

Intelligent Analytics Invigorate AEC Marketing

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How it Started

- Abundance of Information Silos
- Time spent hunting and pecking
- Staffing Shortages
- Bringing Proposals back to life



Uncovering Proposal Challenges and Pain Points



Reinventing the Wheel Lack of Standardized Starting Point. 70% time spent on searching

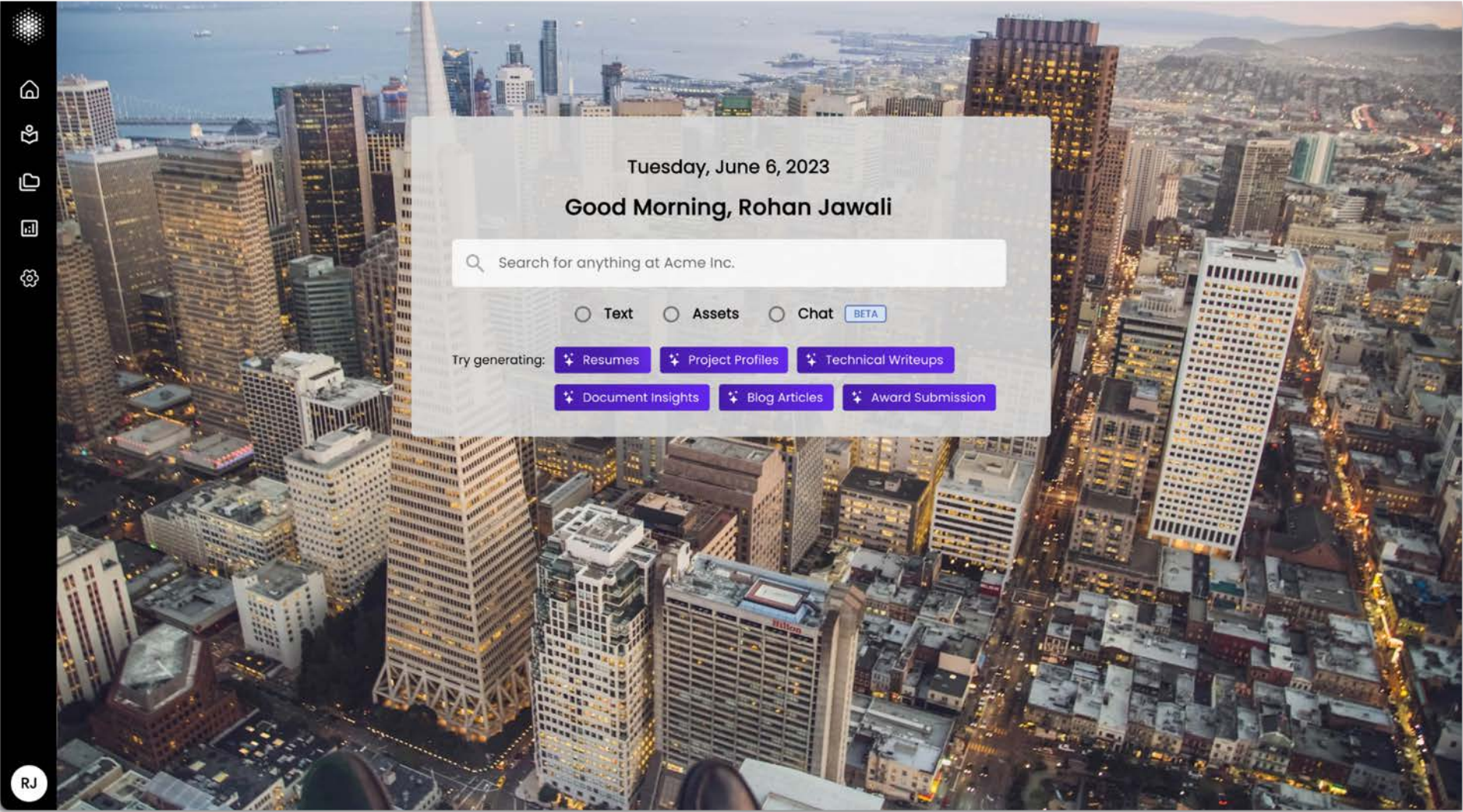


Unstructured Content Challenges in Creating a Global Content and Knowledge Discovery



Operational Overload Heavy Reliance on Principals & Managers

Empowering Enterprise with Content Automations



Manage · Create · Analyze · Improve

Empowering Enterprise with Content Automations

FLAHERTY & COLLINS

Summary

Land Purchase Price

We have broken the purchase price into Phase 1 and Phase 2. Phase 1 purchase price will be \$1,008,000 and payable at closing of the land associated with the project phase 1. Phase II purchase price will be \$1,235,200 and payable at closing of the second parcel associated with Phase II of the project.

Phase I will involve no demolition and will not have a swimming pool so we can budget based upon those assumptions and current construction pricing. Phase II will include demolition and much more amenity space and a swimming pool, additionally we have seen construction cost rise year over year so we have accounted for that within our numbers, as a result we have made those adjustments within our purchase price for Phase II.

Tax Commitment

Flaherty and Collins understands the goal of the Village is to leverage the proceeds from sale of the village land along with the tax increment generated from the new development and along with any proceeds currently on hand.

In addition to our offer price Flaherty & Collins is willing to sign a tax payer agreement that guarantees that we will pay \$409,500 in taxes for Phase I and another \$752,700 in taxes for Phase II. That is a grand total of \$1,162,200 annually. Over a 22 year period that is over \$25.5 million that will be guaranteed by Flaherty and Collins. We will guarantee that payment and agree not to seek any tax abatement during this period that would lower our guaranteed payment amount.

We believe having this guarantee is very valuable for the Village in knowing what you will collect in taxes. Another developer may offer more cash up front but then seek tax abatements on the property and you can't count on the TIF revenue to support the Village Hall project. We are attempting to take the guessing out of it and make things as simple as possible for you.

Environmental & Physical Assumptions

Most Flaherty & Collins Properties will be responsible for the demolition and removal of the existing structures on the Project Site, but that there are no extraordinary issues with those structures

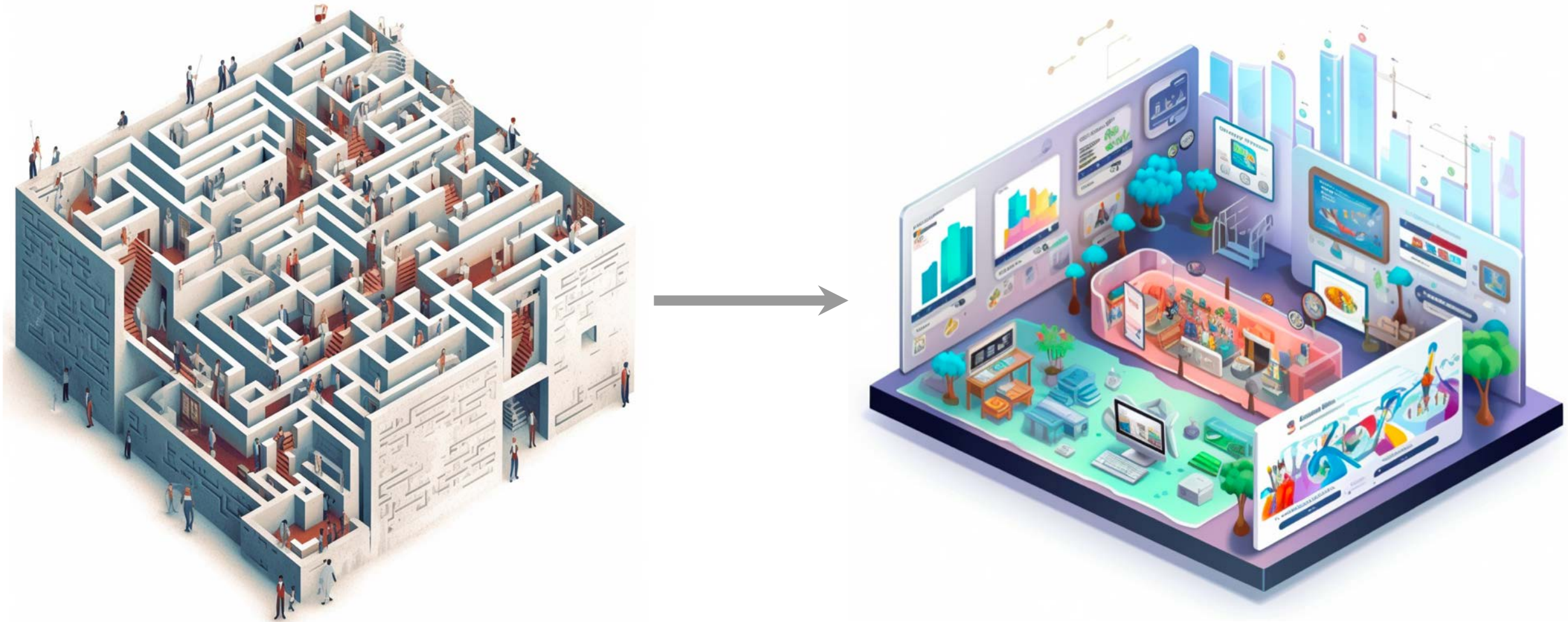
Insights Suggestions Strategic Analysis

61 Pages **32.4** Reading Time (mins)

Word distribution per page

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Transforming Manual, Complex Practices into Structured Workflows



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