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# City of West Allis Matter Summary


7525 W. Greenfield Ave.  
West Allis, WI 53214

File Number	Title	Status
R-2006-0010	Resolution	In Committee
	Resolution authorizing financial participation in New Market Tax Credits regarding Pressed Steel Tank Property	
	Introduced: 1/17/2006	Controlling Body: Safety & Development Committee

## COMMITTEE RECOMMENDATION File

ACTION DATE:	MOVER	SECONDER		AYE	NO	PRESENT	EXCUSED
<u>5/5/09</u>	✓		Barczak				
			Czaplewski				
			<del>Dobrowski</del> <sup>Rec'd</sup>				
			Kopplin	✓			
			Lajsic	✓			
			Narlock	✓			
			Reinke				✓
			Sengstock				
		✓	Vitale	✓			
			Weigel				
			TOTAL	<u>4</u>	<u>0</u>		<u>1</u>

### SIGNATURE OF COMMITTEE MEMBER

 \_\_\_\_\_  
 Chair Vice-Chair Member

## PLACE ON FILE

COMMON COUNCIL ACTION	MOVER	SECONDER		AYE	NO	PRESENT	EXCUSED
ACTION DATE:			Barczak	✓			
			Czaplewski	✓			
<u>MAY 05 2009</u>			<del>Dobrowski</del> <sup>Rec'd</sup>	✓			
			Kopplin	✓			
	✓		Lajsic	✓			
			Narlock	✓			
			Reinke				✓
			Sengstock	✓			
		✓	Vitale	✓			
			Weigel	✓			
			TOTAL	<u>9</u>	<u>-</u>		<u>1</u>



# City of West Allis

7525 W. Greenfield Ave.  
West Allis, WI 53214

## Resolution

**File Number: R-2006-0010**

**Final Action:**

Resolution authorizing financial participation in New Market Tax Credits regarding Pressed Steel Tank Company

WHEREAS, Pressed Steel Tank Company's Amended and Restated Purchase and Sale and Loan Agreements, hereby attached and incorporated within will enhance the financial position of Tax Incremental District Number Five; and,

WHEREAS, the amendment will assist Pressed Steel Tank Company in applying for New Market Tax Credits allocation; and,

WHEREAS, the City has an opportunity to receive a guaranteed repayment amount from Pressed Steel Tank Company for costs associated with Tax Incremental District Number Five; and,

WHEREAS, the Department of Development has reviewed and recommends approval of the amendment.

NOW, THEREFORE, BE IT RESOLVED that the Common Council of the City of West Allis approves the Pressed Steel Tank Company Amended and Restated Purchase and Sale and Loan Agreements subject to approval by the West Allis Community Development Authority.

BE IT FURTHER RESOLVED that the City Attorney be and is hereby authorized to make such substantive changes, modifications, additions and deletions to and from the various provisions of the Agreements, including any and all attachments, exhibits, addendums and amendments, as may be necessary and proper to correct inconsistencies, eliminate ambiguity and otherwise clarify and supplement said provisions to preserve and maintain the general intent thereof, and to prepare and deliver such other and further documents as may be reasonably necessary to complete the transactions contemplated therein.

BE IT FURTHER RESOLVED that the City Attorney be and is hereby authorized to contract with, under a sole source selection process, Foley & Lardner, LLP. as outside legal counsel, in an amount not to exceed \$25,000, to be funded by the New Market Tax Credits transaction or by Tax Incremental District Number Five.

BE IT FURTHER RESOLVED that the Director of Development be and is hereby authorized to execute and deliver the Agreement on behalf of the City of West Allis.

cc: Department of Development

Dev-R-412\jmg\1-17-06

**ADOPTED**

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\_\_\_\_\_  
Paul M. Ziehler, City Admin. Officer, Clerk/Treas.

**APPROVED**

\_\_\_\_\_

\_\_\_\_\_  
Jeannette Bell, Mayor

**CITY OF WEST ALLIS  
DEPARTMENT OF DEVELOPMENT  
WORK ORDER**

TO: Hotel Marketers International, Inc. (HMI)  
DATE: December 6, 2005  
PROJECT: Determination of Market Feasibility of developing and operating a hotel on the Wisconsin State Fair Park grounds  
SUBJECT: Hotel Study

In accordance with the Agreement for Professional Services dated as of April 21, 2005, (the "Agreement"), you are directed to proceed with work on the Project as outlined below:

Work: See attached Scope of Services dated November 10, 2005  
Estimate: \$ 4,500  
Schedule: Work to commence immediately.

This Work Order, including any attachments, is incorporated into the Agreement. All work defined in this Work Order and payment therefor shall be performed in accordance with the terms and conditions of the Agreement, unless otherwise modified herein. Any modification(s) of this Work Order is subject to approval and acceptance pursuant to the Agreement.

Issued:

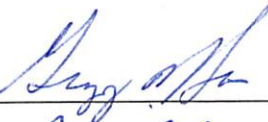
Received and Approved:

DEPARTMENT OF DEVELOPMENT

By: 

Title: Director

Date: 1-3-06

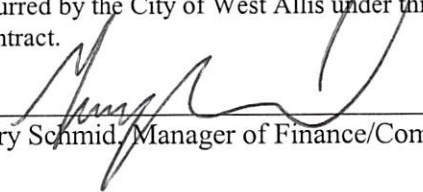
By: 

Title: President

Date: 1/9/06

COMPTROLLER'S CERTIFICATE

Countersigned this 3 day of January, 2006  
and I certify that the necessary funds have been provided to pay the liability that may be incurred by the City of West Allis under this Contract.

  
Gary Schmid, Manager of Finance/Comptroller

# Professional Services Fee Schedule

Professional Services will be billed on an hourly basis at a rate of \$170.

## Scope of Services

### **PHASE I: PROJECTION PROJECT WORK:**

-- HMI will assist the City of West Allis in determining a reasonable value for the site where the hotel will sit as well as determine the potential gap in the financing which then might require city participation in the hotel project along with available tax dollars based on the projected performance of a limited service "upper mid-priced" hotel project to support any TIF funding. The methodology for the scope of these services include, but are not limited to:

- Evaluate the value of the land for the proposed limited service "upper mid-priced" hotel site based on an appraisal currently being completed and comparable sales of land in the area.
- HMI will also research the typical land costs of hotels of the style and nature planned for the site.
- Prepare an Operational proforma Statement based upon the projected sales revenue performance results presented in the Phase 2 Comprehensive Market Study completed by HMI in June, 2005 for the proposed limited service "upper mid-priced" hotel.
- Based upon this proforma statement, projections will include tax revenue to be generated by the hotel project to the city. These would include, but not necessarily limited to:
  - Real Estate Taxes
  - Hotel Room Revenue Taxes

R-2005-0302

- Personal Property Taxes
- Other

- Suggested hotel development project costs and typical financing will also be included as part of this proforma.

The scope of this engagement anticipates a limited reasonable number (two) of modifications to any projections for what ever reason. Should the number of requested/required projections go over this amount, then additional fees maybe charged in addition to the compensation described below.

**PHASE II: DEVELOPMENT EVALUATION - CONSULTATION SUPPORT**

– HMI will assist the City of West Allis in evaluating possible hotel development projects at Wisconsin State Fair Park. HMI will consult as a liaison to the City of West Allis. The scope of the assistance to be provided will be as follows. The scope of those services include, but are not limited to:

- Evaluate the validity of each hotel development proposal presented to the City of West Allis at the Wisconsin State Fair Park.
- The evaluation of the development proposal will review
  - The Hotel Product Concept
    - Brand Affiliation
    - Style of Hotel
    - Rate Structure
    - Amenities & Services
  - Marketability of the hotel product to the identified market segments to be served
  - Financial Projections for Operational Performance
  - The Hotel Development Package including, but not limited to:
    - Development cost
    - Financing Structure
    - Proposed developmental incentives
      - City of West Allis
      - Wisconsin State Fair Park
  - Management Function

– HMI will be available to meet with City official(s), Wisconsin State Fair Park officials, Race Track officials, proposed developers, lenders and any other interested parties regarding the proposed hotel development. HMI will provide any associated consulting support to the proposed hotel project.

– Consulting information will be provided by HMI in verbal (via personal meetings and/or telephone) and written format. The format of presentation will be determined based upon the appropriate method to convey HMI consulting information.

**TIMING**

– All project work and consulting support will be provided on a timely basis.



# City of West Allis

7525 W. Greenfield Ave.  
West Allis, WI 53214

## Resolution

**File Number: R-2005-0302**

**Final Action:**

**DEC 06 2005**

Resolution relative to amending a Professional Services Contract with Hospitality Marketers International, Inc. (HMI) in the amount of \$4,500 to determine the feasibility of a hotel at State Fair Park.

WHEREAS, the Department of Development, on April 5, 2004, entered into a contract for a Phase II Feasibility Study in the amount of \$2,500 for a hotel facility in the area of the Wisconsin State Fair Park grounds; and,

WHEREAS, there exists a contract by and between the City of West Allis, Wisconsin (the "City"), a municipal corporation, by the Department of Development of the City of West Allis, Wisconsin, (the "Department") and Hotel Marketers International, Inc. (HMI) (the "Consultant") to determine the market feasibility of developing and operating a hotel on the Wisconsin State Fair Park grounds (the "Project"); and,

WHEREAS, it is necessary to amend the Scope of Services to provide for additional services (the "Amendment").

NOW, THEREFORE, BE IT RESOLVED by the Common Council of the City of West Allis as follows:

1. That the Amendment, a copy of which is attached hereto and made a part hereof, be and is hereby approved.
2. That the Director of Development or his designee be and is hereby authorized and directed to execute and deliver the aforesaid Amendment on behalf of the City.
3. That the sum of Four Thousand Five Hundred and no/100 Dollars (\$4,500) be and is hereby appropriated from the Community Development Block Grant Funds to pay the liability that will accrue to the City under the Amendment.

cc: Department of Development  
Grant Accounting Specialist

Dev-R-411-12-06-05\bjbjmg

ADOPTED December 6, 2005

Paul M. Ziehler

Paul M. Ziehler, City Admin. Officer, Clerk/Treas.

APPROVED December 8, 2005

Jeannette Bell

Jeannette Bell, Mayor