

City of Takoma Park, Maryland
Takoma Junction Request for Proposals
FINANCIAL CAPACITY AND FINANCING STRUCTURE OF FINALIST PROPOSALS

DESIRED OUTCOME: To advance the negotiation process, gaining a greater understanding of the financial capacity of the individual development teams, the structure of their preliminary business plans, and the economic feasibility of the proposals.

DISCUSSION TOPICS: Proprietary financial information to be considered during discussions with the finalists includes the following items. Specific design features will not be discussed except as they relate to the financing structure of an individual proposal.

- Financing structure of overall project
- Extent of equity investment
- Pending partnerships with other entities
- Control of adjacent properties
- Anticipated tenant mix
- Proposed ownership structure of completed development
- Financial viability of proposal if scaled back in size
- Financial impact if residential component is reduced or eliminated
- Details of land acquisition proposal

SCHEDULE:

6:00 p.m. Review of Anticipated Outcomes and Discussion Topics
6:30 p.m. Finalist: Keystar, LLC / Eco Housing
7:00 p.m. Break
7:15 p.m. Finalist: Neighborhood Development Company, LLC
7:45 p.m. Break
8:00 p.m. Finalist: Ability Project, LLC
8:30 p.m. Break
8:45 p.m. Council Debrief of Discussions
9:30 p.m. Adjourn