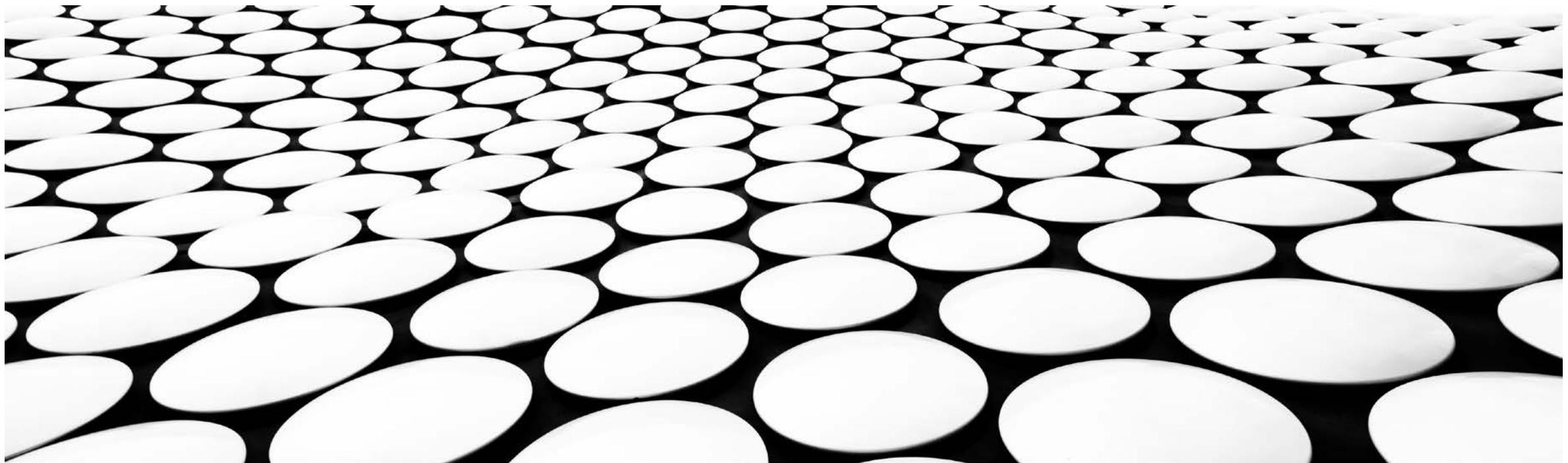


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# GREEN SPRINGS

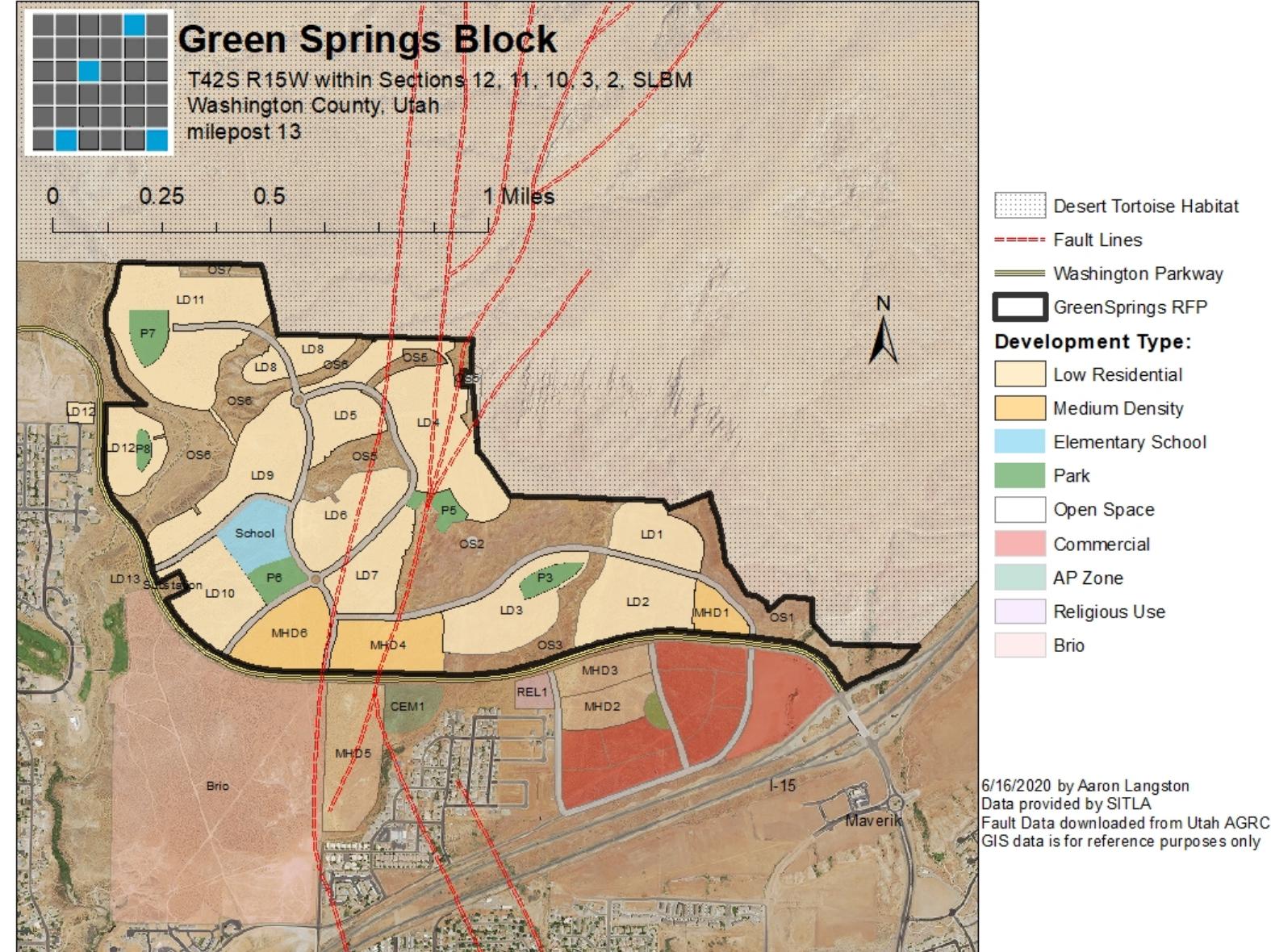
DISCUSSION ITEM FOR THE BOARD OF TRUSTEES 3/18/2021



RFP Let in June  
2020

RFP closed on  
September 25

RFP lands include  
+/- 570 acres



A wide-angle photograph of a desert landscape. In the foreground, there are large, layered red rock formations with some green shrubs. A fence line runs across the middle ground. In the background, there are more red rock formations and a range of mountains under a clear blue sky.

**RESPONSES FROM 6 COMPANIES RECEIVED**

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# GWC CAPITAL – LOI DEAL POINTS

## Green Springs offers - net revenue



- 2,460 proposed units (900 + resort/hospitality) over 15-year absorption
  - Approximately 1,488 luxury homes, home prices ranging from \$715,000 to \$2,750,000, depending on lot size
  - Approximately 170 luxury hotel rooms, with surrounding associated for-sale products part of the hotel branding. These units range from \$405,000 to \$1,080,000 per unit.
- SITLA receives an average of 34% of lot sales and 9.25% of home sales (either/or)
- SITLA receives \$180.4 million by the completion of the project

Year	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Revenue	8,570,040	13,853,810	13,752,830	13,548,490	14,598,580	14,598,580	13,548,490	11,836,420	11,047,620	11,442,020	11,047,620	9,772,620	9,025,130	8,570,040	8,570,040

## NEGOTIATED DEAL POINTS

- Term-15-year term, but we will provide built in benchmarks that will enable developer to extend if the contract is mutually beneficial. Benchmarks include:
  - Acceptable percentage of project developed
  - lot and home valuations meeting/exceeding minimums
  - Major backbone infrastructure in place, amenities significantly built out, etc.
- Price (non-residential products)
  - Hotel(s) not to be sold for less than \$30K per door. Hotel expected to have 160 doors, or \$4.8 million.
  - Commercial and Institutional lots will take a 50/50 split
  - Non-usable open space to be sold for \$1,500 per acre

# NEGOTIATED DEAL POINTS, CONTINUED

- Price Points and percentage splits on residential products -

Lease Year	Lot Split	Home Split
1-6	33%	8.5%
7-10	34%	9%
11+	35%	10%

Negotiated Minimum Sales Prices		
Lot Size/Type	Improved Lot	Lot and Home
SF 4000-7000	133,000	500,500
SF 7000-9000	192,500	809,025
SF 9000-11000	220,500	945,000
SF 11000-21000	257,950	1,155,000
SF 21000-32000	315,000	1,370,600
SF 32000+	420,000	1,925,000
Casitas Garden Studio	37,800	189,000
Casitas 1 Bedroom	56,700	283,500
Casitas 2 Bedroom	81,900	409,500
Casitas 3 Bedroom	113,400	567,000
Casitas 4 Bedroom	151,200	756,000
Resort Stacked Flats	52,500	306,250
Resort Attached	101,500	472,500

# NEGOTIATED DEAL POINTS, CONTINUED

## Offsite Improvements-

Developer takes care of all offsite improvements, but they ask that SITLA share the costs of any Washington Parkway improvements, if developer is forced to expand that road.

- Washington Parkway is currently two lanes.
- Northern Corridor will likely have five lanes.
- Average costs for five lane roads are about \$1,200 per foot (\$6.3m per mile).
- If our partner is forced to expand Washington Parkway and participate in those costs, SITLA is prepared to contribute up to 50% of our partners share of that offsite improvement expense.





## RECOMMENDATIONS

Staff fully endorses this proposal and recommends signing the development lease with GWC. These deal points were vetted by the Real Estate Committee on 02/22/2021