

EXHIBIT A SCOPE OF SERVICES

Upon the City's written request in the form of a Work Statement pursuant to this Agreement, Contractor will provide information as specified therein, including but not limited to the following:

- Qualify, advise on the selection of, and negotiate with developers.
- Provide in-depth analysis of the developer's financial capacity, project proformas and risks associated with the proposals and approaches.
- Assist in the development of developer contractual arrangements mitigating the City's risks and maximizing the return on investment.
- Assist in the development of strategies to efficiently and effectively manage potential real estate assets and transactions.
- Engage in discussions, as needed, directly with the developer to request information and/or clarification of any economic development proposals.
- Work directly with appropriate City staff to determine the reasonableness of certain assumptions outlined in the proposal.
- Review proforma information from the developer and enter it into a proprietary proforma template for the city's use. The proprietary template will calculate the ROI of the City's participation in the development.
- Review and validate the Public Finance Options proposed for City's participation.
- Validate the Developer proposed Brownfield Plan.
- Analyze the financial implications of issuing General Obligation (GO) bonds for City participation providing impacts, including interest costs (in particular during construction), cash flow implications, and overall risk exposure.
- Review the feasibility of using Tax Increment Financing (TIF) to support debt service, including projections of project-generated TIF revenue and historic assessed value growth to inform reasonable modeling assumptions.
- Evaluate the developer's assumptions related to construction costs, timelines, and other key inputs.
- Conduct scenario analysis and stress testing to assess potential risks and financial variances.
- Participate in discussions with the City and/or developer to provide real-time financial analysis and support informed decision-making.
- Assist City staff in reviewing and responding to financial proposals during negotiations.
- Prepare an Impact Analysis Memorandum for information purposes for City staff and Council upon completion of the tasks described above. The memo will summarize the proposed project, the information provided by the developer, reasonableness the financial assumptions, the risks for the city and the viability of the project