Sod	1259	sf	\$4.00	\$5,036	\$5,036
Revised Proposal	Zone B Landscaping - Soil grading & prep	1738	sf	\$2.68	\$4,658	\$4,658
Revised Proposal	Zone B Landscaping - Sub Total				<b>\$13,294</b>	<b>\$13,294</b>
Soft Costs	Sub Risk Management	0.45%	% of shaded	\$59.82	\$60	
Soft Costs	General Liability	1.25%	% of shaded	\$166.17	\$166	
Soft Costs	P&P Bond	0.70%	% of shaded	\$93.06	\$93	
Soft Costs	General Conditions	8%	% of shaded	\$1,063.51	\$1,064	
Soft Costs	Building Permit	0.30%	% of shaded	\$39.88	\$40	
Soft Costs	Contingency	5%	% of shaded	\$664.69	\$665	
Soft Costs	Fee	10%	% of shaded	\$1,329.38	\$1,329	
Soft Costs	Design Fee	4.25%	% of shaded	\$564.99	\$565	
					<b>Zone B LandscapingTotal</b>	<b>\$17,275</b>

#### PLEASE IDENTIFY:

#### PROVIDE COST DETAIL

missing info Cost of Landscaping located outside of both Zone A and Zone B 2049 sf 6 \$ 12,294 No landscape sought for non-zone areas

NOTE: Only eligible to the extent associated with Tier 1 eligible items

FOLLOWUP NOTE: There is landscaping costs at the rear of the parking lot, however those costs are in the base bid and not a part of this EDD pricing.

Tier 1 Project List: "Design, Replace, Renovate and/or Construct Landscaping / Hardscaping (additional plantings, rain gardens, irrigation, adding hose connections) within streetscape areas."

"Design, Replace, and/or Construct landscaping and/or planters along sidewalks and in parks in Downtown."

Storm Drainage								
Revised Proposal	15" Reinforced Conc Pipe - LOCATED IN Zone A	168	lf	145	\$	24,360		
	18" Reinforced Conc Pipe - LOCATED IN Zone A	124	lf	181	\$	22,444		
	Precast Concrete Catch Basins located in Zone A	4	ea	1750	\$	7,000		
	Zone A Storm Drainage Sub Total					\$53,804		\$53,804
	Soft Costs	Sub Risk Management	0.45%		% of shaded	\$242.12		\$242
	Soft Costs	General Liability	1.25%		% of shaded	\$672.55		\$673
	Soft Costs	P&P Bond	0.70%		% of shaded	\$376.63		\$377
	Soft Costs	General Conditions	8%		% of shaded	\$4,304.32		\$4,304
	Soft Costs	Building Permit	0.30%		% of shaded	\$161.41		\$161
	Soft Costs	Contingency	5%		% of shaded	\$2,690.20		\$2,690
	Soft Costs	Fee	10%		% of shaded	\$5,380.40		\$5,380
	Soft Costs	Design Fee	4.25%		% of shaded	\$2,286.67		\$2,287
	Zone A Storm Drainage Total							\$69,918
	Revised Proposal	8" PVC Pipe - LOCATED IN Zone B	40	lf	55.5	\$	2,220	
12" PVC Pipe - LOCATED IN Zone B		103	lf	85	\$	8,755		
Precast Concrete Catch Basins located in Zone B		1	ea	1750	\$	1,750		
Zone B Storm Drainage Sub Total					\$12,725		\$12,725	
Soft Costs		Sub Risk Management	0.45%		% of shaded	\$57.26		\$57
Soft Costs		General Liability	1.25%		% of shaded	\$159.06		\$159
Soft Costs		P&P Bond	0.70%		% of shaded	\$89.08		\$89
Soft Costs		General Conditions	8%		% of shaded	\$1,018.00		\$1,018
Soft Costs		Building Permit	0.30%		% of shaded	\$38.18		\$38
Soft Costs		Contingency	5%		% of shaded	\$636.25		\$636
Soft Costs		Fee	10%		% of shaded	\$1,272.50		\$1,273
Soft Costs		Design Fee	4.25%		% of shaded	\$540.81		\$541
Zone B Storm Drainage Total							\$16,536	
NOTE: The infrastructure location provided shows that some drainage infrastructure is located in the public right of way and will be presumably dedicated for public maintenance. Some infrastructure								
FOLLOWUP NOTE: There is additional storm drainage that is included in the rear parking lot that is not a part of this EDD pricing.								
Tier 1 Project List: Design, Renovate and/or Construct existing and/or new drainage, low impact design, green infrastructure, and storm water management improvements.								

Storm Drainage / Water Retention @ Zone C					See Attachment C for locations and details			
Revised Proposal	Zone C Earthwork, site prep, back fill, grading	12820	sf	\$3.46	\$44,332		\$44,332	
Revised Proposal	Zone C Parking Lot Paving	12820	sf	\$8.00	\$102,560		\$102,560	
Revised Proposal	12" PVC Pipe - LOCATED IN Zone C	140	lf	85	\$ 11,900			
	Precast Concrete Catch Basins located in Zone A	2	ea	1750	\$ 3,500			
	Zone A Storm Drainage Sub Total				\$162,292		\$162,292	
	Soft Costs	Sub Risk Management	0.45%	% of shaded	\$730.31		\$730	
	Soft Costs	General Liability	1.25%	% of shaded	\$2,028.64		\$2,029	
	Soft Costs	P&P Bond	0.70%	% of shaded	\$1,136.04		\$1,136	
	Soft Costs	General Conditions	8%	% of shaded	\$12,983.32		\$12,983	
	Soft Costs	Building Permit	0.30%	% of shaded	\$486.87		\$487	
	Soft Costs	Contingency	5%	% of shaded	\$8,114.58		\$8,115	
	Soft Costs	Fee	10%	% of shaded	\$16,229.16		\$16,229	
	Soft Costs	Design Fee	4.25%	% of shaded	\$6,897.39		\$6,897	
						Zone C Storm Drainage/Water Retention Total		\$210,898
	Exterior Parking Lot will be used to detain rainwater from entering into the city system and will release water at a slower rate than currently on the lots. This will be done through a system of innovative green infrastructure utilizing underground pipes, parking lot curbs, and a rainwater garden to detain this water. The rainwater garden is seen by the public and is another teaching tool							
FOLLOWUP NOTE: for smart infrastructure.								
Tier 1 Project List: Design, Renovate and/or Construct existing and/or new drainage, low impact design, green infrastructure, and storm water management improvements.								
Total EDD Requested Funds including Soft Costs								

SOFT COST ASSUMPTIONS		Requested Amt/Rate	Eligible
Only insurance costs tied directly to eligible construction are eligible. Inclusion on this list does not imply eligibility. The purpose of this section is to provide more detail on what soft costs Applicant			
NOTE: is requesting so that eligibility can be determined.			
Sub Risk Management		0.45%	Applies to subcontractor bonds that applies to subcontract values, these bonds protect both General Contractor and Owner in the event a sub would default.
General Liability		1.25%	Applied to value of construction estimate with the covered parties being contractor and owner.
P&P Bond		3,941	Based on General Contractors payment and performance bonding rate, this covers the owner and lender in the event the contractor defaults.

	General Conditions	8%	This rate includes project oversight, site facilities, and safety requirements
	Building Permit	\$1,695	Based on a percentage of the project
	Contingency	5%	This rate is applied in the event of a scope change or major market correction
	Fee	10%	This is the contractor's fee to perform
	Design Fee	4.25%	This fee is carried in the event future design is required to meet any code changes

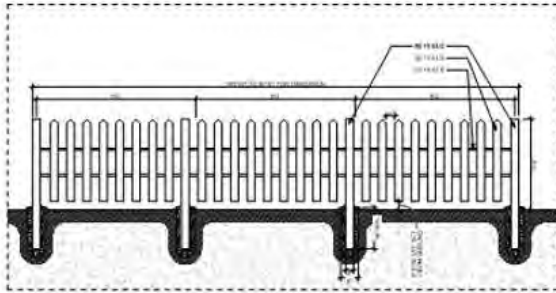
SALES TAX ASSUMPTIONS			
	Estimated Sales Tax generated by construction materials	\$272,000	What assumptions were used - what rate was applied to which costs? Please show the math.
	[important because the actual sales taxes will have to be directed to be levied to construction materials at the site - as opposed to at the point of sale]		
	From your March 17 email: "Total project cost is approximately \$7,580,000, 40% of this figure is material cost. Using a tax rate of 9.45% the material tax would equal \$286k. Actual tax receipts can		
	FOLLOWUP NOTE: be provided as costs are incurred." In application, this results in a slightly higher estimate than previously provided.		
Revised Proposal	Total Project cost	\$7,580,000	
Revised Proposal	Percentage of project costs for materials	40%	
Revised Proposal	Projected Materials Cost	\$3,032,000	
Revised Proposal	Tax Rate Applied	9.45%	
Revised Proposal	Estimated Sales Tax generated by construction materials	\$286,524	

## EXHIBIT B



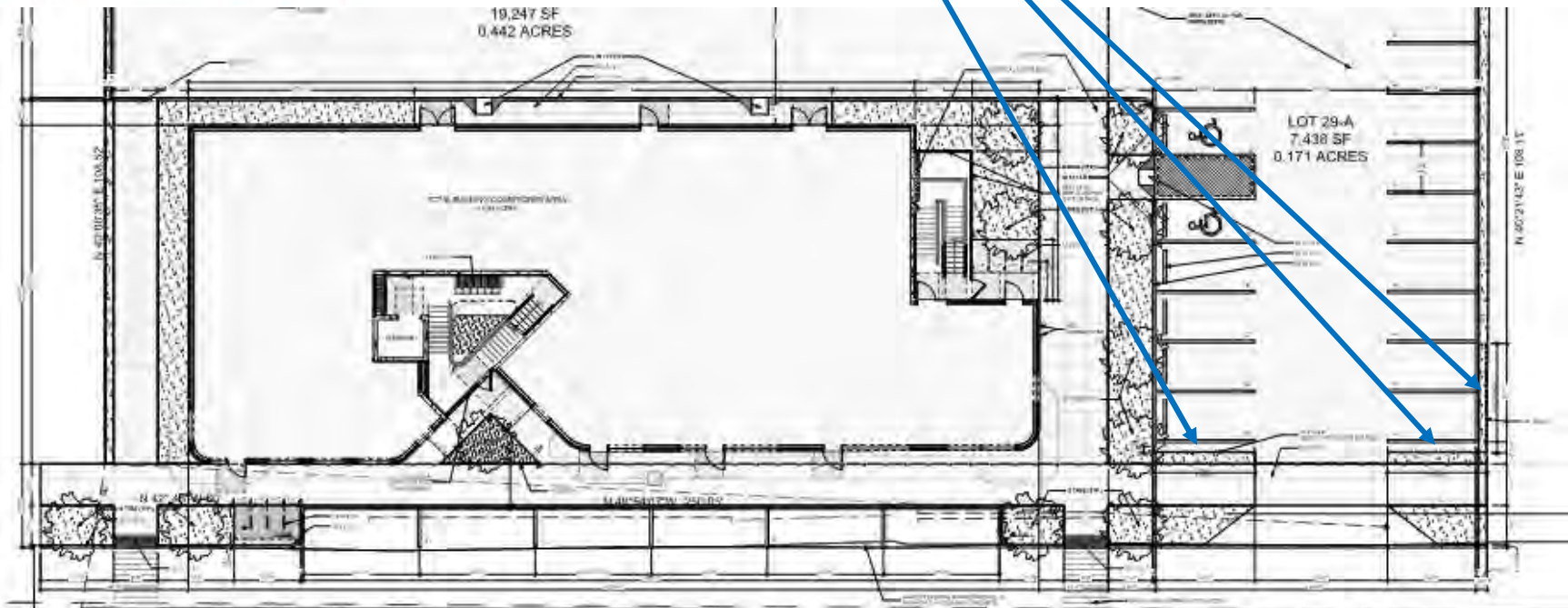


## Attachment B

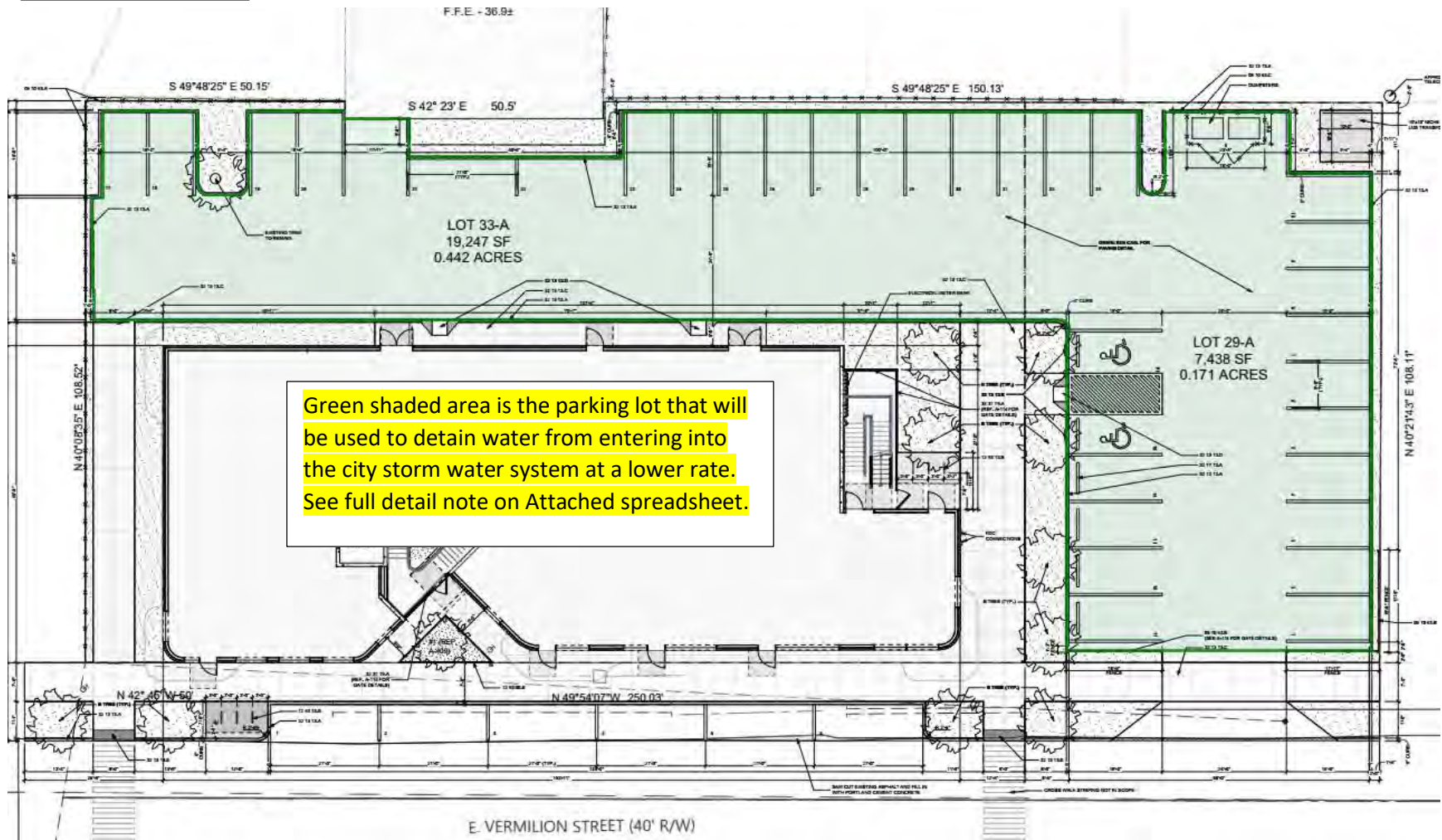


2. PARKING ENTRY FENCE ELEVATION

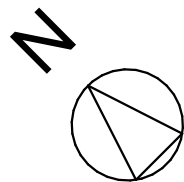
Picket fence (see detail to the left) included in Zone B at the below locations. All other fencing is a part of the base bid and funds are not being requested for this EDD pricing.



# Attachment C

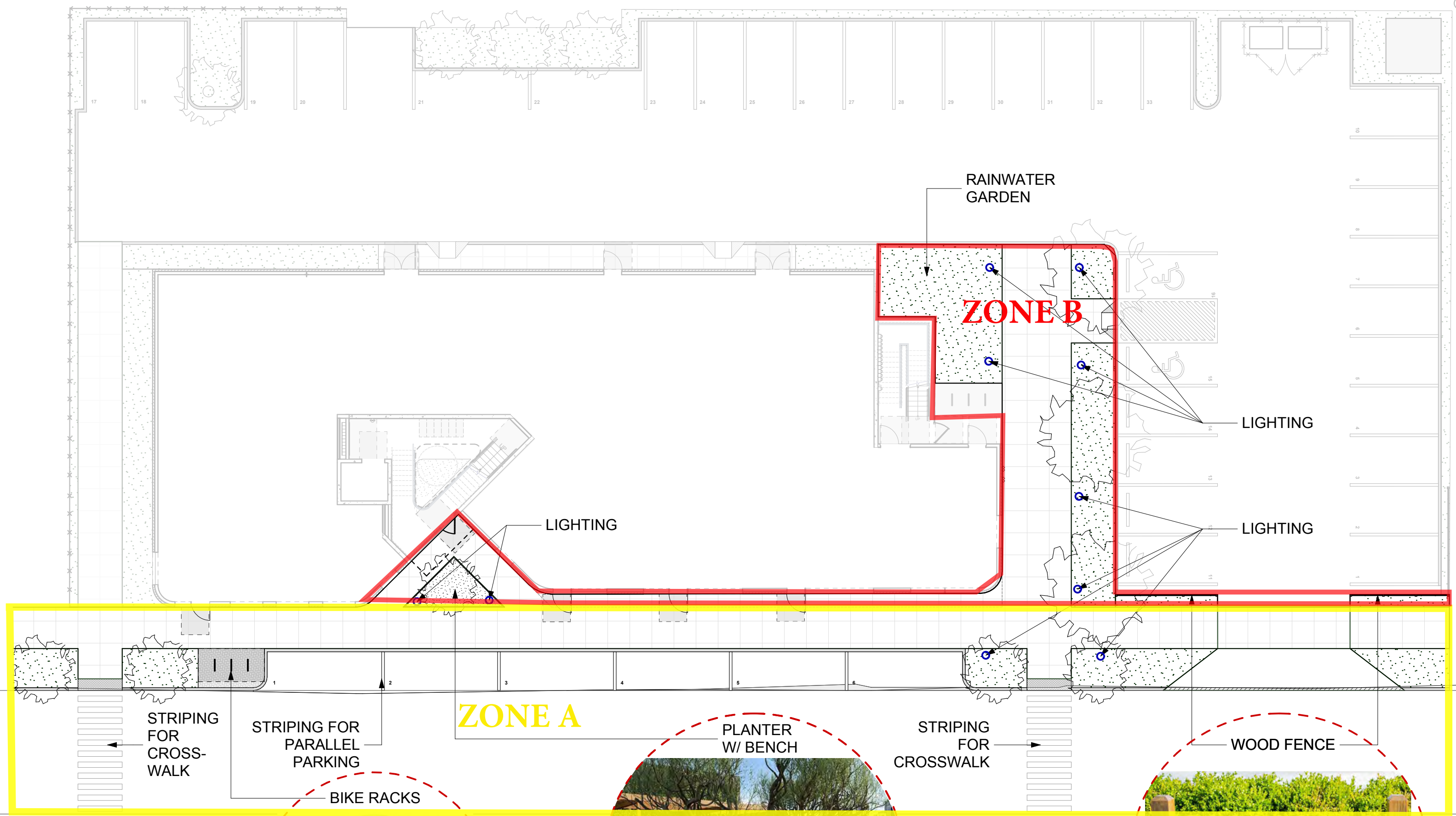
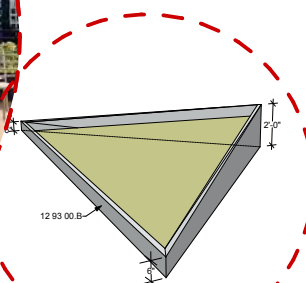
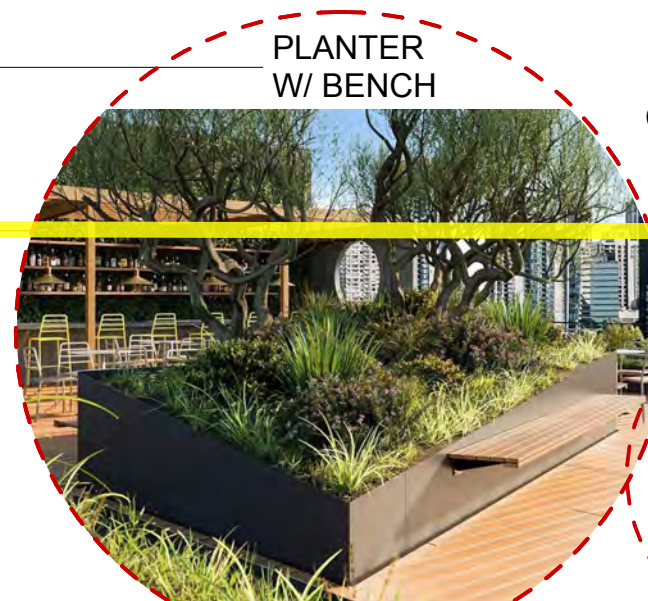
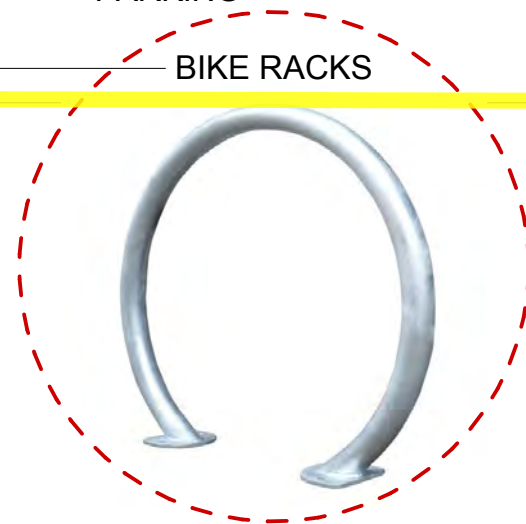






# SITE PLAN

SCALE: 1/16" = 1'-0"



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