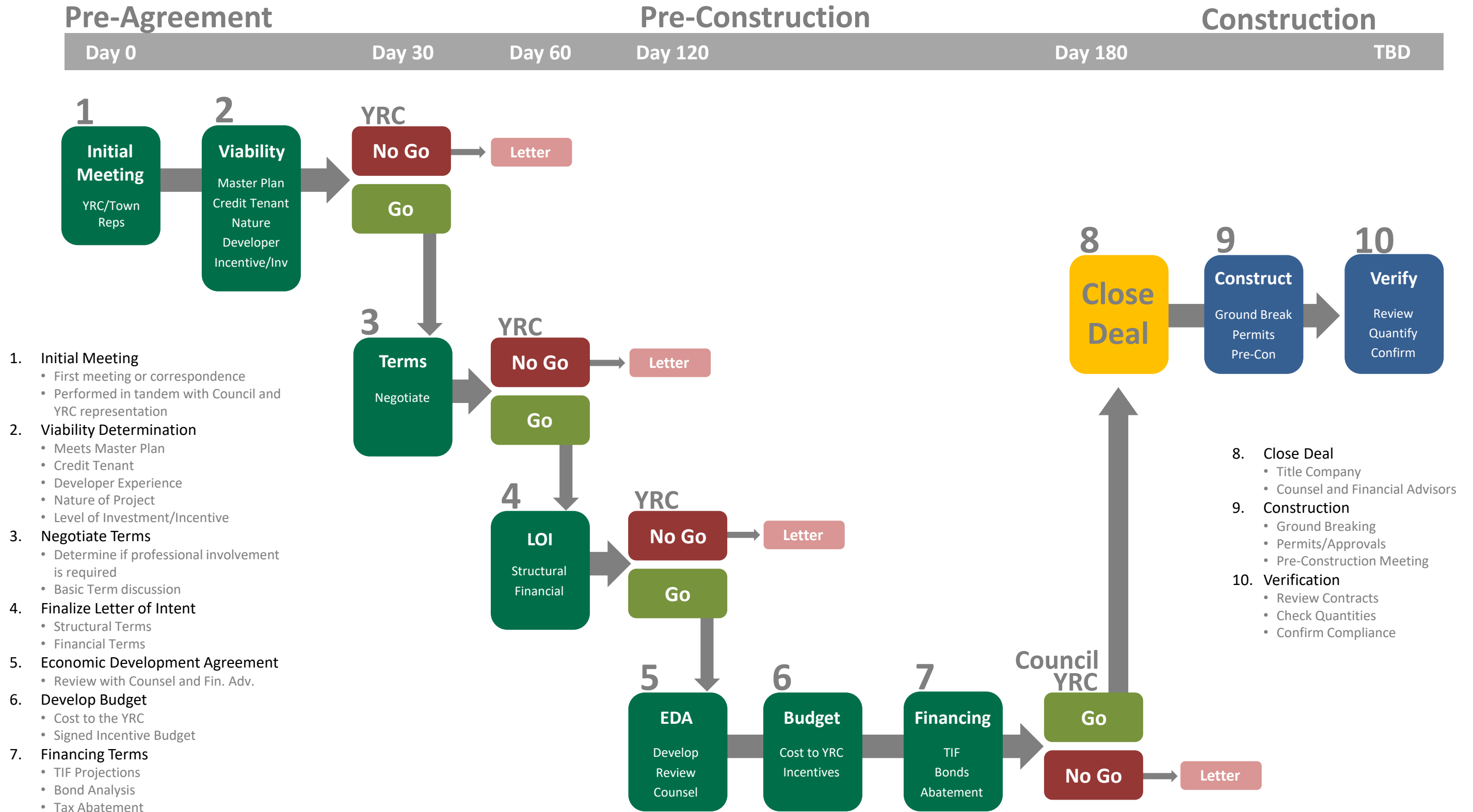


Economic Development Process



1. **Initial Meeting**
 - First meeting or correspondence
 - Performed in tandem with Council and YRC representation
2. **Viability Determination**
 - Meets Master Plan
 - Credit Tenant
 - Developer Experience
 - Nature of Project
 - Level of Investment/Incentive
3. **Negotiate Terms**
 - Determine if professional involvement is required
 - Basic Term discussion
4. **Finalize Letter of Intent**
 - Structural Terms
 - Financial Terms
5. **Economic Development Agreement**
 - Review with Counsel and Fin. Adv.
6. **Develop Budget**
 - Cost to the YRC
 - Signed Incentive Budget
7. **Financing Terms**
 - TIF Projections
 - Bond Analysis
 - Tax Abatement

8. **Close Deal**
 - Title Company
 - Counsel and Financial Advisors
9. **Construction**
 - Ground Breaking
 - Permits/Approvals
 - Pre-Construction Meeting
10. **Verification**
 - Review Contracts
 - Check Quantities
 - Confirm Compliance