



ONE WESTFIELD PLACE FINANCIAL SNAPSHOT

A PROPOSAL THAT:

- Revitalizes Downtown Westfield for the Long Term
- Delivers a \$350M+ Private Investment by HBC | Streetworks Development
- Stabilizes and Potentially Reduces Residential Taxes
- Restores Many of the 2,000+ Jobs Lost in Westfield Since 2015
- Does Not Rely on Taxpayer Funding

UNPRECEDENTED REVENUE OPPORTUNITY FOR WESTFIELD

\$210M+ in Anticipated Project Revenue Over 30 Years

	Total Revenue Over 30 Years
West Zone PILOT Revenue	\$117,147,374
West Zone Land Tax Revenue	\$980,482
North/South Zone PILOT Revenue	\$95,018,618
North/South Zone Land Tax Revenue*	\$780,752
Total Revenue	\$213,927,226

*Indicates new source of property tax revenue



Expected revenue from the sale of 2.3 acres in North & South Avenue lots



Contribution by HBC | Streetworks Development for Public Improvements

\$73 Million Debt Service for Public Benefits

- \$27.5M Bond Interest
- \$45M Bond Principal (\$41.2M of Bond Principal for Public Improvements)

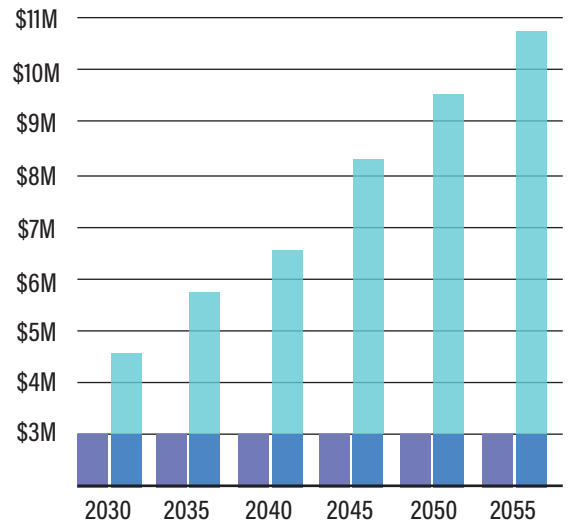
\$140 Million Net Revenue to the Town for General Municipal Use



A New Firehouse + Support for School District Capital Improvements + Long-Term Tax Stabilization

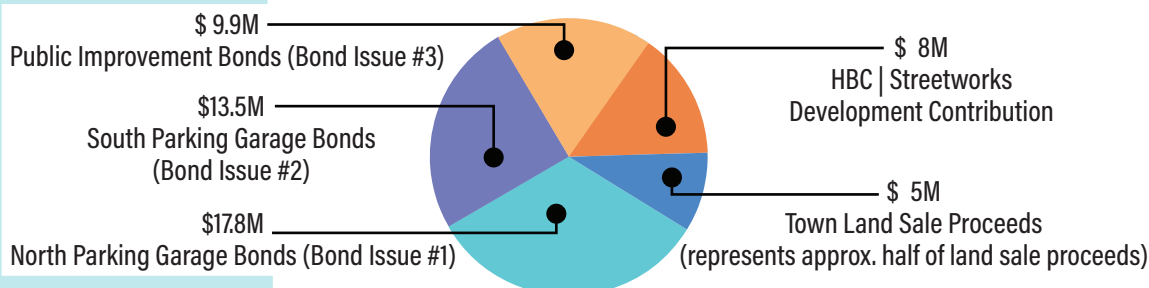
PILOT revenues provide potential for additional long-term improvements not feasible through conventional taxation.

Project Revenue Accelerates While Debt Service Remains Flat



Legend: Bond Debt Service, Project Revenue to Fund Debt Service, Net Incremental Revenue to the Town

\$54M IN PUBLIC IMPROVEMENTS



Stay Informed

Visit the One Westfield Place Preview Center at 76 Elm Street:
 Tuesday - Friday, 10:00 - 5:00
 Saturday, 1:00 - 4:00
 No appointment required.

Review the Information: FAQs, the traffic study, parking report, and all related presentations are available at westfieldnj.gov/one-westfield-place and onewestfieldplace.com.

ONE WESTFIELD PLACE

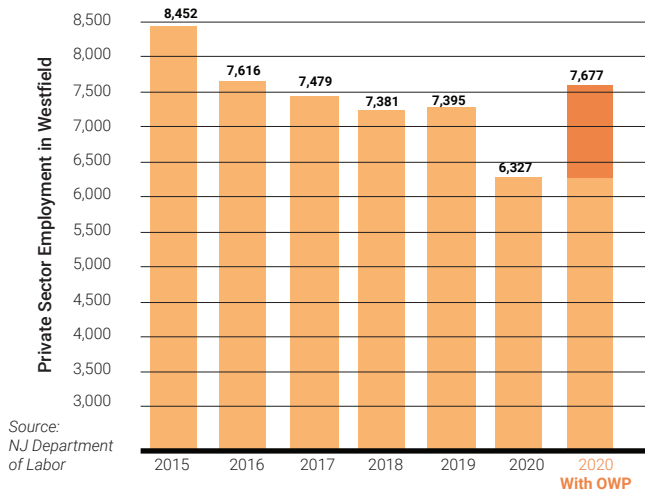


ONE WESTFIELD PLACE WILL GENERATE SIGNIFICANTLY MORE JOBS THAN RESIDENTS

Proposal Restores Ratable Balance for the Town

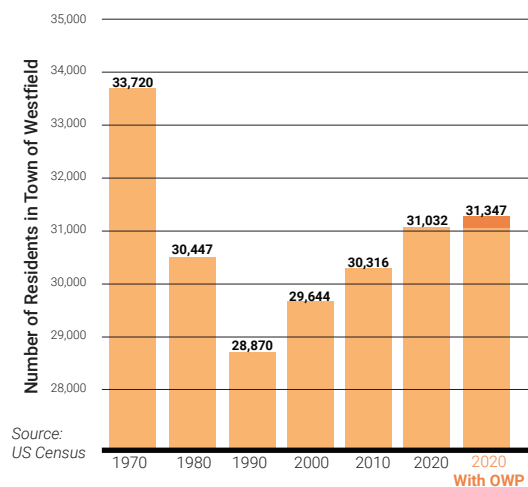
Westfield Has Lost 2,000 (25%) of Its Jobs Since 2015

Private Sector Employment in Westfield: 2015-2020



Westfield Has 2,700 Fewer Residents Since its Peak in 1970

Residents in Westfield: 1970-2020



The One Westfield Place proposal is estimated to generate approximately 315 new residents and 1,350 full-time jobs.

(Source: Municipal Services Cost Analysis Report Prepared by Richard B. Reading Associates, February 2023)

Anticipated Municipal Impact Represents Less Than 1% of the 2022 Municipal Budget

\$49,200,000 Total 2022 Municipal Budget








\$359,190 Total annual municipal service costs impact from One Westfield Place (estimated)*

*Includes municipal services and resources needed over time to support the project, such as Police, Fire, Public Works, and Health Department.






(Source: Municipal Services Cost Analysis Report Prepared by Richard B. Reading Associates, February 2023)

MINIMAL RISK TO TOWN AND TAXPAYERS

The Town is requiring multiple layers of risk mitigation in proposed agreements:

-  **Special Assessment:** Required payment in the event PILOT revenues are insufficient during development period
-  **First Lien:** The Town gets first lien on HBC | Streetworks Development property ahead of lenders in the event of a failed PILOT or Special Assessment payment when due.
-  **\$8M Upfront Investment by HBC | Streetworks Development:** To begin public improvements before PILOT funding is realized.
-  **PILOT Revenue Sufficiency Test:** Ensures that 80% of revenue is available to fund debt service for the bonds.
-  **Conservative Financial Modeling:** Conservative 4% interest rate projected.
-  **Annual Audits:** Independent audits of HBC | Streetworks to be sent to the Town.
-  **Construction and Bond Sequencing:** Construction and leasing milestones must be met before the Town will undertake bond issuances.

Redevelopment Area Bonds (RABs) are sequenced to mitigate risk.

-  **West Zone construction reaches milestones**
-  Bond Issue #1 (\$20.1M): Funds North Parking Garage and Related Improvements, Plus 3 years of Capitalized Interest on Bonds
-  **South Zone pre-leasing and construction reach milestones**
-  Bond Issue #2 (\$13.6M): Funds South Parking Garage and Related Improvements
-  Bond Issue #3 (\$10M): Funds South Town Green, South traffic and streetscape improvements, Quimby/Snickleway, Train Station Underpass Upgrades, Pedestrian Walkway and reimburses SWD for advance of Phase 2 and Phase 4 Public Improvements

Each series of RABs will be issued only after development milestones are achieved. Staging prevents over-issuance of bonds to fund more than the project can support.