

## **IGY'S PROPOSAL:**

### Alternative 1 – Profit and Loss Projections

6,162 LF

10-Year projection payment to the City (Base Revenue + Percentage Revenue) = \$14,373,835

During pre-development and marina expansion, years 1 through 3, IGY requested rent abatement from the required minimum base revenue of an initial \$1,000,000 per annum. The cumulative rent abatement totaled \$1,724,417, broken out as abatements of year 1 = \$493,091, year 2 = \$628,770 and year 3 = \$602,556. This correlates to a base revenue payment to the City of:

Year 1 = \$506,909

Year 2 = \$371,230

Year 3 = \$397,444

### Alternative 2 – Profit and Loss Projections

4,360 LF

10-Year projection payment to the City (Base Revenue + Percentage Revenue) = \$14,637,183

During pre-development and marina expansion, years 1 through 3, IGY requested rent abatement from the required minimum base revenue of an initial \$1,000,000 per annum. The cumulative rent abatement totaled \$1,680,673, broken out as abatements of year 1 = \$493,091, year 2 = \$628,770 and year 3 = \$558,812. This correlates to a base revenue payment to the City of:

Year 1 = \$506,909

Year 2 = \$371,230

Year 3 = \$441,188

## **SUNTEX'S PROPOSAL:**

### Base Plan – Financial Feasibility and Cash Flow Analysis

6,757 LF

10-Year projection payment to the City (Base Revenue + Percentage Revenue) = \$12,800,927

During pre-development and marina expansion, years 1 through 3, Suntex implied a rent abatement from the required minimum base revenue of an initial \$1,000,000 per annum as they estimated they could pay only pay approximately \$500,000 per year in base revenue. This correlates to a base revenue payment to the City of:

Year 1 = \$500,000

Year 2 = \$500,000

Year 3 = \$500,000

Alternatively, Suntex suggested that their team get paid a management / supervisory feed for the overall project and that the City could retain all net profits during the construction periods and pay for other expenses as appropriate for the project. It was determined that such as alternative would not result in a minimum base revenue of an initial \$1,000,000 per annum. Suntex also included Alternative Plans A – E within the proposal, however none of those alternatives offer any indication that they would provide for a minimum base revenue of an initial \$1,000,000 per annum.