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RESOLUTION NO. 20067

RESOLUTION APPROVING POLICIES FOR DEVELOPMENT ASSISTANCE FOR PROJECTS IN THE DOWNTOWN AREA ECONOMIC DEVELOPMENT PROJECT AREA; AUTHORIZING THE TULSA INDUSTRIAL AUTHORITY TO IMPLEMENT THE POLICIES AND TO MAKE MINOR AMENDMENTS.

WHEREAS, the City of Tulsa, Oklahoma ("City") prepared the First Amended Downtown Area Economic Development Project Plan ("Project Plan"), in accordance with the Oklahoma Local Development Act, 62 O.S. § 850, *et seq.* ("Act"); and

WHEREAS, the purpose of the Project Plan is to provide a planning framework and funding mechanism for a substantial portion of the local public investment required to support growth and investment in Downtown Tulsa ("Project"); and

WHEREAS, the Project Plan supports the City's efforts to achieve its development objectives, improve the quality of life for its citizens, stimulate private investment, and enhance the tax base, thereby making possible investment that would be difficult without the adoption of the Project Plan and the apportionment of incremental tax revenues; and

WHEREAS, the Act includes guidelines to encourage communities to develop and apply clear standards, criteria, and threshold limits that are applicable to all similar property and areas; and

WHEREAS, the Project Plan contemplates that assistance in development financing from incremental revenues apportioned from the tax increment districts under the Project Plan may be considered in light of City development priorities and policies as set forth in writing and approved from time to time by City Council; and

WHEREAS, pursuant to those guidelines and the Project Plan, City staff has prepared proposed policies to guide the provision of assistance in development financing to projects under the Project Plan, which are contained in the document entitled "A Policy Document for Development Assistance for Projects in the Downtown Area Economic Development Project Area," (the "Downtown TIF Policies"); and

WHEREAS, in the interest of the public welfare of the residents of the City, it is appropriate and desirable to adopt the Downtown TIF Policies.

ADB

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Tulsa that:

Section 1. The City Council of the City of Tulsa hereby adopts and approves the Policy Document for Development Assistance for Projects in the Downtown Area Economic Development Project Area," to guide the provision of assistance in development financing to projects in the Downtown Project Area. The Downtown TIF Policies document is available in the office of the City Clerk.

Section 2. The Tulsa Industrial Authority is hereby granted the ability to make minor amendments.

ADOPTED by the City of Tulsa City Council on this 22nd day of July, 2020.

Chair of the Council

OFFICE OF THE MAYOR

Received by the Mayor: _____ at _____.

By: _____
Secretary

APPROVED by the Mayor of the City of Tulsa, Oklahoma: JUL 29 2020 at _____.

Mayor

ATTEST:

City Clerk

APPROVED:

City Attorney

ADB

DEVELOPMENT ASSISTANCE
&
TAX INCREMENT FINANCING

A POLICY DOCUMENT FOR DEVELOPMENT ASSISTANCE FOR PROJECTS IN THE DOWNTOWN AREA ECONOMIC DEVELOPMENT PROJECT AREA

CITY OF Tulsa
A New Kind of *Energy*.

&

the Tulsa Industrial Authority

173 E. 2nd Street STE 1500, Tulsa Oklahoma 74103

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1 INTRODUCTION

This Policy Guide outlines the goals and objectives of the Downtown Tax Increment Finance ("TIF") Districts, established and amended by the First Amended Downtown Area Economic Development Project Plan ("Project Plan"), which details how Assistance in Development Financing will be provided by apportionment of Incremental Tax Revenues to assist private, tax-generating real estate development projects. Funds can also be used to improve public infrastructure, such as streetscaping or utility improvements, within the specified Project Area[1].

1.1 SUMMARY OF TAX INCREMENT FINANCING

A TIF District allows the City of Tulsa to invest in public and private projects by leveraging incremental growth in property values and/or sales tax generated by new investment within a specified area. The State Statute which authorizes the use of TIF gives municipalities the ability to leverage TIF where it is determined that investment and/or development will be difficult if not for the provision of the TIF assistance.

In a TIF District, the taxes from growth in Assessed Value created from new investment – the "Increment" – are apportioned to a special fund to be used for the purposes of economic development. Incremental Revenues are used for two purposes; 1) they can be used to bridge a demonstrated gap in financing of real estate development projects that meet the goals of the TIF District, or 2) be used to finance the construction of various types of physical improvements like streets, utilities, and other types of municipal infrastructure. The TIF Districts established by the First Amended Downtown Area Economic Development Project Plan are intended to support the construction of new real estate development projects and the redevelopment, preservation, and restoration of existing buildings within the Inner Dispersal Loop ("IDL").

1.2 COMPONENTS OF THE DOWNTOWN AREA PROJECT PLAN

The Downtown Area Project Plan consists of two distinct typologies of geographies; the "Increment Districts" are the geographies where tax increment from new development and growth in property values is collected. The "Project Area" is a geography where TIF revenues can be spent. Incremental Revenues cannot be collected from portions of the Project Area that do not overlap with the Increment Districts.

1.2.1 Boundaries of the Increment Districts

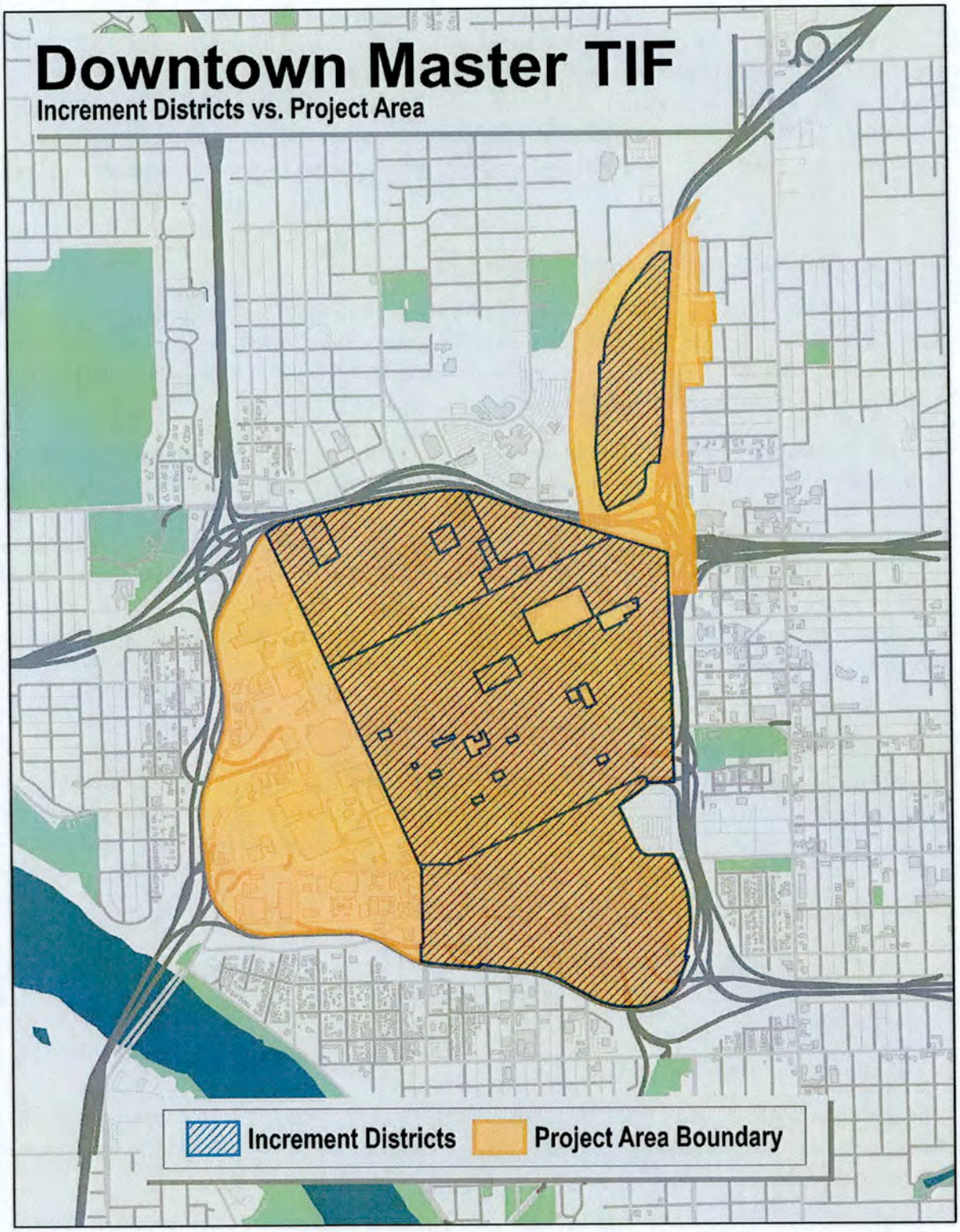
The nine (9) Increment Districts are depicted in Figure 1, and are primarily located within the IDL, with the exception of the Evans-Fintube Increment District, which is located to the northeast of the IDL, and to the west of Highway 75.

1.2.2 Boundaries of the Project Area

The geographic boundary of the Project Area is depicted in Figure 1 and is primarily located within the IDL. Unlike the Increment Districts, the Project Area covers the IDL in almost all of its entirety, including the western portion of the area.

[1] A Policy detailing the process in which Public Improvements are financed using Increment Tax Revenues is forthcoming.

Figure 1: Increment District & Project Area Boundaries



1.3 OBJECTIVES OF THE PROJECT PLAN [2]

It is the intent of the First Amended Downtown Area Economic Development Project Plan to help assist and create a series of active, high density and high-quality mixed-use urban districts envisioned by the Downtown Area Master Plan[3], adopted by the City of Tulsa in 2010. Increment generated within the nine Increment Districts will be deployed in both public and private projects that support the following objectives[4]:

- To facilitate the development of the Project Area and initiate a catalytic effect for surrounding or nearby neighborhoods in Downtown Tulsa.
- To provide a funding mechanism for a substantial portion of the local public investment required to fund identified public infrastructure for the Project Area.
- To enhance the tax base and make possible investment, development, and economic growth that would otherwise be difficult without the Project and the apportionment of increment tax revenues.
- To activate the street level and enhance pedestrian accessibility within Downtown Tulsa.
- To establish minimum design standards to promote high quality development and place making for the Project Area.
- To create destinations that encourage private investment and activity supporting a 24/7 environment Downtown.
- To fund implementation of adopted plans and policies related to development including 1) Complete Streets, 2) Tulsa, Oklahoma Downtown Walkability Analysis, 3) Go Plan, 4) Downtown Area Master Plan, 5) Downtown Streetscape Master Plan, 6) the Comprehensive Plan, 7) the Downtown Housing Study.
- To support the development of housing in a variety of types and with a range of prices, including housing that is affordable to residents with incomes at or below the area median.
- To repurpose and activate vacant and underutilized property and support revitalization of existing historic resources and structures.
- To ensure access to open space, parks, trails, and the Arkansas River from all parts of Downtown Tulsa.
- To support transit and transportation systems and networks connecting Downtown Tulsa to other parts of the City and beyond.

1.4 GOALS OF THE INCREMENT DISTRICTS

The Project Plan is comprised of the Project Area and nine (9) Increment Districts, identified in this Policy Guide as "A" through "I", illustrated in Figure 2. The City has the authority to activate each of these Increment Districts at any given time during the first ten (10) years of the Project Plan and intends to activate each as new development occurs or the potential for development grows. Each Increment District can be activated and collect increment revenue for up to twenty-five (25) years, or the period required in the payment of authorized Project costs, whichever is less, independently of the other Increment Districts.

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[2] The Downtown Area Economic Development Project plan can be found at https://www.cityoftulsa.org/economic-development/opportunities-and-incentives/tax-increment-districts/

[3] https://www.cityoftulsa.org/media/1562/downtown_vol1-4.pdf

[4] City of Tulsa, First Amended Downtown Area Economic Development Project Plan

If a Project is proposed in an Increment District that is not yet activated, a request will need to be made for the activation of that Increment District, which is authorized by Tulsa City Council. The City of Tulsa may choose to activate each of the nine Increment Districts for a number of reasons, but activation should occur when development activity in a given Increment District has the ability to generate Incremental Revenue, and contributes to the goals of the individual Increment Districts:

1.4.1 Arts TIF District

The Arts TIF District represents a cohesive series of arts, entertainment, restaurant, and increasingly, shopping destinations on the north side of Downtown. This area has experienced impressive growth; however, areas remain in need of revitalization and improvement in order to eliminate gaps in improved properties and to mitigate blight and neglected, left over properties. ***(Activated December 28, 2017).***

1.4.2 PAC TIF District

The PAC TIF District will support the transformation of a vacant surface parking lot into a vibrant, mixed-use development that connects the core of the Central Business District (CBD) with the Blue Dome District. This parking lot has been used successfully to support the Performing Arts Center and nearby office buildings for decades, but a multi-story parking structure with activated first floor space that connects the street and sidewalk is a much more appropriate contribution to the urban fabric of Downtown Tulsa. ***(Not Activated)***

1.4.3 East End TIF District

The East End TIF District represents a former warehouse and manufacturing corner of Downtown and is slowly introducing new development. Mixing new structures with renovated properties will continue to improve this eclectic and diverse district. Densities of development transition through this area from a more concentrated core to lower, smaller buildings approaching the eastern edge of Downtown. ***(Activated November 3, 2018)***

1.4.4 Cathedral TIF District

The Cathedral TIF District is located at the southeast end of Downtown and has not experienced much investment, public or private, for more than a decade. There are opportunities for greenspace, multi-family residential projects and mixed-use infill or adaptive reuse to enhance a neighborhood that needs some cohesion. General improvements to public infrastructure will help set the stage for private projects that build a unique community. ***(Not Activated)***

1.4.5 Evans-Fintube TIF District

The Evans-Fintube TIF District is located at the northeast corner of Downtown Tulsa and is poised for development. While the site is a brownfield with many challenges to redevelopment, it is a prime location that will connect the neighborhoods to the north of Downtown. Exciting opportunities are present that can result in a new type of Project for the City and a destination for sports fans world-wide. Development on a site located between an interstate, a very active rail line and other constrained existing conditions will likely require financial support. ***(Not Activated)***

1.4.6 Western Supply TIF District

The Western Supply TIF District presents an opportunity for an urban corporate campus in addition to a residential community with integrated services and cultural opportunities. This district anchors the norther edge of the Arts District and can connect to development planned on the north side of the Inner Dispersal Loop. ***(Not Activated)***

1.4.7 Ball Park Area TIF District

The Ball Park Area TIF District is adjacent to ONEOK Field (home of the Tulsa Drillers); this district offers a catalytic location for a Project that repurposes a vacant surface parking lot for a larger mixed-use development. Filling this gap will ensure a better, more walkable, experience for baseball fans, residents, workers, and visitors. ***(Activated April 4, 2018)***

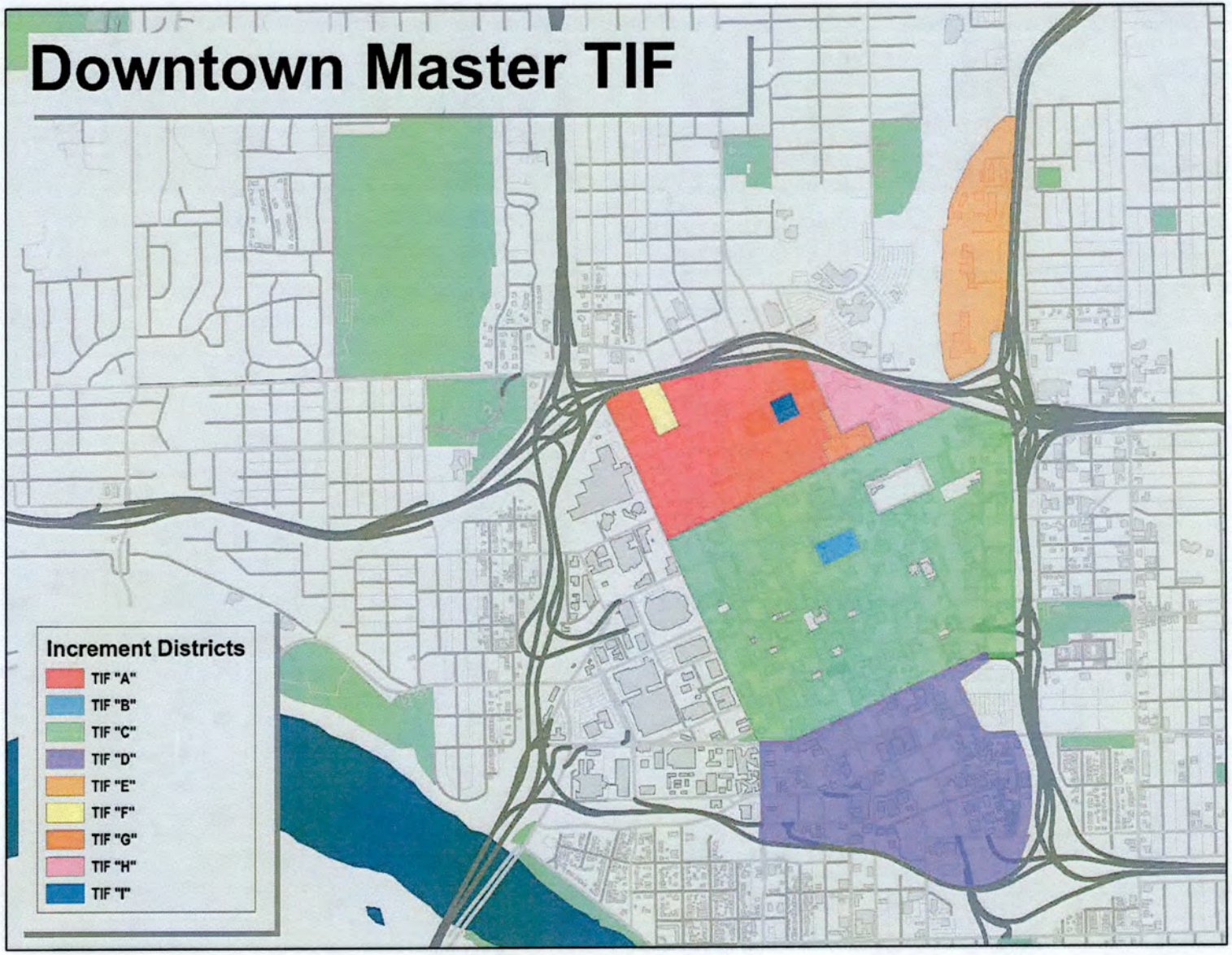
1.4.8 Greenwood TIF District

The Greenwood TIF District presents opportunities for improved connections from the historic Greenwood/Black Wall Street area into adjacent neighborhoods and districts. Railroad crossings and elevated interstates surround the north and east sides of the district creating challenging constraints for activating developable sites and making use of compromised right of ways. There is a deep history in this district due to the devastating impact of the 1921 Race Massacre and the thriving commercial district located here prior to that event. This area offers a canvas for place making and creating unique connections which can be supported by this Project Plan. ***(Activated April 4, 2018)***

1.4.9 WPX Headquarters TIF District

The WPX Headquarters TIF District presents the opportunity to transform a block on the edges of the historic Greenwood District and adjacent to the Arts District into a corporate headquarters complex that integrates into the surrounding environment and the rest of the CBD. The WPX Headquarters Project will involve the construction of a major corporate office building that will generate new jobs and additional payroll. ***(Activated December 10, 2019)***

Figure 2: Increment Districts



2 PROJECT CRITERIA & ELIGIBILITY[5]

Projects located within the Downtown Master TIF Project Area are welcome to apply for TIF funding, regardless if they are located within an Increment District. Projects seeking TIF assistance will be required to meet specific criteria in order to be considered eligible for funding. The three threshold categories are 1) Financial Eligibility, and 2) Density and Design Eligibility, and 3) Historic Preservation.

2.1 FINANCIAL ELIGIBILITY

The Mayor's Office for Economic Development will review applications for TIF funding and evaluate the financial eligibility of the Project based upon the following factors:

- The implementation of the Project will be difficult without TIF assistance (i.e., there is a demonstrated "gap" or hurdle in financing that would prevent the Project from being constructed and operated without TIF assistance).
- The assumptions made in the Project pro forma are reasonable and are in line with the market, including leasing, absorption, financing, equity contribution and construction timing, and are not manipulated in a manner to make a Project seem worse in order to receive assistance. The City will pay particular attention to the amount paid for land and whether the price is in excess of market value. Depending on the size of the gap, a gap in financing caused by paying a price for land in excess of market value may not be considered for assistance.
- The applicant is not creating a scenario in which they will be able to generate an unreasonably high rate of return on investment as a result of receiving TIF funds.

Developers, investors, owners, and any other individuals with an ownership interest in a Project that could receive TIF assistance must submit a potential conflict of interest letter to the Mayor's Office for Economic Development if they are members of one of the following: The City Council, City of Tulsa Employees, TIF Oversight Committee. The Tulsa Industrial Authority, or any other City Authority, Board or Commission.

2.2 DENSITY AND DESIGN ELIGIBILITY

Projects and their request for assistance will be evaluated based upon their compliance with the design standards established in plans adopted by the City of Tulsa. Additionally, Projects will be scored based upon their ability to fulfill the objectives outlined within the Project Plan for the Downtown Area Project Area and Increment Districts. In circumstances where Projects do not comply with adopted policy or fulfill the objectives of the Project Plan, staff will evaluate requests for exceptions during the review of the full application. (See Figure 6)

2.3 HISTORIC PRESERVATION ELIGIBILITY

Projects requesting TIF funds are encouraged to follow the historic preservation standards created by the National Park Service. There are also historic preservation objectives that may apply to certain structures located within the Project Area. The design and historic preservation standards are found in Section 6 of this Policy.

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[5] To determine if a project is located within a TIF District, *see https://maps.cityoftulsa.org/opportunityzones/*

2.4 APPLICATION MATERIALS AND PROCESS

Prior to any consideration for assistance, a completed TIF application must be submitted to the Mayor's Office for Economic Development, where individual components will be reviewed by Staff. The primary components of the application packet include, but are not limited to:

2.4.1 Project Summary and Narrative

The Project Summary and Narrative should include the following information:

1. An overview of the Project, its location, and other important information needed to understand the size and scope of the Project; and
2. A narrative of how the Project meets the City of Tulsa's goals and objectives established in the First Amended Downtown Area Economic Development Project Plan and reiterated in Section 1 of this Policy; and
3. An overview of how the Project fits within the marketplace; and
4. A detailed overview of the gaps in financing for the Project; and
5. An explanation of why Assistance in Development Financing is needed and how much is being requested.
6. A discussion, if applicable, of any exceptions to the financial or design/density eligibility requirements set forth in this policy that the applicant will be seeking.

2.4.2 Financial Summary and Pro Forma

The Financial Summary and Pro Forma will be used by the Mayor's Office for Economic Development to determine if a gap in financing exists, the feasibility of the Project, and the appropriate amount of public assistance. The Financial Summary and Pro Forma should include:

1. A source and uses table with cost per square feet / unit breakdowns; and
2. A construction cost breakdown of the Project's individual components (i.e. Costs of land acquisition, site preparation, hard construction costs, soft costs, developer fees, contingency, etc.); and
3. A 10-year operating pro forma that includes income, expenses, Net Operating Income (NOI), debt service, cash flow, estimated taxes, debt service coverage ratios, and cash on hand or Internal Rate of Return (IRR) depending on the Project; and
4. Income and expense assumptions (i.e. lease rates and expense rates by month/year/square foot); and
5. Debt assumptions (i.e. term, rate, loan to value/cost, etc.).

2.4.3 Conceptual Drawings

Applicants will need to submit any documents related to the construction of the Project. The Mayor's Office for Economic Development will utilize these to determine a Project's eligibility for TIF assistance. Conceptual Documents should include *(if applicable)*:

1. Legal description, and;
2. Site plan, including north arrow, labels, materials and drawn to scale; and
3. Demolition plan, if applicable, including north arrow, labels, and drawn to scale; and
4. Floor plan(s), including north arrow, labels, and drawn to scale; and

5. Exterior Elevations for all street facing facades, labels, materials; and drawn to scale
6. Photos if existing façade remains unchanged; and
7. Perspective Renderings.

The Director of the Tulsa Planning Office ("TPO"), at Indian Nation Council of Governments ("INCOG"), or designee, will be asked to review the Project's conformance to the Density and Design standards referenced in Section 2.2 of this Policy and submit a recommendation of approval, modification or denial to the Director of Economic Development, or designee, The Director of Economic Development, or designee, will forward the recommendation to the Staff Advisory Committee and if appropriate, to the Downtown TIF Oversight Committee.

In addition, if the Project is located within the IDL, the Executive Director of the Downtown Coordinating Council ("DCC") will be asked to review the Project's conformance to the Density and Design standards referenced in Section 2.2 of this Policy and submit a recommendation of approval, modification or denial to the Director of Economic Development, or designee. In turn, this recommendation will be given to the Staff Advisory Committee and if appropriate, to the Downtown TIF Oversight Committee.

2.5 APPLICATION REVIEW PROCESS

1. Applicant submits completed application to the Mayor's Office for Economic Development.
2. Review of the Application by Mayor's Office for Economic Development Staff.
3. Mayor's Office for Economic Development forwards Application to TPO, and DCC if Project is located within the IDL, for review, comment, and recommendation letter.
4. If appropriate, creation of Term Sheet by Mayor's Office for Economic Development.
5. Staff Advisory Committee convenes and reviews application.
6. If approved by the Staff Advisory Committee, the Application is forwarded to the Downtown TIF Oversight Committee.
7. TIF Oversight Committee convenes to review the Application and Recommendation of funding.
8. Development Financing Assistance Agreement drafted, if appropriate.
9. Agreement and Application are reviewed by the Tulsa Industrial Authority ("TIA").
10. TIA action to approve or deny the Development Financing Assistance Agreement.

2.5.1 Staff Advisory Committee

The Staff Advisory Committee includes Senior Staff of the City of Tulsa. The members of the Staff Advisory Committee were determined and established in the First Amended Downtown Area Economic Development Plan. The Committee is Chaired by the Chief of Staff of the Mayor (or designee), with representatives of the Mayor's Office for Economic Development, the City's Finance Department, the Tulsa Planning Office, the City's Engineering Services Department, the City's Legal Department, and the Tulsa Industrial Authority.

The Staff Advisory Committee's role was also established in the First Amended Downtown Area Economic Development Project Plan. The Staff Advisory Committee shall review and evaluate Applications for Development Financing in light of:

- Project objectives; and
- The development priorities and policies set forth in this document; and

- Project feasibility; and
- Funding availability.

If the Staff Advisory Committee recommends approval of the Application, the Application is forwarded to the Downtown TIF Oversight Committee.

2.5.2 Downtown TIF Oversight Committee

The Downtown TIF Oversight Committee includes Senior Staff from the City of Tulsa, a representative from Tulsa Public Schools ("TPS"), representatives from two of taxing entities[6] in Tulsa, as well as a member of the Tulsa Industrial Authority selected by the Mayor.

The Downtown TIF Oversight Committee's role is also established in the First Amended Downtown Area Economic Development Project Plan. The Downtown TIF Oversight Committee shall review the Application and proposed funding allocation to the Project in light of;

- Project objectives; and
- The development priorities and policies set forth in this document;
- Project feasibility; and
- Funding availability.

If the Downtown TIF Oversight Committee recommends approval of the Application, the Application and Development Financing Assistance Agreement are forwarded to the Tulsa Industrial Authority for consideration.

[6] There are five affected taxing entities that approved the First Amended Downtown Area Economic Development Project Plan. These include Tulsa Community College, the Tulsa Health Department, Tulsa Tech, Tulsa City – County Library, Tulsa County, and Tulsa Public Schools.

3 ALLOCATION OF INCREMENTAL REVENUES

Eligibility for Assistance in Development Financing ("Development Assistance") is determined by a combination of financial need and the Project's immediate and long-term impacts, such as increased development activity, increased pedestrian traffic, etc.) to the Project Area or the individual Increment District. In general, the amounts of available funding for any form of Development Assistance is limited to the amount of Incremental Revenues generated by a particular Project[7]. It is important to note that Projects are not entitled to nor should they expect the entirety of the increment generated from the Project – only a portion of the increment will be granted, dependent upon a Project's financial need.

3.1 GENERAL INCREMENT REVENUE ALLOCATION GUIDELINES

Real Estate Projects seeking TIF allocation are subject to the following Policy Guidelines:

- Applicant must demonstrate that Projects are difficult, but possible with the allocation of TIF funds. The City will consider a TIF allocation based both on financial need and projected incremental revenue.
- Generally, Projects located in the Increment Districts are only eligible for amounts supported by their projected incremental taxes. Projects are not automatically eligible for any or all increment they generate. The City of Tulsa's preference for the structure of assistance is outlined in Section 3.3 of this Policy Document.
- Projects that are allocated TIF funds will be required to make a minimum ad valorem tax payment.
- An allocation comprising the sum of incremental taxes over ten (10) years may be a typical benchmark for maximum financial assistance.

3.2 TYPES OF DEVELOPMENT ASSISTANCE

3.2.1 Installment Financing

Installment Financing distributes and allocates Incremental Revenue annually over a fixed period of time. During the initial period following activation of an Increment District, approximately five (5) – seven (7) years, Installment Financing is the preferred form of Development Assistance available to Projects.

3.2.2 Gap Financing[8]

The City of Tulsa may allocate a portion of Incremental Revenues to a Project in order to address gaps in financing and provide a layer between debt and equity. Typically, Gap Financing is provided at a greater rate at

[7] For example, if a proposed Project's taxable value is $5,000,000, it will generate approximately $60,000 in increment through ad valorem taxes. If the property currently pays $10,000 in ad valorem taxes annually, then a maximum of $41,500 is potentially available to be used to finance the costs associated with the construction of public or private projects, **assuming the Project has demonstrated a sufficient amount of financial need.**

[8] Gap Financing is primarily intended to reduce risk in leasing or sales absorption. Because Gap Financing provides increased rates of reimbursement in the initial years, the total amount of Development Assistance may end up being less than other scenarios.

the beginning of the term, and gradually decreased as the Project stabilizes. Development Assistance, in the form of Gap Financing, will be available upon completion of the Project.

3.2.2.1 Example of Gap Financing

The example of Gap Financing illustrated in Table 1 is representative of the typical Development Assistance, structured as Gap Financing. In order to ensure the success and longevity of the Project, the rate at which increment is returned gradually declines over time.

TABLE 1: EXAMPLE OF GAP FINANCING

Years	Years 1-5	Years 6-10	Years 11-15	Years 16-20
Development Assistance ***(% of Increment)***[9]	70%	50%	30%	0%

3.2.3 Bonded Development Assistance

The City of Tulsa will only consider bonding of Development Assistance in very rare cases. It is the strong preference of the City of Tulsa to reimburse as funds become available. If you believe a Project requires bonding of the Development Assistance, please contact the Mayor's Office of Economic Development.

3.3 STRUCTURE OF ASSISTANCE IN DEVELOPMENT FINANCING

If the City of Tulsa determines the Project satisfies the eligibility requirements set forth in Section 2, Section 3, and Section 5 of this Policy, the Project will be eligible for assistance up to a sum equal to 30%-70% of the incremental ad valorem revenues over a period of time. In most cases, 33% of the annual increment will be made available and utilized for public improvements within the Project Area once funds have been accumulated, while 66% of the increment will be utilized for Developer Assistance, if requested. This is equivalent to an amount roughly between 4.5% and 8.5% of the total Project costs, depending on the assessed value of the Project.

3.4 TULSA PUBLIC SCHOOLS

Ten percent (10%) of ad valorem increment generated within the Downtown Increment Districts[10] shall be apportioned to Tulsa Public Schools (TPS) on an ongoing, annual basis as a specific revenue source for a public entity in the area in accordance with § 853 (9) of the Local Development Act and the First Amended Downtown Area Economic Development Project Plan to be utilized by TPS to enhance its programs, mission, and services.

3.5 ADMINISTRATIVE COSTS

Four percent (4%) of ad valorem increment generated within the Downtown Increment Districts will be apportioned to the Tulsa Industrial Authority and City of Tulsa to be used to cover costs associated with the

[9] The percentage of increment utilized in the example is only illustrative and is subject to change based on a Project's need and negotiations.

[10] Excluding the PAC TIF District.

implementation and ongoing administration of the First Amended Downtown Area Economic Development Project Plan.

3.6 DEVELOPMENT ASSISTANCE FOR RESIDENTIAL PROJECTS

The City of Tulsa and the Mayor's Office of Economic Development recognize the importance of Downtown housing and its significance to growing the population of the urban core. The City of Tulsa and Mayor's Office of Economic Development also acknowledge that the availability of both workforce housing and market rate housing is critical to a successful Downtown, when attracting high-quality jobs, providing access to all citizens of Tulsa, and in spurring continued economic development.

The following Sections detail the process by which the City of Tulsa will evaluate requests for Development Assistance for residential Projects within the Project Area. The criteria and funding eligibility for residential Projects detailed in the following Sections reflects the City of Tulsa's current housing priorities, as enumerated in the Affordable Housing Strategy and the Downtown Housing Study (2020). The City reserves the right to update this Section to reflect studies performed by or on behalf of the City of Tulsa concerning the Downtown Tulsa residential market. In order to determine a residential Project's eligibility for Development Assistance, the City of Tulsa may consult a third party that has expertise in the Downtown residential market, including City Staff.

3.6.1 Development Assistance for Workforce Housing

Residential Projects that include Workforce Housing and are located within the Project Area are eligible for Development Assistance. Due to the importance of Workforce Housing in a Downtown environment and urban core, the City of Tulsa is prepared to offer Development Assistance to Projects that incorporate Workforce Housing. The following criteria identify Projects where a higher rate of Development Assistance or consideration may be allocated:

1. Projects featuring residential units affordable to households earning between 70% and 120% of Area Median Income (AMI) may be eligible for an increased amount of Development Assistance; the increased amount is conditional on the number of qualified units in the Project.
2. Workforce Housing (Units) are those units which are:
    a. Leased only to households qualifying as "Workforce Households," defined as:
        i. Having income limits between 70% and 120% of the local Area Median Income, as calculated and adjusted by household size by the U.S. Department of Housing and Urban Development ("HUD") and verified by the Oklahoma Housing Finance Agency and;
        ii. Where at least one member of the household works within Tulsa City limits.
    b. At rental Rates that do not exceed the Fair Market Rents ("FMR") for the Tulsa, Oklahoma HUD Metro FMR Area, as annually determined and published by HUD, by more than 65% for one-bedroom units or by more than 85% for two-bedroom units.

Development Assistance is available to Projects that incorporate Workforce Housing in order to ensure long term affordability and financial sustainability. Applicants are encouraged to utilize a number of tools to ensure affordability, including but not limited to Project Based Vouchers from the Tulsa Housing Authority. Any Development Assistance awarded to a Workforce housing Project will be determined according to a Project's specific financial need and the availability of funds.

3.6.2 Development Assistance for Market Rate Housing

The Mayor's Office of Economic Development and City of Tulsa also recognize the necessity of Market Rate Housing in a dense, mixed-use urban environment. However, requests for Development Assistance for Market Rate Housing Projects will be evaluated differently than Projects that incorporate Workforce Housing. The Mayor's Office of Economic Development will determine the applicability of Development Assistance for Market Rate Housing Projects by evaluating the materials submitted by the Applicant in the Assistance in Development Financing Application and comparing the Project to the demand analysis presented in the Downtown Housing Study (2020).

It is the preference of the City of Tulsa that Development Assistance for Market Rate Residential Projects (Listed as Type Moderate or higher below) be used to assist in the costs associated with public improvements and enhancements to the public realm; including but not limited to façade improvements, landscaping, public art, streetscaping, amenities that activate the public realm, or contribute to the livability of the Project Area. Requests for Development Assistance for Projects that are comprised of moderate to upscale units (*see Table 2)* will be evaluated based upon 1) a demonstrated and reasonable financial gap, and 2) whether the Project assists in the achievement of the objectives set forth in the Project Plan and reiterated in Section 1.3 of this Policy, particularly those objectives related to the public realm.

3.6.3 Downtown Housing Priorities

This Section elaborates on how the Downtown TIF will be used to support population growth in the Project Area by detailing the amount and type of units that are anticipated to be built over the coming years, and their eligibility for Development Assistance. The Downtown Housing Study includes analysis of current and future demand for residential units within the Project Area over the next ten (10) years.

Table 2: Residential Project Demand, Types, and Eligibility

Type	% AMI	Rental Rates	Number of Units	Development Assistance
Affordable	< 60%	< $840	800 – 1,200 Units	Yes
Workforce	60 – 120%	$840 – $1,700	1,000 – 1,200 Units	Yes
Moderate	120 – 150%	$1,700 – $2,100	400 – 600 Units	Yes
Upscale	150 – 200%	$2,100 – $2,800	200 – 300 Units	Streetscaping
Luxury	> 200%	> $2,800	100 Units	Streetscaping

Table 2 illustrates demand for housing units within Downtown over the next ten (10) years. It is the intention of this Policy to utilize Table 2 and other relevant data within the Downtown Housing Study to guide the Development Assistance allocation process regarding Residential Projects, as well as serve as a target for unit delivery over the next ten (10) years within the Project Area. Therefore, the Mayor's Office of Economic

Development and the City of Tulsa will incentivize residential Projects according to Table 2, until the number of units for each individual housing type has exceeded the demand specified in Table 2. Once the demand has been reached, Projects within that category may not be eligible for Development Assistance, or any Development Assistance will be subject to the same consideration given to Market Rate Housing units, specified in Section 3.6.2.

3.7 ESTIMATED INCREMENT GENERATION

The following Section is intended to assist Applicants estimate the amount of incremental ad valorem tax revenue produced by a Project after completion. In order to estimate the amount of increment generated by a project, it is necessary to know the Base Assessed Value (BAV) of the Property prior to construction and the value of the Assessed Value (AV) of the property after construction of the Project has finished. These two values can be utilized in the following equation:

$$\frac{(((AV - BAV) \times .11) \times 137.34)}{1000} = Incremental\ Tax\ Revenue$$

Once the estimated Incremental Tax Revenue ("IRT") has been determined, the Administrative and TPS apportionments can be determined. 4% of the estimated Incremental Tax Revenue is apportioned to the City of Tulsa and Tulsa Industrial Authority in order to cover the costs associated with administering the TIF. In addition, 10% of the Incremental Tax Revenue is apportioned to Tulsa Public Schools:

$$IRT - ((IRT \times .1) + (IRT \times .04)) = Net\ Incremental\ Revenue$$

Projects within the TIF Districts generate Increment on an annual basis once construction has completed and the Project has received it's Assessed Value from the Tulsa County Assessor. The Project will continue to generate Increment until the TIF expires (25 years after activation) or the total Increment generated within the Increment District equals the Budget defined for the District in the Project Plan:

$$Net\ Incremental\ Revenue \times (25 - Years\ Since\ Activation) = Total\ Increment\ Available$$

As indicated in Section 3.3 of this Policy, the Incremental Revenue generated within the TIFs are used for public infrastructure improvements within the Project Area, as well as Development Assistance. The Project Plan establishes the amount the proportions of increment that are made available for public and private development. The following equations detail how increment is distributed between the two uses:

$$Total\ Increment\ Available \times .66 = Maximum\ Development\ Assistance$$

$$Total\ Increment\ Available \times .33 = Public\ Improvement$$

Although the First Amended Downtown Area Economic Development Project Plan contemplates the 1/3 and 2/3 apportionment, the amount of Development Assistance available for a Project is dependent upon a number

of factors and is subject to the discretion of the Mayor's Office of Economic Development and the Tulsa Industrial Authority. Development Assistance should be determined primarily by Project need, desirability, quality, viability, and availability of Incremental Revenues. In addition, some Projects may receive a proportionally larger incentive than others.

4 EXCEPTIONS TO THE POLICY

The City of Tulsa recognizes that in rare circumstances, exceptions to this Policy may be required in order for a Project to move forward. The City of Tulsa and Mayor's Office of Economic Development may waive certain guidelines established in this Policy if a sufficient case is made to the Staff Advisory Committee that the Project meets the intent of the provisions and guidelines detailed in Section 2, Section 3, and Section 5 of this Policy.

There are a number of reasons that exceptions to the eligibility requirements and funding guidelines may be made. Some potential reasons for exceptions to this Policy include, but are not limited to:

- Issues with the Project's financial structure.
- Excessive and substantial costs incurred because of Design Eligibility Requirements that cannot be solved within the financing and recommended apportionment structure detailed in Section 3.
- Site constraints that prevent a Project from conforming with Preferable Design Standards.
- An applicant is unable to effectively save or integrate a building identified as a historic resource.

If a Request for Exception is approved by the Staff Advisory Committee, the Mayor's Office of Economic Development may choose to adjust either the eligibility requirements for Development Assistance, the apportionment ratios of Incremental Tax Revenues, and make a written recommendation to the Tulsa Industrial Authority.

4.1 REQUESTS FOR EXCEPTIONS

If an Applicant is concerned that the minimum requirements and eligibility standards described in this Policy are not tenable for a Project, they are encouraged to contact the Mayor's Office of Economic Development as early as possible, if possible, before applying for Development Assistance. If the concerns are design related, Applicants are encouraged to contact the Mayor's Office of Economic Development, the Tulsa Planning Office at INCOG, and the Downtown Coordinating Council to discuss any concerns they have regarding the design requirements.

When submitting the application for Development Assistance, Applicants must submit a written memorandum documenting the need for an exception from the Policy, and the exception will be considered by the appropriate review bodies in context of the Project's impact and need.

4.2 EVALUATION OF EXCEPTION REQUEST

The Director of Economic Development, or designee, and Staff from the Mayor's Office of Economic Development will review any Request for Exception submitted with the Application for Development Assistance. The Request will be reviewed in coordination with the Tulsa Planning Office at INCOG, the Downtown Coordinating Council, and any other relevant parties that may have expertise in a relevant area. Applicants may be asked to present or provide additional information that justifies their Request for Exception to the Downtown Staff Oversight Committee, the Staff Advisory Committee, and the Tula Industrial Authority.

Any apportionment of Increment Tax Revenue as Development Assistance that is not consistent with this Policy will be considered as a waiver of this Policy.

5 DESIGN OBJECTIVES

5.1 REQUIRED DESIGN STANDARDS

Projects requesting Development Assistance are encouraged to comply with the design and historic preservation standards, if applicable, set forth in this document. The majority of Design Standards incorporated into this Policy and Section have been adopted by the City of Tulsa and Tulsa City Council through various Plans, Codes, and Studies. The First Amended Downtown Area Economic Development Project Plan is intended to serve as a tool to help implement a number of Plans adopted by the City of Tulsa These include but are not necessarily limited to the following.

- **City of Tulsa Complete Streets Procedural Manual**, *City of Tulsa* (2013)[11]
- **Tulsa, Oklahoma Downtown Walkability Analysis**, *City of Tulsa* (2017)[12]
- **The Tulsa Regional Bicycle and Pedestrian Master Plan (Go Plan)**, *City of Tulsa* (2015)[13]
- **Downtown Area Master Plan**, *City of Tulsa* (2010)[14]
- **Downtown Streetscape Master Plan**, *City of Tulsa* (2011)[15]
- **Tulsa Comprehensive Plan**, *City of Tulsa* (2016)[16]
- **Downtown Tulsa Housing Study**, *City of Tulsa* (2020)[17]
- **Tulsa Zoning Code**, *City of Tulsa* (2020)[18]

All Projects are expected to comply with the Design Standards detailed in the plans, studies, and codes detailed above. For any questions regarding the Design Standards detailed in this Section, please contact the Tulsa Planning Office and the Mayor's Office of Economic Development.

5.2 PREFERRED DESIGN STANDARDS

In addition to the Required Design Standards referenced in Section 5.1 of this Policy, Projects requesting Development Assistance will be evaluated by the Tulsa Planning Office and the Downtown Coordinating Council in accordance with the Preferred Design Standards described in Section 5.2.1, Section 5.2.2, Section 5.2.3, and Section 5.2.4 of this Policy.

The Preferred Design Standards are intended to encourage the design and construction of high-quality private Projects that not only comply with the Required Design Standards but contribute to and enhance the quality of neighborhoods located in Downtown Tulsa.

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[11] https://www.cityoftulsa.org/media/1795/completestreetsproceduralmanual_11-26-13.pdf
[12] http://downtowntulsaok.com/wp-content/uploads/2018/08/FINAL-Tulsa-Walkability-Analysis-Report-05302018.pdf
[13] http://www.incog.org/Transportation/transportation_bikeped.html
[14] https://www.cityoftulsa.org/media/1562/downtown_vol1-4.pdf
[15] http://downtowntulsaok.com/wp-content/uploads/2015/06/Streetscape.pdf
[16] http://www.tmapc.org/Documents/Tulsa%20Comprehensive%20Plan.pdf
[17] https://www.cityoftulsa.org/economic-development/why-tulsa/housing/housing-study-and-strategy/
[18] http://tulsaplanning.org/plans/TulsaZoningCode.pdf

5.2.1 Activated Developments

A Project can be reasonably described as Activated if it incorporates a variety of uses and components that encourage activity during the day and night. Projects that allow active uses during all hours of the day and into the night help contribute to the 24 nature of Tulsa.

5.2.2 Active & Pedestrian Oriented Street Level

Projects will be evaluated based upon the extent to which they activate or contribute to the activation of the pedestrian street level. Factors that will be considered include but are not limited to the amount of curb cuts required by the Project, the maintenance of the current street grid, the proposed uses of the pedestrian level, and the preservation of alleyways.

5.2.3 Preferred Minimum Building Height

Projects will also be evaluated based upon the extent to which they comply with the desired minimum building heights illustrated in Figure 3 of this Policy.

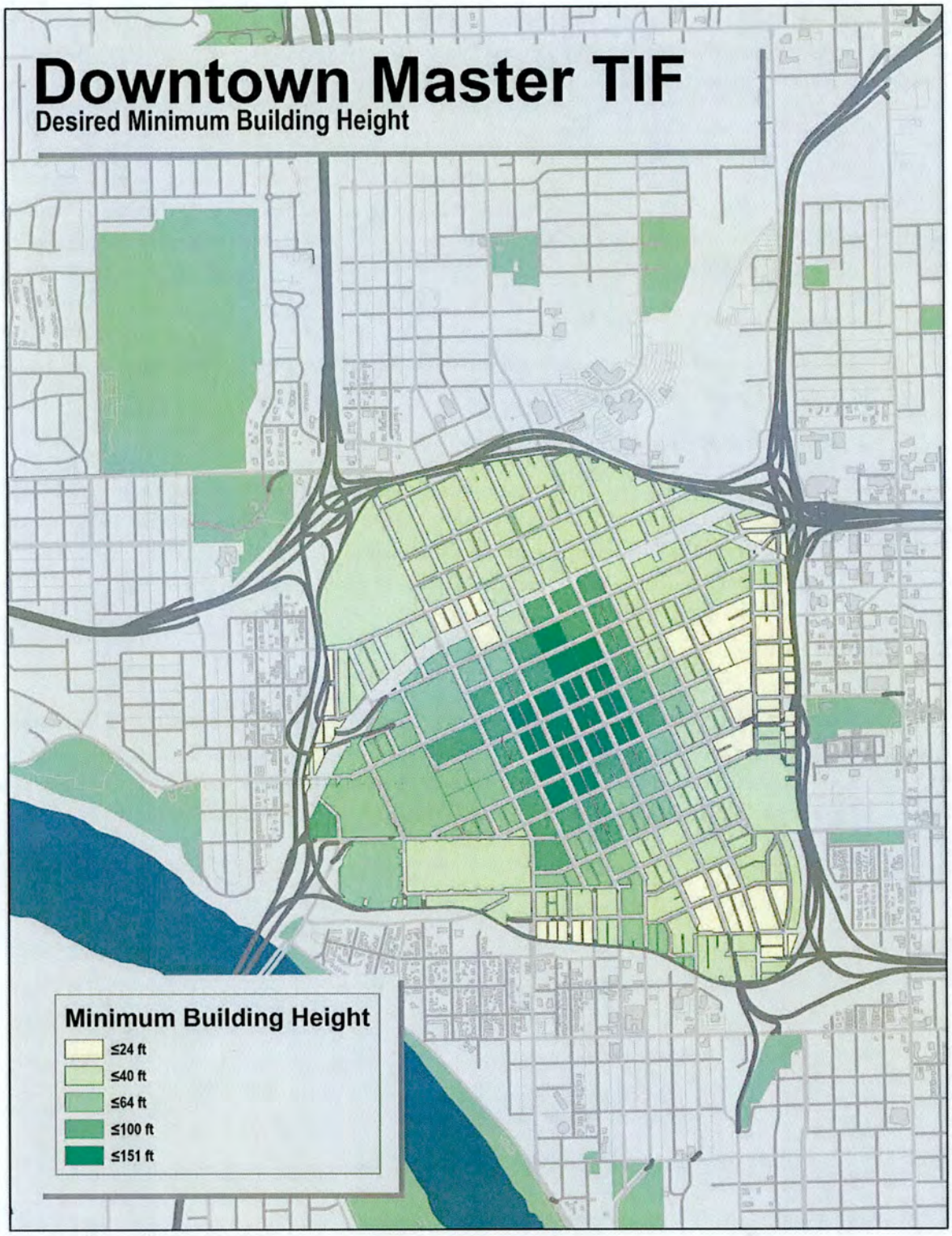
5.2.4 Quality of Development & Placemaking

Projects will be evaluated on their development and cultural contribution to the localized area in which they are located, as well as their overall quality. Projects that utilize higher quality building materials and incorporate high quality design preferences will be given priority. These include but are not limited to utilization of Historic Tax Credits, the quality of building materials, and the visibility of parking form the street level.

5.3 REQUIRED AND PREFERRED DESIGN SCORESHEET

The Tulsa Planning Office and Downtown Coordinating Council will utilize a standardized Scoresheet to evaluate Project's conformance with the Required and Preferred Design Standards. TPO and the DCC will transmit this Scoresheet with their recommendations to the Staff Advisory Committee. Applicants are encouraged to review the Scoresheet prior to submitting their Application. (See Attachment A)

Figure 3: Desired Minimum Building Height



6 NATIONAL REGISTER OF HISTORIC PLACES

This Section provides descriptions of the Districts listed in the National Register of Historic Places and are located within the Project Area of the First Amended Downtown Area Economic Development Project Plan. Applicants should familiarize themselves with the areas identified in this section if their Project is located within them. The City of Tulsa prefers that Projects requesting Development Assistance comply with the standards for treatment of historic properties.

For more information about the Historic Preservation Districts within the Project Area, and any information about a Project and a Historic Preservation District, please contact the Preservation Commission or the Tulsa Planning Office.

6.1 BLUE DOME HISTORIC DISTRICT

The Blue Dome Historic District is a seventeen-block area that lies just east of the central business district. The majority of the resources are commercial, industrial, and mixed-use buildings. The District includes both small-scale commercial buildings and larger warehouse and industrial facilities, all of which were constructed following the arrival of the Midland Valley and Santa Fe railroads to Tulsa in 1903 and 1905, respectively. The earliest building enclosure dates to circa 1906. Large areas of open space were previously occupied by railroad tracks and spurs; these areas are now used as surface parking. Four railroad spurs remain visible in the District, although more tracks are likely hidden under asphalt or concrete.

6.2 BRADY HISTORIC DISTRICT

The Brady Historic District is locally significant as the center of the oldest existing commercial area of Tulsa. The district grew in response to its proximity to and local dependence on the railroads that served Tulsa beginning in the late nineteenth century. Its strategic location next to multiple railroad corridors was critical to Tulsa's growth and enabled the area to thrive for over sixty years. Several blocks of "Main Street" style commercial buildings form Brady's core, while larger utilitarian warehouses, wholesale supply houses, manufacturing buildings, company offices, and storage and trucking companies surround it. They represent the distribution of raw and manufactured products that began in the early 1900s and grew steadily through Tulsa's oil boom period. The variety of building types and styles reflects the mixed-use nature of the businesses they housed. Their simple utilitarian form and styling contrasts with the high-style architecture of the skyscrapers erected in Tulsa's modern commercial center south of the railroad tracks during the 1920s.

6.3 KATY RAILROAD HISTORIC DISTRICT

The KATY Railroad Historic District is a commercial and industrial area that includes seventeen buildings constructed between 1913 and 1964 in a three-block area at the northwest corner of downtown Tulsa. It contains several manufacturing facilities and one industrial complex that surround a core of commercial buildings on North Main Street. This district reflects the influence of the Missouri, Kansas and Texas (KATY) Railroad on development in the area near its tracks. While the KATY tracks were removed in 1964, the wide right-of-way remains visible within the district.

6.4 North Cheyenne Historic District

The North Cheyenne Avenue Historic District is north of modern downtown Tulsa. This early commercial and industrial district grew up around the tracks of the St. Louis and San Francisco (Frisco) Railroad, which arrived at Tulsa in 1882. For twenty years, the Frisco line was the only railroad serving Tulsa, and made only one daily trip between Tulsa and Vinita, Oklahoma.

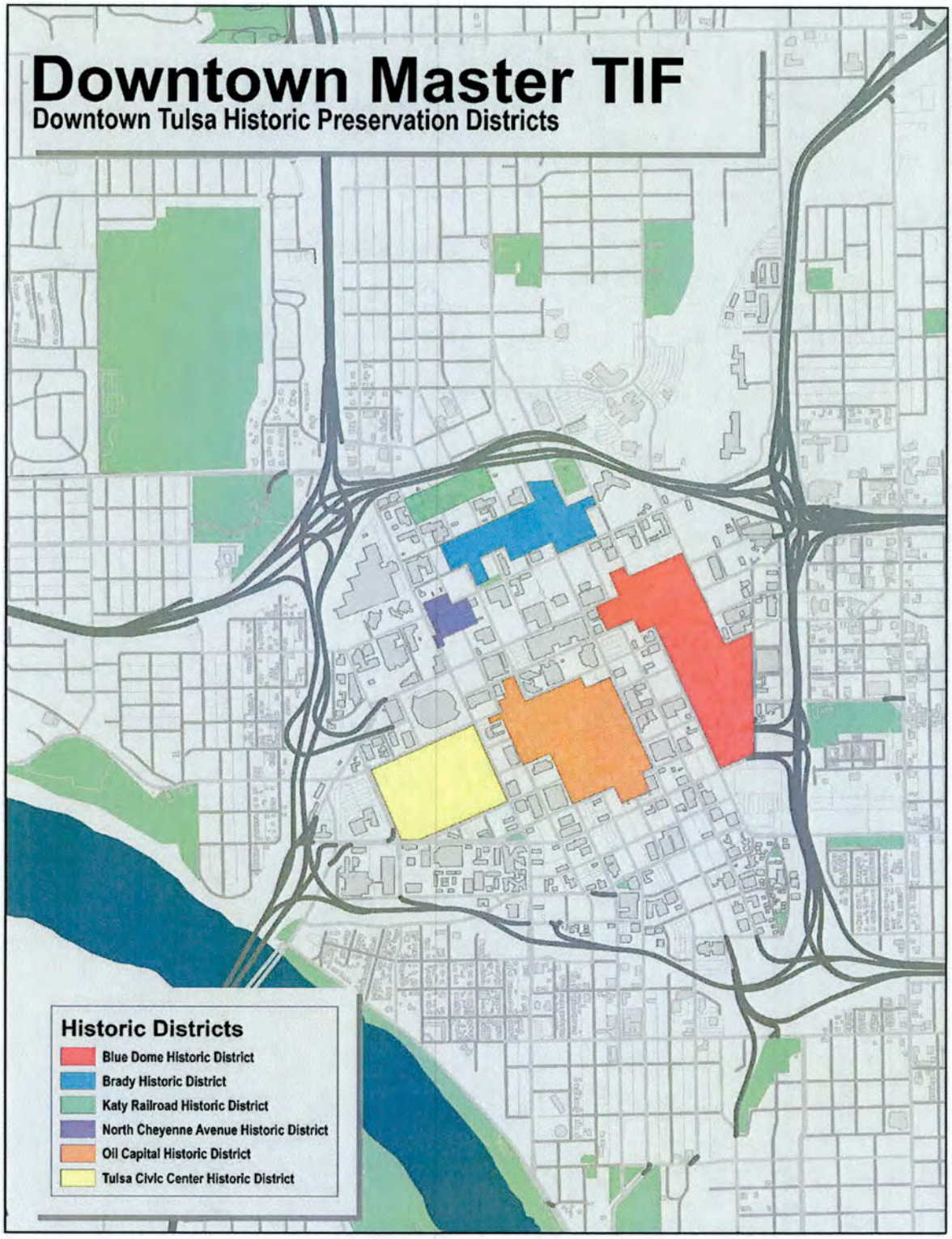
6.5 Oil Capital Historic District

The Oil Capital Historic District is locally significant as the historic heart of Tulsa's business community. The numerous examples of high-style architecture reflect a city and an architectural community in tune with national trends. The district resources document the commercial prosperity of Tulsa over a seven-decade period and showcase the evolution of nationally-popular architectural and urban design trends and architectural styles, ranging from the classical to the modern.

6.6 Tulsa Civic Center Historic District

The Tulsa Civic Center Historic District has exceptional significance to the City of Tulsa because a unified governmental civic center was a long-held dream whose development plans began in the 1920's, continued through the 1930's, 1940's and 1950's, and was finally fully executed in 1969. The process that planned the center and use of Mid-Century Modern architecture received national and international recognition. The Tulsa Civic Center Historic District also fulfilled the city's desire to create a governmental center intended to inspire Tulsa residents to use the downtown and investors to seek out the city.

Figure 4: Historic Preservation Districts



7 CONTACT INFORMATION

7.1 MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT

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7.2 MAYOR'S OFFICE OF COMMUNITY DEVELOPMENT

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7.3 TULSA PLANNING OFFICE

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7.4 DOWNTOWN COORDINATING COUNCIL

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8 DEFINITIONS

Apportionment – to direct that all or a portion of increment be applied to finance a Project or Public Improvement under a Project Plan. Only the Governing Body designated to administer the Project Plan.

Area Median Income (AMI) – the midpoint of a region's income distribution – half of the households in a region earn more than the median and half earn less than the median. The U.S. Department of Housing and Urban Development (HUD) defines and calculates AMI on an annual basis.[19]

Assistance in Development Financing – the Apportionment of Increment to a Project to assist in the financing of Project Costs.

Assessed Value – value of a property, including the value of both the land and the improvements.

Base Assessed Value (BAV) – the value of all assessed property within an ad valorem Increment District as of the date the Increment District was activated.

Governing Body – the city council of a city, the board of trustees of a town or the board of county commissions. The Governing Body for the First Amended Downtown Area Economic Development Project Plan is the Tulsa City Council, which has delegated administration of the Project Plan to the Tulsa Industrial Authority (TIA).

Historic Preservation Zoning District - an area with "overlay" zoning that requires any exterior renovations or repairs (in some cases) are subject to design review by the Tulsa Preservation Commission before work can be done.

Increment – the portion of taxes collected in an Increment District attributed to the increased investment or increased sales tax collections.

Increment District – the geographic area outlined in the Project Plan where the apportionment of Increment is authorized to pay for Project Costs.

Market Rate Housing – residential units (including single and multifamily) that are leased or sold at market rates.

Project – all development activities pursuant to the objectives of the Project Plan.

Project Area – the geographic area where all development activities will occur and within which all Project costs must be expended. A Project Area may be coextensive or larger than the Increment District(s).

Project Costs – Specific listed expenditures authorized by the Project Plan that are incidental to the planning, approval, and implementation of the Project.

Project Plan – the approved plans of a city, town, or county which may include a designated district or districts under the Local Development Act in conformance with the Comprehensive Plan, which is intended by the payment of costs through apportionment of the increment or by the granting of incentives or exemptions to

[19] https://www.huduser.gov/portal/datasets/il.html

reduce or eliminate those conditions, the existence of which qualified the district, and to thereby enhance private investment of the tax bases of the taxing entities which extend into the district.

Public Improvement – public works or improvements, including but not limited to highways, roads, streets, bridges, sewers, traffic control systems and devices, telecommunications systems, parks, water distribution and supply systems, curing, sidewalks and any similar public improvements, common utility or service facilities, landscaping, parking, and water detention/retention systems.

Tax Increment Financing – Public financing mechanism that is used as a subsidy for development, redevelopment, public infrastructure, and other community improvement projects.

Taxing Entity – a city, town, county, school district, political subdivision or other local entity in which local taxes or fees are levied by or on its behalf.

Workforce Housing – units that are leased with income limits between 70% and 120% of the local Area Median Income, as calculated and adjusted by household size by the U.S. Department of Housing and Urban Development ("HUD") and verified by the Oklahoma Housing Finance Agency

9 Appendix

Figure 5: Tax Increment Financing Visualization

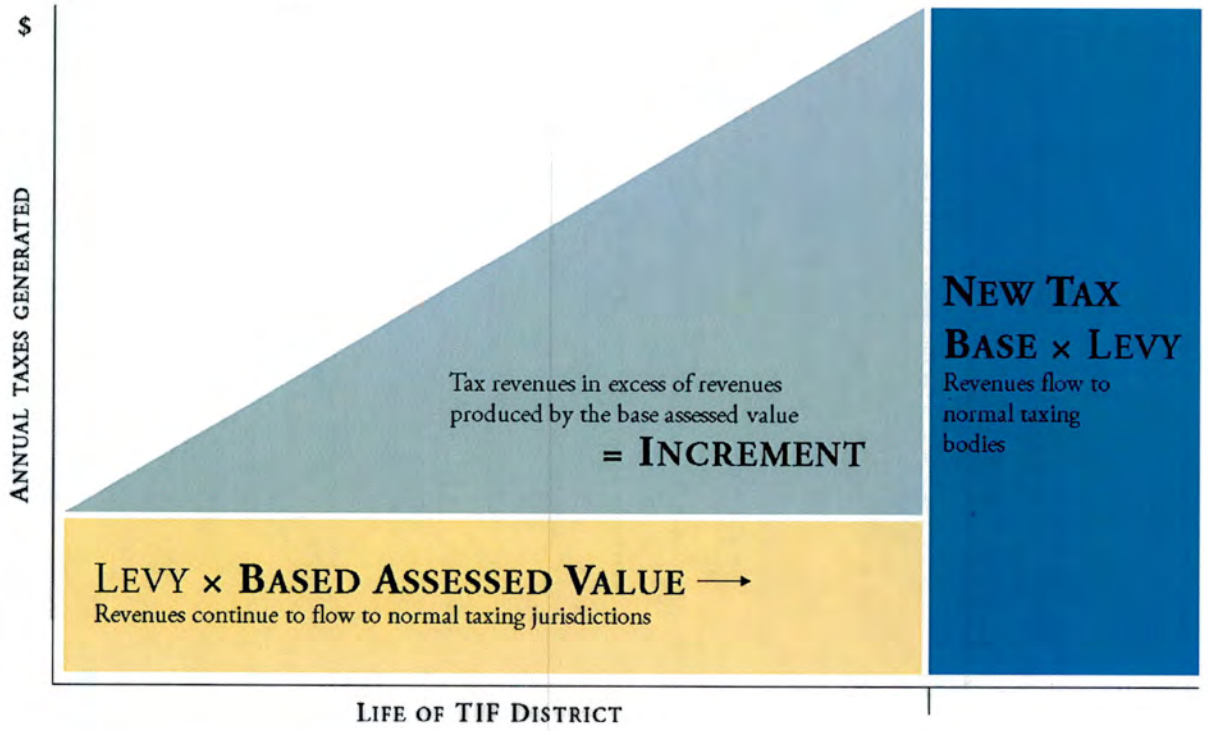
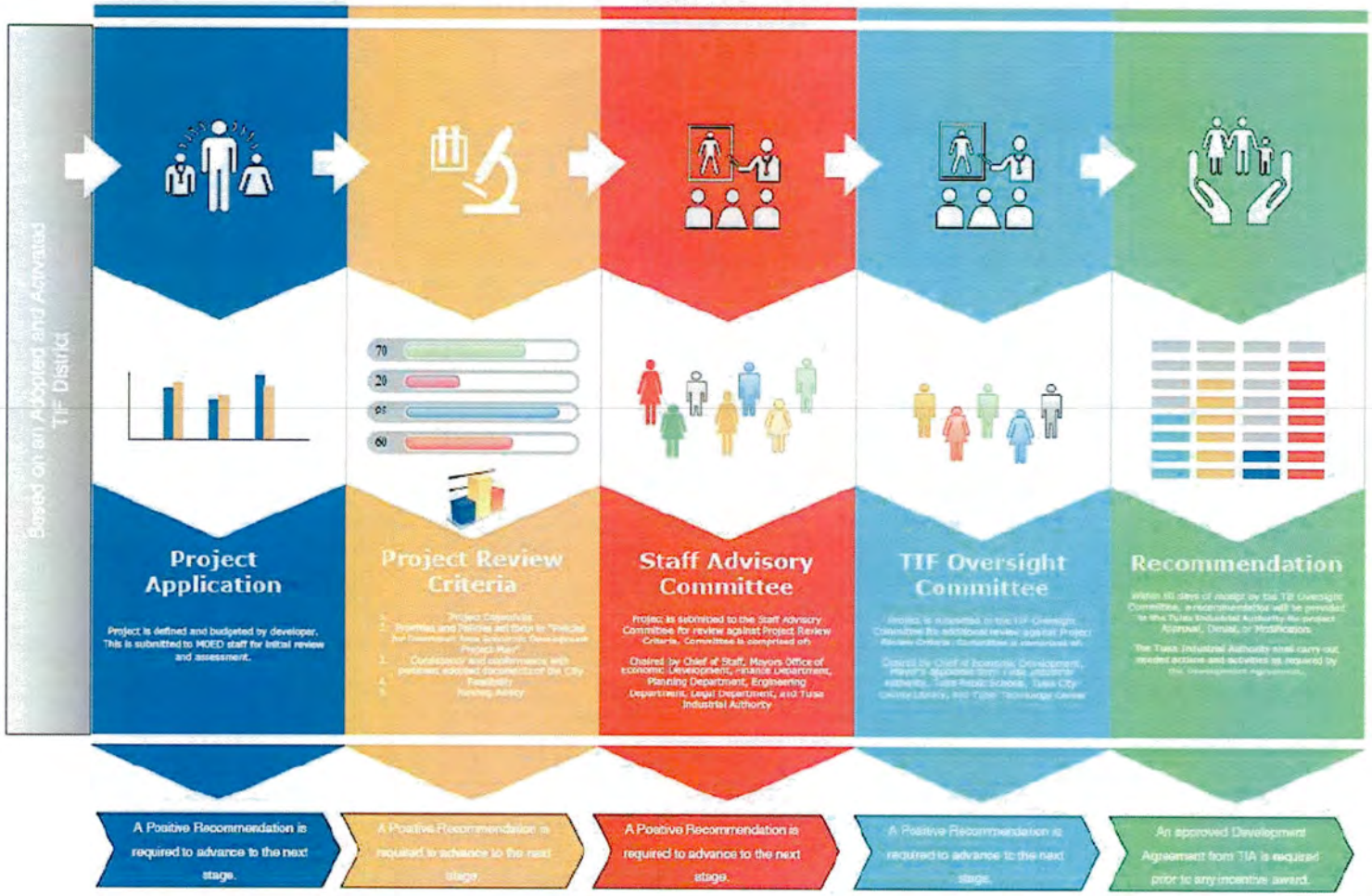


Table 3: TIF Districts, Revenues and Collections

INCREMENT DISTRICTS		AD VALOREM		SALES TAX			MAXIMUM BUDGET ($)
		TIF	TPS Share	TIF	Rate	TIF Applicability	
A.	Arts	Yes	10%	Yes	2%	Retail	5,000,000
B.	PAC	Yes	-	Yes	3.64%	Construction / Retail	39,000,000
C.	East End	Yes	10%	No	-	-	90,000,000
D.	Cathedral	Yes	10%	No	-	-	25,000,000
E.	Evans-Fintube	Yes	10%	Yes	2%	Construction	40,000,000
F.	Western Supply	Yes	10%	Yes	2%	Construction / Retail	28,000,000
G.	Ball Park Area	Yes	10%	Yes	2%	Construction / Retail	28,000,000
H.	Greenwood	Yes	10%	No	-	-	5,000,0000
I.	WPX	Yes	10%	No	-	-	45,000,000

Figure 6: Assistance in Development Financing Visualization



OMES

Scoring Instructions: For each specification, score:

0 = unacceptable response; poor response or did not address the item. A "No" answer
1 = marginally acceptable; addresses the item at the most minimal level.
2 = satisfactory; addresses the item at a basic, but appropriate level.
3 = good; addresses the item beyond a basic level. A "yes" answer with no elaboration.
4 = very good; well thought out response to the item.
5 = excellent; extremely well thought out or integrated response to the item. A "yes" answer with elaboration
Record any comments about portions of the response that swayed your scoring one way or the other.

Federal

Superior	**10**	• Comprehensively addresses all aspects of criterion • Contains significant strengths • Has no notable weaknesses • Leaves no doubt of applicant's capability to perform the criterion
	9	• Comprehensively addresses all aspects of criterion • Has significant strengths • Contains only a few easily corrected weaknesses • Strengths far outweigh the weaknesses • Leaves no doubt of applicant's capability to perform the criterion
Good	**8**	• Addresses all aspects of the criterion • Contains only a few easily correctable weaknesses • Strengths outweigh the weaknesses • Demonstrates applicant's capability to perform the criterion
	7	• Addresses all aspects of the criterion • Contains several correctable weaknesses • Strengths outweigh the weaknesses • Demonstrates applicant's capability to perform the criterion
Satisfactory	**6**	• Most aspects of the criterion addressed • Strengths slightly outweigh the weaknesses
	5	• Applicant will likely be able to perform the criterion
Marginal	**4**	• Some aspects of the criterion not addressed • Has one or more strengths and weaknesses • Weaknesses outweigh the strengths
	3	• Some doubt as to the ability to perform the criterion
Unsatisfactory	**2**	• Most aspects of the criterion not addressed • Contains significant weaknesses that would require a major revision
	1	• Applicant's ability to perform the criterion not demonstrated

	100% AMI	80% AMI	60% AMI	50% AMI	40% AMI	30% AMI	Min Wage
2018 AMI	$67,100	$53,680	$40,260	$33,550	$26,840	$20,130	$15,080
Hourly Rate (40 hr/wk)	$32.26	$25.81	$19.36	$16.13	$12.90	$9.68	$7.25
Max Rent at 30% Monthly Gross Income	$1,677.5	$1,342.0	$1,006.5	$838.8	$671.0	$503.3	$377.0
Max Rent at 25% Monthly Gross Income	$1,397.9	$1,118.3	$838.8	$699.0	$559.2	$419.4	$314.2
Max Rent at 20% Monthly Gross Income	$1,118.3	$894.7	$671.0	$559.2	$447.3	$335.5	$251.3
Max Rent at 15% Monthly Gross Income	$838.8	$671.0	$503.3	$419.4	$335.5	$251.6	$188.5

Average Rents in Tulsa (HUD 2016)	$669
Class A Rents in Tulsa (HUD 2016)	$838
Class B&C Rents in Tulsa (HUD 2016)	$585

Source: https://www.huduser.gov/portal/publications/pdf/TulsaOK-comp-16.pdf

	0 Bed	1 Bed	2 Bed	3 Bed	4 Bed	5 Bed	6 Bed
Fair Market Rent (COT 2019)	$569	$669	$865	$1,162	$1,315	$1,512	$1,710
50% Rent Limit	$610	$653	$785	$906	$1,011	$1,116	$1,219
65% Rent Limit	$780	$838	$1,007	$1,155	$1,269	$1,381	$1,494

Source: https://www.cityoftulsa.org/media/10340/2019-home-rentlimilts-06-28-19.pdf

Table 5. Estimated Demand for New Market-Rate Rental Housing in the Tulsa HMA During the Forecast Period

Zero Bedrooms		One Bedroom		Two Bedrooms		Three or More Bedrooms	
Monthly Gross Rent ($)	Units of Demand	Monthly Gross Rent ($)	Units of Demand	Monthly Gross Rent ($)	Units of Demand	Monthly Gross Rent ($)	Units of Demand
650 to 849	75	750 to 949	1,300	900 to 1,099	700	1,100 to 1,299	75
850 to 1,049	35	950 to 1,149	650	1,100 to 1,299	700	1,300 to 1,499	100
1,050 to 1,249	20	1,150 to 1,349	390	1,300 to 1,499	400	1,500 to 1,699	50
1,250 or more	15	1,350 or more	260	1,500 or more	200	1,700 or more	25
Total	150	Total	2,575	Total	2,000	Total	250

Notes: Numbers may not add to totals because of rounding. Monthly rent does not include utilities or concessions. The 2,700 units currently under construction will likely satisfy some of the estimated demand. The forecast period is August 1, 2016, to August 1, 2019.

Source: Estimates by analyst

Criteria	Criteria Description	Score	Score Type	Score Range	Score 0	Score 1	Score 2	Score 3	Score 4	Score 5	Weight	Notes
1	**Catalytic Development**											
1.1	Establishes an active use that promotes daytime users (X a.m. - X p.m.)		Binary	0,5	No					Yes		Adds variety to existing uses? Define daytime and nighttime. 7a-5p and 5p-midnight?
1.2	Establishes an active use that promotes nighttime users (X a.m. - X p.m.)		Binary	0,5	No					Yes		Adds variety to existing uses? Define daytime and nighttime. 7a-5p and 5p-midnight?
1.3	Builds economic potential for the redevelopment of surrounding sites **Market saturation? Jim/Spencer**		Likert Scale	0,1,2,3,4,5	No potential	Limited potential	Low-Medium potential	Medium potential	Medium-high potential	High potential		Define "potential"; Could we also award point for being located near other recent developments? That can create synergy and help the area (not just the project) become a catalyst
1.4	Includes active ground floors that support 24/7 environment		Binary	0,5	No					Yes		
1.5	Building meets or exceeds the Minimum Building Height, based on Figure XX		Binary	0,5	No					Yes		
2	**Active, Pedestrian-Oriented Street Level**											
2.1	Utilizes street-facing entrances for main public ingress and egress **Ground-level commercial space?**		Likert Scale	0,1,2,3,4,5	No street-facing entrances, OR entrances obstruct or protrude into sidewalks, OR entrances would require a license agreement or right-of-way abandonment					Street-facing entrances are separated by no more than 30 feet, do not obstruct or protrude into sidewalk, and will not require a license agreement or right-of-way abandonment		
2.2	Limits curb cuts/driveways to one per 300 linear feet of a block face, and a maximum width of 24 feet		Binary	0,5	No					Yes		
2.3	Existing street grid is maintained on 300' blocks, or improved by eliminating super blocks and re-connecting the street grid		Binary	0,5	No					Yes		
2.4	Existing alleys are retained or alternative public access through the site is provided. *Public access must be dedicated as right-of-way.		Binary	0,5	No					Yes		
3	**Promotes and adds to quality of development and placemaking**											
3.1	Use of quality building materials that contribute to a vibrant public realm and complement surrounding built environment		Binary	0,5	No					Yes		
3.2	Retains existing historic structures		Binary	0,5	No					Yes		
3.3	Applied for or receiving Historic Preservation Tax Credits, if eligible		Binary	0,5	No					Yes		
3.4	Ground-floor transparancy		Likert Scale	0,1,2,3,4,5	0-39.9%	40-49.9%	50-59.9%	60-69.9%	70-79.9%	80% or more		
3.5	Structured parking is screened from view of street		Binary	0,5	No					Yes		
3.6	Structured parking is designed to allow future conversion to non-parking uses		Binary	0,5	No					Yes		
3.7	Surface parking is located behind or beside building, not between building and street		Binary	0,5	No					Yes		
3.8	Total gross construction costs applied to the creation and maintenance of on-site public art		Likert Scale	0,1,2,3,4,5	0%	0.01-0.09%	0.1-0.249%	0.25-0.49%	0.5-0.99%	1.0% or more		
4	**Contributes to and Conforms to the implementation of adopted plans and codes**											
4.1	Comprehensive Plan (planitulsa)		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.2	Zoning Code (including landscape standards)		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.3	Downtown Area Master Plan		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.4	Arena District Master Plan		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.5	Unity Heritage Neighborhoods Small Area Plan		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.6	Downtown Streetscape Master Plan		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.6.	Street Tree Spacing		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.6.	Lighting Spacing		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
4.7	Downtown Walkability Study		Likert Scale	0,1,2,3,4,5	0%	20%	40%	60%	80%	100%		
5	**Supports the development of housing in a variety of types with a range of prices**											
5.1	Housing units for sale or rent at Market Rates (or within X% of Market Rate?)											Define "Market Rates". See AMI Sheet. Also - what is the goal of this criteria? To ensure that apartments don't exceed a certain price range? If so, don't the next two criteria help accomplish that? Goals need to be defined before assigning scoring possibilities.
5.2	Percentage of units for rent or sale are affordable for persons at or below 80% AMI		Likert Scale	0,1,2,3,4,5	0%	0.1%-1.9%	2%-4.9%	5%-9.9%	10%-19.9%	20% or more		Define "affordable" - housing costs no more than 25% AGI? The federal Department of Housing and Urban Development (HUD) defines an "affordable dwelling" as one that a household can obtain for 30 percent or less of its income. Meanwhile, the Housing and Transportation (H+T) Affordability Index provides a comprehensive view of affordability that includes both the cost of housing and the cost of transportation at the neighborhood level.
5.3	Percentage of units for rent or sale are affordable for persons at or below 60% AMI		Likert Scale	0,1,2,3,4,5	0%	0.1%-1.9%	2%-4.9%	5%-9.9%	10%-19.9%	20% or more		

Criteria in red text do not apply to every project and will be given an if/then relationship to adjust scoring accordingly