

TIF TALKS.3



Please note: The following are potential strategies that communities can consider to maximize the impact of their tax increment districts. These ideas are based on our extensive experiences as economic development professionals in creating and implementing dozens of TID's throughout Wisconsin and the Midwest. We are not offering legal advice or municipal financial advice as defined in securities and Exchange Rule 15Ba1-1. Prior to taking any specific action relative to any of these strategies, communities should consult with their legal counsel and/or financial advisor to ensure compliance with all applicable laws and regulations.



SESSION 3:

Critical TID Management – you gotta “work the TID”

Once a TIF is created, the real work begins! Successful districts require sustained, *active implementation* in order to optimize the value and impact for your community. It can be a powerful tool for a municipality – but, like any tool, it must be used skillfully to provide the greatest benefits.

Below are five strategies and best practices for managing your TID for maximum impact.

1) Annual parcel-by parcel management

Good management of a TID includes an annual review of each parcel in the district each spring to be sure your preliminary assessments include the correct properties and have accurately captured the values. Valuation tasks include:

- **Review each parcel assessment in spring to be sure it includes correct properties and accurate values.**
- **Compare year-over-year changes in values by parcel.**
- **Be sure to complete checks before the tax role is certified in August.**
- **Be proactive! Understand assessors are human! Review parcel values consistently and regularly.**



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2) Update Cashflow Projections

For a complete picture of a district's true financial state:

- **Update TID project plan long-term projections annually as a starting point.**
- **Continually determine:**
 - **Where new increment will come from.**
 - **How much it will be.**
 - **What costs will need to be incurred to support projected development**
 - **How to most efficiently structure the associated borrowing.**

3) Communicate with Property Owners and/or Representatives

Best ways to keep communication open:

- **Do an annual outreach to owners of prime sites to reconfirm interest and expectation of sale prices.**
- **Offer to provide some development contacts and/or to solicit developers/buyers.**
- **Maintain up-to-date communications with partner economic development organizations.**
- **Provide partners with current info and marketing materials.**

4) Have a Well-Defined Process for Getting Deals Done

To create a well-defined process:

- **Clearly define roles for the staff, redevelopment authority, plan commission, local government, and committees.**
- **Provide guidance and answers on the front end on what will and won't work.**
- **Offer direction to developers about how (and whether) to move forward.**
- **Write it down and review it every few years with parties involved.**

5) Engage the JRB as a Full Partner

Best practices for communication with members of the Joint Review Board:

- **Use Joint Review Board Meetings to keep the district informed.**
- **Share what your strategies are and what you anticipate over the next year.**
- **Discuss any potential needs for district amendments or creating new districts.**
- **Allow members to ask questions and state preferences on what they would prefer to see.**

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Have other questions about how to work your TID? Talks to us!

Contact **Scott Harrington** at Vandewalle & Associates to discuss TIF implementation or other TIF services at sharrington@vandewalle.com.

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