

An abstract graphic on the left side of the slide. It features a complex network of thin, grey, curved lines that form a spherical shape. Scattered throughout this network are numerous small, colored circles in shades of blue, orange, green, purple, and cyan. Some of these circles are larger than others, and they appear to be nodes or points of connection within the network. The overall effect is one of a dynamic, interconnected system.

TIF and Landbanking

Leveraging TIF to Implement Long-term Landbanking
Programs

Dan Rolfs, AICP, EDFP

Sept 9, 2026

APA-WI 2026 Conference

Objectives



The management of TIF districts and a TID portfolio



Identifying and acquiring landbanking opportunities



Using TIF funds to assist with redevelopment of landbanked properties

Disclaimer & Credit

- This presentation, the discussion and commentary, and any part of this session are solely the views of the presenter.
- This presentation, and associated commentary from the presenter is not in any way connected to, approved by, or associated with the presenter's employer.
- Credit to Joe Gromacki, former City of Madison TIF Coordinator, for the creation of most of the TIF policies, underwriting protocols, and TIF program management methods discussed herein.

Agenda

TIF program & portfolio management

Setting landbanking goals

Identifying landbanking target(s)

Connecting landbanking to TID
performance

Using TIF funds in landbanking /
development



TIF Program Management

- TIF Policies
 - 50% Rule
 - Self supporting projects
 - Personal / corporate guaranties
 - Loan underwriting standards

Sample TIF Run

NPV of all TIF: NPV
of all TIF generated
by project.

TID #55									
YEAR	TAX RATE PROJECTION			INCREMENT CALCULATION				AVAILABLE FOR ASSISTANCE	
	CITYWIDE TAX BASE	NET TAX LEVY	TAX RATE	DISTRICT VALUE	PROJECT VALUE	INCREMENTAL VALUE	INCREMENT REVENUE	INCREMENT AFTER COVERAGE	PRESENT VALUE
	AS OF JAN 1 PRIOR YEAR			AS OF JAN 1	ADDED	AS OF JAN 1			
2026	41,540,987,200	756,868,479	0.01822	10,105,600	0				
2027	44,033,446,432	787,143,218	0.01788	10,307,712	0	202,112	0	0	0
2028	46,675,453,218	818,628,947	0.01754	10,513,866	2,918,670	408,266	3,613	1,806	1,578
2029	49,475,980,411	851,374,105	0.01721	13,642,814	13,134,015	3,537,214	7,160	3,580	2,923
2030	52,444,539,236	885,429,069	0.01688	27,049,685	13,134,015	16,944,085	60,868	30,434	23,218
2031	55,591,211,590	920,846,232	0.01656	40,724,694	0	30,619,094	286,070	143,035	101,982
2032	58,926,684,285	957,680,081	0.01625	41,539,187	0	31,433,587	507,193	253,597	168,982
2033	62,462,285,342	995,987,284	0.01595	42,369,971	0	32,264,371	510,861	255,430	159,069
2034	66,210,022,463	1,035,826,776	0.01564	43,217,371	0	33,111,771	514,469	257,234	149,713
2035	70,182,623,811	1,077,259,847	0.01535	44,081,718	0	33,976,118	518,019	259,010	140,884
2036	74,393,581,239	1,120,350,240	0.01506	44,963,352	0	34,857,752	521,512	260,756	132,555
2037	78,857,196,114	1,165,164,250	0.01478	45,862,619	0	35,757,019	524,950	262,475	124,700
2038	83,588,627,880	1,211,770,820	0.01450	46,779,872	0	36,674,272	528,332	264,166	117,293
2039	88,603,945,553	1,260,241,653	0.01422	47,715,469	0	37,609,869	531,661	265,830	110,310
2040	93,920,182,286	1,310,651,319	0.01395	48,669,779	0	38,564,179	534,937	267,468	103,729
2041	99,555,393,224	1,363,077,372	0.01369	49,643,174	0	39,537,574	538,161	269,081	97,527
2042	105,528,716,817	1,417,600,467	0.01343	50,636,038	0	40,530,438	541,335	270,667	91,684
2043	111,860,439,826	1,474,304,485	0.01318	51,648,758	0	41,543,158	544,458	272,229	86,181
2044	118,572,066,216	1,533,276,665	0.01293	52,681,734	0	42,576,134	547,533	273,766	80,998
2045	125,686,390,189	1,594,607,731	0.01269	53,735,368	0	43,629,768	550,560	275,280	76,117
2046	133,227,573,600	1,658,392,041	0.01245	54,810,076	0	44,704,476	553,539	276,770	71,523
Incremental Value					29,186,700		8,325,230	4,162,615	1,840,965
Add: Base Value					13,300				
Total Est. Value					29,200,000				
						NPV=	3,681,930	1,840,965	at 50% of TIF
ASSUMPTIONS:									
Annual Increase in Citywide Tax Base					6.00%				
Annual Increase in Tax Levy					4.00%				
Annual Increase in Assessment after construction					2.00%				
Percent of Estimated Increment Available					50.00%				
Assumed Interest Rate (Discount Rate)					7.00%				
NPV Assumes Discounting to					2025				
Est Incremental Value					\$ 29,186,700				
						TIF Request	\$ 2,506,315	68%	of TIF
						Max TIF Available	1,840,965	50%	of TIF

50% Rule: 50% of NPV available to
the project (i.e. self supporting)



TIF Program Management

- 50% Rule
- \$3.6M generated
- \$1.2-\$1.4M TIF Loan
 - *NOTE: Project did not require the full \$1.8M that was available to it*
- \$2.4M remaining
 - Funds for community's use
 - Infrastructure
 - Affordable Housing
 - Landbanking, etc.

TIF Program Management: Loan Underwriting

- Sources and uses of funds
- Analysis of rents, costs, financial leverage, and measures of rate of return
- Personal / corporate guaranty
 - *A guaranty of the entire (100%) of the incremental revenue for a project, as opposed to the percent that is loaned to the project.*

IRR & GAP				IRR & GAP				IRR & GAP			
TIF Proposal		Without TIF		City Analysis		Without TIF		City Analysis		Without TIF	
Project Cost	\$ (13,009,486)	Loan Cost	\$ (13,009,486)	Project Cost	\$ (13,009,486)	Loan Cost	\$ (13,009,486)	Project Cost	\$ (13,009,486)	Loan Cost	\$ (13,009,486)
Less: Loan	\$ 24,300,000	Less: Loan	\$ 24,300,000	Less: Loan	\$ 24,300,000	Less: Loan	\$ 24,300,000	Less: Loan	\$ 24,300,000	Less: Loan	\$ 24,300,000
Equity	\$ 8,903,383	Equity	\$ 8,903,383	Equity	\$ 8,903,383	Equity	\$ 8,903,383	Equity	\$ 8,903,383	Equity	\$ 8,903,383
Other Soft Debt	\$ -	Other Soft Debt	\$ -	Other Soft Debt	\$ -	Other Soft Debt	\$ -	Other Soft Debt	\$ -	Other Soft Debt	\$ -
Total Sources	\$ 23,483,383	Total Sources	\$ 23,483,383	Total Sources	\$ 23,483,383	Total Sources	\$ 23,483,383	Total Sources	\$ 23,483,383	Total Sources	\$ 23,483,383
Less: Loan	\$ (13,009,486)	Less: Loan	\$ (13,009,486)	Less: Loan	\$ (13,009,486)	Less: Loan	\$ (13,009,486)	Less: Loan	\$ (13,009,486)	Less: Loan	\$ (13,009,486)
Gap	\$ (2,506,315)	Gap	\$ (2,506,315)	Gap	\$ (2,506,315)	Gap	\$ (2,506,315)	Gap	\$ (2,506,315)	Gap	\$ (2,506,315)

IRR @ Estimated Sale				IRR @ Estimated Sale				IRR @ Estimated Sale			
Investment Period (YRS)		Without TIF		Investment Period (YRS)		Without TIF		Investment Period (YRS)		Without TIF	
Investment Period (YRS)	24	Investment Period (YRS)	24	Investment Period (YRS)	24	Investment Period (YRS)	24	Investment Period (YRS)	24	Investment Period (YRS)	24
Finance Rate	5.00%	Finance Rate	5.00%	Finance Rate	5.00%	Finance Rate	5.00%	Finance Rate	5.00%	Finance Rate	5.00%
Desired Return ("Hurdle" Rate)	10.00%	Desired Return ("Hurdle" Rate)	10.00%	Desired Return ("Hurdle" Rate)	10.00%	Desired Return ("Hurdle" Rate)	10.00%	Desired Return ("Hurdle" Rate)	10.00%	Desired Return ("Hurdle" Rate)	10.00%
Equity Investment (Negative)	\$ (8,203,383)	Equity Investment (Negative)	\$ (8,203,383)	Equity Investment (Negative)	\$ (8,203,383)	Equity Investment (Negative)	\$ (8,203,383)	Equity Investment (Negative)	\$ (8,203,383)	Equity Investment (Negative)	\$ (8,203,383)
Estimated Reversion Year	24	Estimated Reversion Year	24	Estimated Reversion Year	24	Estimated Reversion Year	24	Estimated Reversion Year	24	Estimated Reversion Year	24
Cash Flow (CF)		Cumulative CF		Cash Flow (CF)		Cumulative CF		Cash Flow (CF)		Cumulative CF	
Equity Investment - YR 0	\$ (8,203,383)	\$ (8,203,383)	\$ (8,203,383)	Equity Investment - YR 0	\$ (8,203,383)	\$ (8,203,383)	\$ (8,203,383)	Equity Investment - YR 0	\$ (8,203,383)	\$ (8,203,383)	\$ (8,203,383)
YR1	\$ 251,357	\$ (8,454,740)	\$ (8,454,740)	YR1	\$ 251,357	\$ (8,454,740)	\$ (8,454,740)	YR1	\$ 251,357	\$ (8,454,740)	\$ (8,454,740)
YR2	\$ 251,357	\$ (8,706,097)	\$ (8,706,097)	YR2	\$ 251,357	\$ (8,706,097)	\$ (8,706,097)	YR2	\$ 251,357	\$ (8,706,097)	\$ (8,706,097)
YR3	\$ 251,357	\$ (8,957,454)	\$ (8,957,454)	YR3	\$ 251,357	\$ (8,957,454)	\$ (8,957,454)	YR3	\$ 251,357	\$ (8,957,454)	\$ (8,957,454)
YR4	\$ 251,357	\$ (9,208,811)	\$ (9,208,811)	YR4	\$ 251,357	\$ (9,208,811)	\$ (9,208,811)	YR4	\$ 251,357	\$ (9,208,811)	\$ (9,208,811)
YR5	\$ 251,357	\$ (9,460,168)	\$ (9,460,168)	YR5	\$ 251,357	\$ (9,460,168)	\$ (9,460,168)	YR5	\$ 251,357	\$ (9,460,168)	\$ (9,460,168)
YR6	\$ 251,357	\$ (9,711,525)	\$ (9,711,525)	YR6	\$ 251,357	\$ (9,711,525)	\$ (9,711,525)	YR6	\$ 251,357	\$ (9,711,525)	\$ (9,711,525)
YR7	\$ 251,357	\$ (9,962,882)	\$ (9,962,882)	YR7	\$ 251,357	\$ (9,962,882)	\$ (9,962,882)	YR7	\$ 251,357	\$ (9,962,882)	\$ (9,962,882)
YR8	\$ 251,357	\$ (10,214,239)	\$ (10,214,239)	YR8	\$ 251,357	\$ (10,214,239)	\$ (10,214,239)	YR8	\$ 251,357	\$ (10,214,239)	\$ (10,214,239)
YR9	\$ 251,357	\$ (10,465,596)	\$ (10,465,596)	YR9	\$ 251,357	\$ (10,465,596)	\$ (10,465,596)	YR9	\$ 251,357	\$ (10,465,596)	\$ (10,465,596)
YR10	\$ 251,357	\$ (10,716,953)	\$ (10,716,953)	YR10	\$ 251,357	\$ (10,716,953)	\$ (10,716,953)	YR10	\$ 251,357	\$ (10,716,953)	\$ (10,716,953)
YR11	\$ 251,357	\$ (10,968,310)	\$ (10,968,310)	YR11	\$ 251,357	\$ (10,968,310)	\$ (10,968,310)	YR11	\$ 251,357	\$ (10,968,310)	\$ (10,968,310)
YR12	\$ 251,357	\$ (11,219,667)	\$ (11,219,667)	YR12	\$ 251,357	\$ (11,219,667)	\$ (11,219,667)	YR12	\$ 251,357	\$ (11,219,667)	\$ (11,219,667)
YR13	\$ 251,357	\$ (11,471,024)	\$ (11,471,024)	YR13	\$ 251,357	\$ (11,471,024)	\$ (11,471,024)	YR13	\$ 251,357	\$ (11,471,024)	\$ (11,471,024)
YR14	\$ 251,357	\$ (11,722,381)	\$ (11,722,381)	YR14	\$ 251,357	\$ (11,722,381)	\$ (11,722,381)	YR14	\$ 251,357	\$ (11,722,381)	\$ (11,722,381)
YR15	\$ 251,357	\$ (11,973,738)	\$ (11,973,738)	YR15	\$ 251,357	\$ (11,973,738)	\$ (11,973,738)	YR15	\$ 251,357	\$ (11,973,738)	\$ (11,973,738)
YR16	\$ 251,357	\$ (12,225,095)	\$ (12,225,095)	YR16	\$ 251,357	\$ (12,225,095)	\$ (12,225,095)	YR16	\$ 251,357	\$ (12,225,095)	\$ (12,225,095)
YR17	\$ 251,357	\$ (12,476,452)	\$ (12,476,452)	YR17	\$ 251,357	\$ (12,476,452)	\$ (12,476,452)	YR17	\$ 251,357	\$ (12,476,452)	\$ (12,476,452)
YR18	\$ 251,357	\$ (12,727,809)	\$ (12,727,809)	YR18	\$ 251,357	\$ (12,727,809)	\$ (12,727,809)	YR18	\$ 251,357	\$ (12,727,809)	\$ (12,727,809)
YR19	\$ 251,357	\$ (12,979,166)	\$ (12,979,166)	YR19	\$ 251,357	\$ (12,979,166)	\$ (12,979,166)	YR19	\$ 251,357	\$ (12,979,166)	\$ (12,979,166)
YR20	\$ 251,357	\$ (13,230,523)	\$ (13,230,523)	YR20	\$ 251,357	\$ (13,230,523)	\$ (13,230,523)	YR20	\$ 251,357	\$ (13,230,523)	\$ (13,230,523)
YR21	\$ 251,357	\$ (13,481,880)	\$ (13,481,880)	YR21	\$ 251,357	\$ (13,481,880)	\$ (13,481,880)	YR21	\$ 251,357	\$ (13,481,880)	\$ (13,481,880)
YR22	\$ 251,357	\$ (13,733,237)	\$ (13,733,237)	YR22	\$ 251,357	\$ (13,733,237)	\$ (13,733,237)	YR22	\$ 251,357	\$ (13,733,237)	\$ (13,733,237)
YR23	\$ 251,357	\$ (13,984,594)	\$ (13,984,594)	YR23	\$ 251,357	\$ (13,984,594)	\$ (13,984,594)	YR23	\$ 251,357	\$ (13,984,594)	\$ (13,984,594)
YR24	\$ 251,357	\$ (14,235,951)	\$ (14,235,951)	YR24	\$ 251,357	\$ (14,235,951)	\$ (14,235,951)	YR24	\$ 251,357	\$ (14,235,951)	\$ (14,235,951)
YR25	\$ 251,357	\$ (14,487,308)	\$ (14,487,308)	YR25	\$ 251,357	\$ (14,487,308)	\$ (14,487,308)	YR25	\$ 251,357	\$ (14,487,308)	\$ (14,487,308)
IRR	4.80%	IRR	11.27%	IRR	3.10%	IRR	4.27%	IRR	4.27%	IRR	10.49%

Sources and Uses				Sources and Uses			
Sources		Sources - Adjusted		Sources		Sources - Adjusted	
Loan	\$ 24,300,000.00	Loan	\$ 24,300,000.00	Loan	\$ 24,300,000.00	Loan	\$ 24,300,000.00
Equity	\$ 8,203,383.00	Equity	\$ 8,203,383.00	Equity	\$ 8,203,383.00	Equity	\$ 8,203,383.00
Other	\$ -	Other	\$ -	Other	\$ -	Other	\$ -
Other	\$ -	Other	\$ -	Other	\$ -	Other	\$ -
Total Sources	\$ 32,503,383.00	Total Sources	\$ 32,503,383.00	Total Sources	\$ 32,503,383.00	Total Sources	\$ 32,503,383.00
Total Uses (i.e. Cost)		Total Uses (i.e. Cost)- Adjusted		Total Uses (i.e. Cost)		Total Uses (i.e. Cost)- Adjusted	
Total Uses (i.e. Cost)	\$ (35,009,698.25)	Total Uses (i.e. Cost)- Adjusted	\$ (34,496,566.14)	Total Uses (i.e. Cost)	\$ (35,009,698.25)	Total Uses (i.e. Cost)- Adjusted	\$ (34,496,566.14)
GAP		GAP - Adjusted		GAP		GAP - Adjusted	
GAP	\$ (2,506,315.25)	GAP - Adjusted	\$ (1,293,183.14)	GAP	\$ (2,506,315.25)	GAP - Adjusted	\$ (1,293,183.14)

TID Portfolio Management

New Project costs

TID's Ability to Pay

	A	D	E	G		I	J	K	L	M	N	S	T	U	X	
	TID #	2025 Incremental Value	Expenditures Authorized in Project Plan	Authorized Expenditures - 2026 Adopted Capital Budget and Proposed New Expenditures	Proposed New Expenditures	Proposed New Donations	Estimated Total Expenditures Thru 12/31/2025 (including 2026 Cap Budget)	All Revenues (excluding debt) Thru 12/31/2025	Donations (to) / from Other TIDs, Developer Payments, Grant Revenues	Balance of Unrecovered Costs Thru 12/31/2025	Incremental Revenues - 2026	Total (Donor) / Donation, Outstanding Unrecovered Costs & 2024 Cap Budget Expenditures	Years Left in TID Life-span	Estimated Years to Recover All Expenditures	Annual Cost Coverage Ratio	Payback Capacity
5	36	\$ 686,485,600	\$ 110,922,000	\$ (1,200,000)	\$ -	\$ -	\$ (98,590,048)	\$ 87,867,391	\$ (20,000,000)	\$ (1,401,915)	\$13,633,070	\$ (19,798,085)	6	2	(4.1)	67%
6	37	\$ 209,893,100	\$ 38,867,000	\$ -	\$ -	\$ -	\$ (24,528,449)	\$ 26,413,558	\$ (7,200,000)	\$ (5,499,866)	\$ 4,168,314	\$ (1,700,134)	7	1	(17.2)	86%
9	41	\$ 75,175,500	\$ 12,497,116	\$ (1,500,000)	\$ -	\$ -	\$ (12,028,875)	\$ 13,267,619	\$ -	\$ (2,788,136)	\$ 1,492,927	\$ 1,288,136	12	(1)	14.0	108%
10	42	\$ 169,542,800	\$ 44,989,000	\$ (6,611,000)	\$ (4,000,000)	\$ -	\$ (36,881,149)	\$ 34,725,976	\$ -	\$ (4,739,705)	\$ 3,366,988	\$ (1,871,295)	13	1	(23.4)	92%
11	44	\$ 108,448,200	\$ 15,369,700	\$ (8,655,000)	\$ (8,000,000)	\$ -	\$ (15,639,410)	\$ 8,687,188	\$ -	\$ (1,776,418)	\$ 2,153,697	\$ (6,878,582)	14	4	(4.4)	71%
12	45	\$ 163,018,000	\$ 38,600,000	\$ (2,000,000)	\$ (500,000)	\$ -	\$ (27,329,147)	\$ 21,692,820	\$ -	\$ 3,556,390	\$ 3,237,411	\$ (5,556,390)	16	2	(9.3)	88%
13	46	\$ 518,909,300	\$ 56,158,000	\$ (24,073,000)	\$ (9,278,000)	\$ -	\$ (64,843,221)	\$ 54,178,560	\$ -	\$ (13,806,413)	\$10,218,925	\$ (10,266,587)	9	2	(9.0)	78%
15	48	\$ 338,381,400	\$ 25,863,000	\$ (53,106,000)	\$ (41,592,000)	\$ -	\$ (53,437,499)	\$ 7,610,535	\$ -	\$ (7,350,416)	\$ 6,719,991	\$ (45,755,584)	15	7	(2.2)	53%
16	49	\$ 39,346,100	\$ 3,600,000	\$ -	\$ -	\$ -	\$ (3,452,255)	\$ 672,622	\$ -	\$ 2,727,096	\$ 780,005	\$ (2,727,096)	16	4	(4.6)	75%
17	50	\$ 288,941,600	\$ 26,785,000	\$ (2,235,000)	\$ (285,000)	\$ -	\$ (26,614,391)	\$ 3,127,802	\$ -	\$ 20,605,148	\$ 5,738,155	\$ (22,840,148)	16	4	(4.0)	75%
18	51	\$ 28,144,000	\$ 99,480,000	\$ (42,043,897)	\$ -	\$ -	\$ (52,915,919)	\$ 38,940,815	\$ 27,200,000	\$ (28,183,418)	\$ 558,918	\$ 13,339,521	24	(24)	1.0	200%
19	52	\$ 28,982,000	\$ 7,682,000	\$ (500,000)	\$ -	\$ -	\$ (6,122,840)	\$ 90,520	\$ -	\$ 5,412,644	\$ 575,560	\$ (5,912,644)	24	11	(2.3)	54%
20	53	\$ 115,892,700	\$ 15,326,000	\$ (4,443,500)	\$ -	\$ -	\$ (8,840,446)	\$ 621,268	\$ -	\$ 3,481,830	\$ 2,301,539	\$ (7,925,330)	17	4	(4.9)	76%
21	54	\$ 16,657,800	\$ 21,747,000	\$ (6,828,000)	\$ (4,509,000)	\$ -	\$ (16,307,938)	\$ 113,531	\$ -	\$ 9,022,387	\$ 330,811	\$ (15,850,387)	24	48	(0.5)	0%
22	55	\$ -	\$ 8,552,000	\$ (4,215,000)	\$ -	\$ -	\$ (4,274,436)	\$ -	\$ -	\$ 55,573	\$ -	\$ (4,270,573)	19	#DIV/0!	-	#DIV/0!
23	56	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	20	#DIV/0!	#DIV/0!	#DIV/0!
24	57	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	20	#DIV/0!	#DIV/0!	#DIV/0!
25		\$ 2,787,818,100	\$ 526,437,816	\$ (157,410,397)				\$ 350,830,080		\$ (20,685,219)	\$ 55,276,311				#DIV/0!	

- The TID Metric allows the TIF Staff to project a TID's ability to pay for additional expenses, such as infrastructure or land banking.
- Projects noted herein include infrastructure improvements, CDA funds for housing (re)development, and landbanking.

TID Portfolio Management

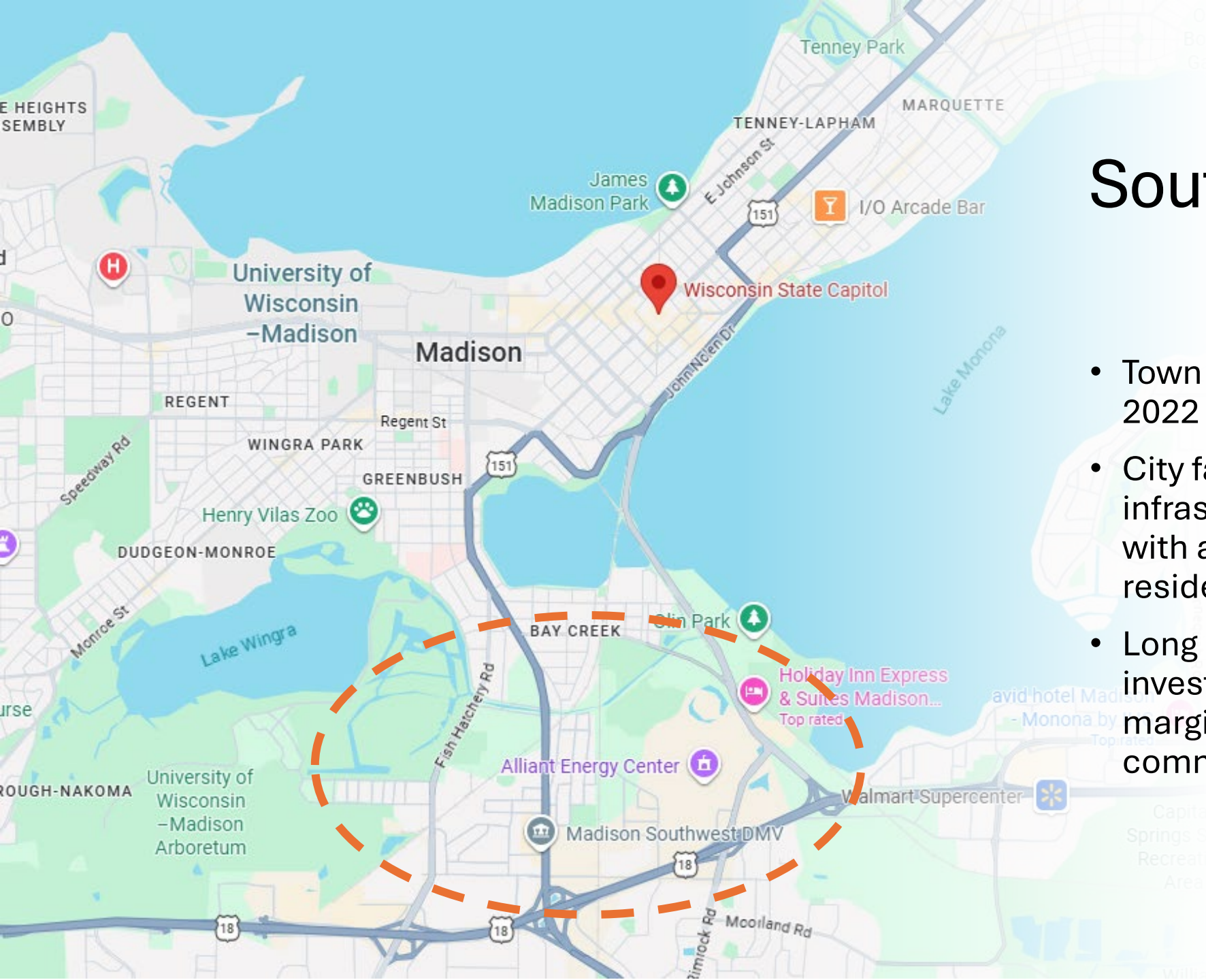
Donations																	TID's Ability to Pay		
	A	D	E	G	H	I	J	K		M	N	S	T	U	X				
	TID #	2025 Incremental Value	Expenditures Authorized in Project Plan	Authorized Expenditures - 2026 Adopted Capital Budget and Proposed New Expenditures	Proposed New Expenditures	Proposed New Donations	Estimated Total Expenditures Thru 12/31/2025 (including 2026 Cap Budget)	All Revenues (excluding debt) Thru 12/31/2025	Donations (to) / from Other TIDs, Developer Payments, Grant Revenues	Balance of Unrecovered Costs Thru 12/31/2025	Incremental Revenues - 2026	Total (Donor) / Donation, Outstanding Unrecovered Costs & 2024 Cap Budget Expenditures	Years Left in TID Life-span	Estimated Years to Recover All Expenditures	Annual Cost Coverage Ratio	Payback Capacity			
1	36	\$ 686,485,600	\$ 110,922,000	\$ (1,200,000)	\$ -	\$ -	\$ (98,590,048)	\$ 87,867,391	\$ (20,000,000)	\$ (1,401,915)	\$13,633,070	\$ (19,798,085)	6	2	(4.1)	67%			
5	37	\$ 209,893,100	\$ 38,867,000	\$ -	\$ -	\$ -	\$ (24,528,449)	\$ 26,413,558	\$ (7,200,000)	\$ (5,499,866)	\$ 4,168,314	\$ (1,700,134)	7	1	(17.2)	86%			
9	41	\$ 75,175,500	\$ 12,497,116	\$ (1,500,000)	\$ -	\$ -	\$ (12,028,875)	\$ 13,267,619	\$ -	\$ (2,788,136)	\$ 1,492,927	\$ 1,288,136	12	(1)	14.0	108%			
10	42	\$ 169,542,800	\$ 44,989,000	\$ (6,611,000)	\$ (4,000,000)	\$ -	\$ (36,881,149)	\$ 34,725,976	\$ -	\$ (4,739,705)	\$ 3,366,988	\$ (1,871,295)	13	1	(23.4)	92%			
11	44	\$ 108,448,200	\$ 15,369,700	\$ (8,655,000)	\$ (8,000,000)	\$ -	\$ (15,639,410)	\$ 8,687,188	\$ -	\$ (1,776,418)	\$ 2,153,697	\$ (6,878,582)	14	4	(4.4)	71%			
12	45	\$ 163,018,000	\$ 38,600,000	\$ (2,000,000)	\$ (500,000)	\$ -	\$ (27,329,147)	\$ 21,692,820	\$ -	\$ 3,556,390	\$ 3,237,411	\$ (5,556,390)	16	2	(9.3)	88%			
13	46	\$ 518,909,300	\$ 56,158,000	\$ (24,073,000)	\$ (9,278,000)	\$ -	\$ (64,843,221)	\$ 54,178,560	\$ -	\$ (13,806,413)	\$10,218,925	\$ (10,266,587)	9	2	(9.0)	78%			
15	48	\$ 338,381,400	\$ 25,863,000	\$ (53,106,000)	\$ (41,592,000)	\$ -	\$ (53,437,499)	\$ 7,610,535	\$ -	\$ (7,350,416)	\$ 6,719,991	\$ (45,755,584)	15	7	(2.2)	53%			
16	49	\$ 39,346,100	\$ 3,600,000	\$ -	\$ -	\$ -	\$ (3,452,255)	\$ 672,622	\$ -	\$ 2,727,096	\$ 780,005	\$ (2,727,096)	16	4	(4.6)	75%			
17	50	\$ 288,941,600	\$ 26,785,000	\$ (2,235,000)	\$ (285,000)	\$ -	\$ (26,614,391)	\$ 3,127,802	\$ -	\$ 20,605,148	\$ 5,738,155	\$ (22,840,148)	16	4	(4.0)	75%			
18	51	\$ 28,144,000	\$ 99,480,000	\$ (42,043,897)	\$ -	\$ -	\$ (52,915,919)	\$ 38,940,815	\$ 27,200,000	\$ (28,183,418)	\$ 558,918	\$ 13,339,521	24	(24)	1.0	200%			
19	52	\$ 28,982,000	\$ 7,682,000	\$ (500,000)	\$ -	\$ -	\$ (6,122,840)	\$ 90,520	\$ -	\$ 5,412,644	\$ 575,560	\$ (5,912,644)	24	11	(2.3)	54%			
20	53	\$ 115,892,700	\$ 15,326,000	\$ (4,443,500)	\$ -	\$ -	\$ (8,840,446)	\$ 621,268	\$ -	\$ 3,481,830	\$ 2,301,539	\$ (7,925,330)	17	4	(4.9)	76%			
21	54	\$ 16,657,800	\$ 21,747,000	\$ (6,828,000)	\$ (4,509,000)	\$ -	\$ (16,307,938)	\$ 113,531	\$ -	\$ 9,022,387	\$ 330,811	\$ (15,850,387)	24	48	(0.5)	0%			
22	55	\$ -	\$ 8,552,000	\$ (4,215,000)	\$ -	\$ -	\$ (4,274,436)	\$ -	\$ -	\$ 55,573	\$ -	\$ (4,270,573)	19	#DIV/0!	-	#DIV/0!			
23	56	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	20	#DIV/0!	#DIV/0!	#DIV/0!			
24	57	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	20	#DIV/0!	#DIV/0!	#DIV/0!			
25		\$ 2,787,818,100	\$ 526,437,816	\$ (157,410,397)				\$ 350,830,080		\$ (20,685,219)	\$ 55,276,311				#DIV/0!				

- A portfolio approach allows successful TIDs to support newer / less successful TIDs.
- The TID Metric allows the TIF Staff to project a TID's ability to pay for additional expenses, such as infrastructure or **land banking**.

Let's Talk Landbanking...!

Landbanking Goals

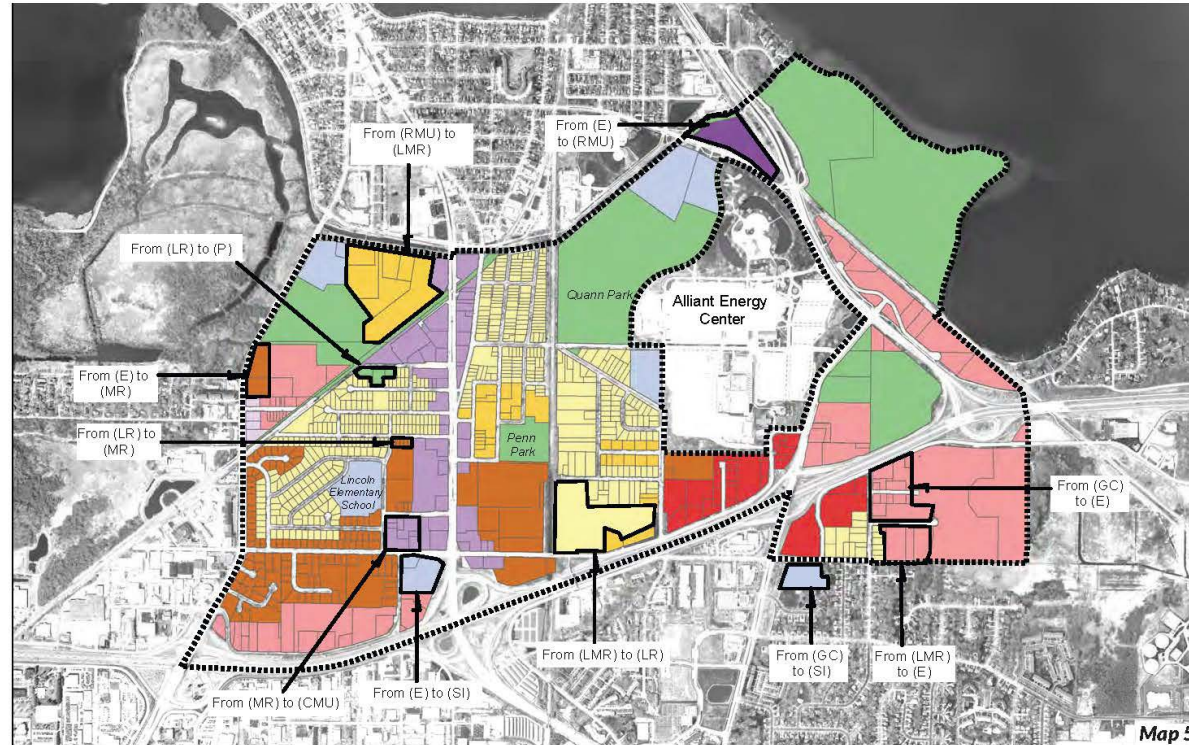
- City of Madison adopted Landbanking program objectives:
 - *The objective of the land banking program is for the city to acquire land and buildings that could be used for future economic development, affordable housing projects and other city uses. The goal of this program is to acquire strategic properties for future purposes that might include: assisting displaced businesses, reducing blight, stabilizing housing markets, improving the quality of life of residents and neighborhoods and preserving land for city purposes, such as parks.*
 - *Priority uses of land banked properties include affordable housing, neighborhood revitalization and economic development. Urban agriculture in the form of community and market gardens, greenhouses, vertical farming and similar agriculture initiatives are welcome alongside the previously noted priorities.*
- <https://www.cityofmadison.com/dpced/economic-development/real-estate/land-banking-fund-policy>



South Madison

- Town of Madison dissolved in 2022
- City faced with large infrastructure backlog, along with adding over 5,000 residents overnight...
- Long history of under-investment in a historically marginalized part of the community

South Madison Future Land Use



Proposed Future Land Use

- Low Residential (LR)
- Low-Medium Residential (LMR)
- Medium Residential (MR)

- High Residential (HR)
- Neighborhood Mixed Use (NMU)
- Community Mixed Use (CMU)
- Regional Mixed Use (RMU)

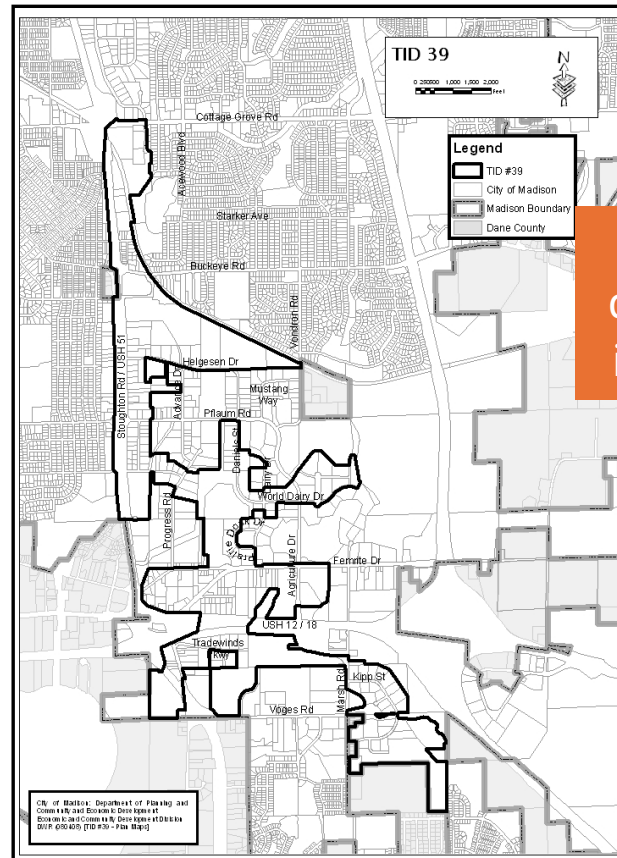
- General Commercial (GC)
- Employment (E)
- Parks and Open Space (P)
- Special Institutional (SI)

- Changes from Adopted Comprehensive Plan
- Study Area Boundary

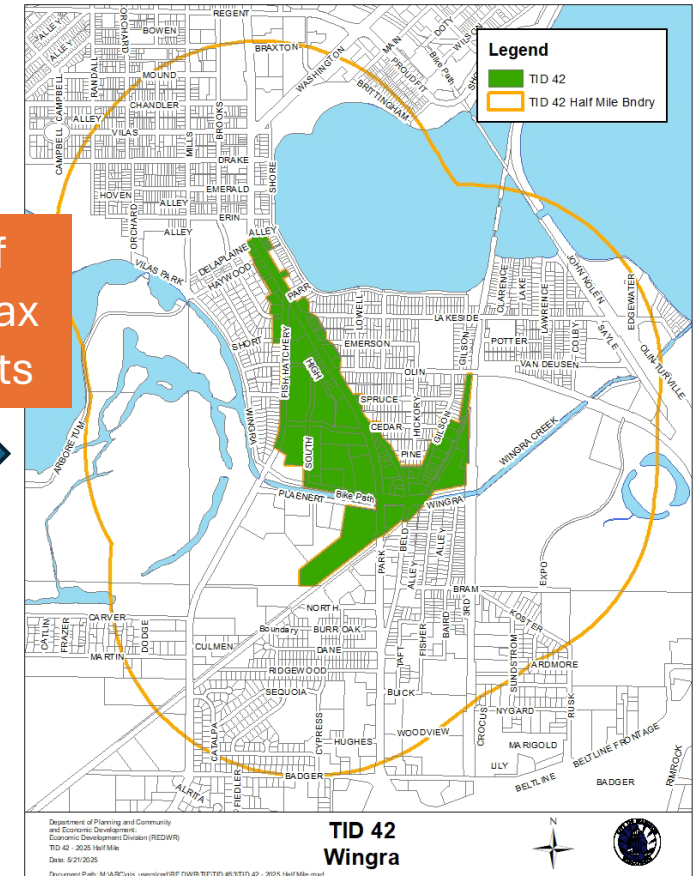


TIDs 39 & 42

- TID 39 had recovered all its outstanding debt
- TID 39 made multiple donations to TID 42 for landbanking



\$7.7M of
donated tax
increments



TID 42

- Use of the “Half Mile Rule”
- Funds use to assist with the purchase of multiple properties including:
 - All Metals Recycling
- ~9.2 acres of landbanked property



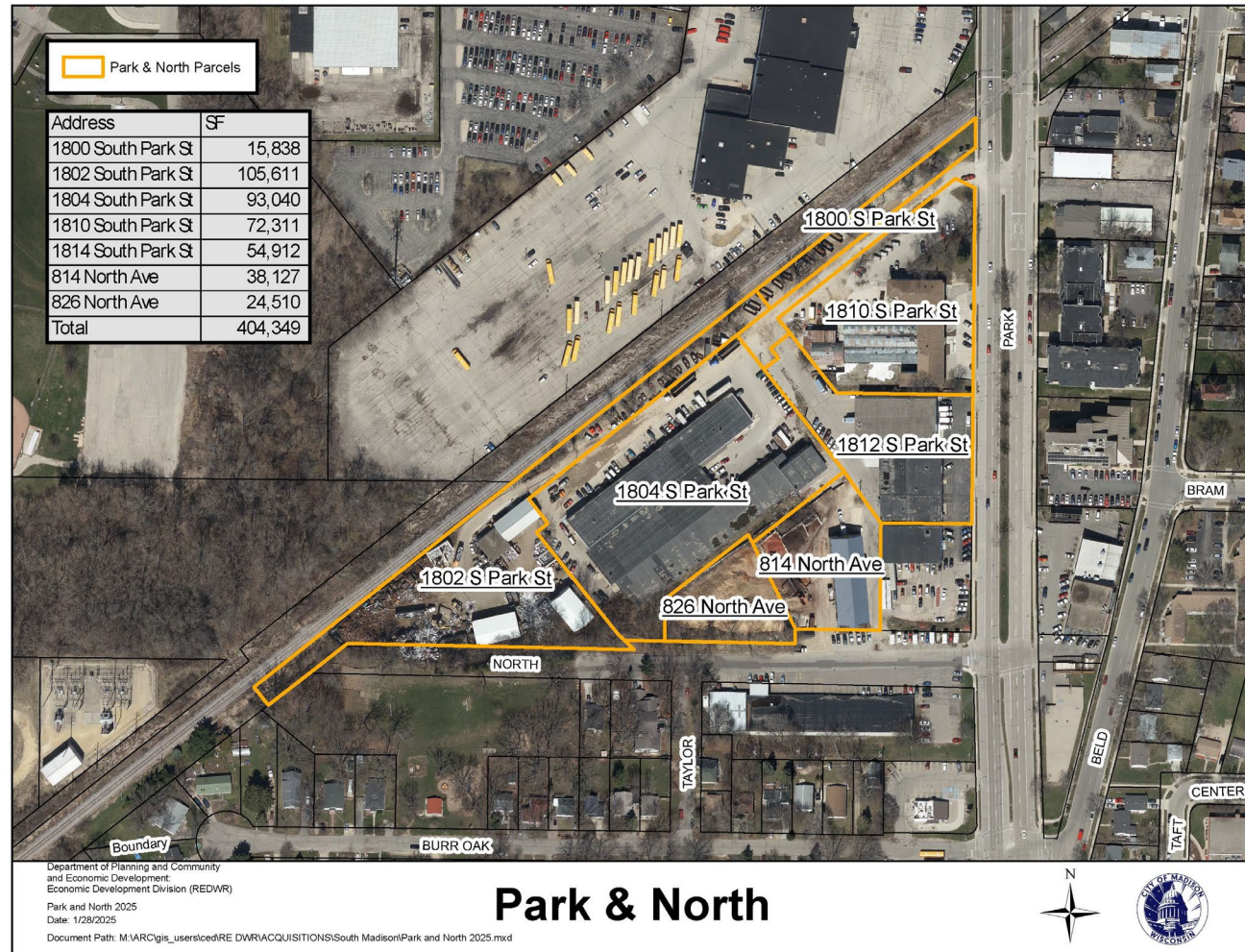
Department of Planning and Community
Economic Development
Economic Development Division (REDWR)
TID 42 - 2025 Half Mile
Date: 5/21/2025

Document Path: M:\ARC\GIS\used\REDWR\TID\TID #53\TID 42 - 2025 Half Mile.mxd

TID 42
Wingra



South Madison Acquisitions



- Discussions with Sellers started in 2019
- Final closings will occur in early 2027

Next Steps for South Madison? TID 51

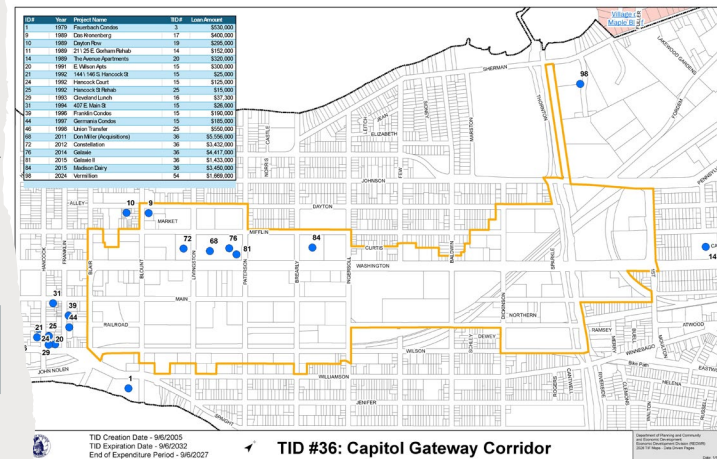
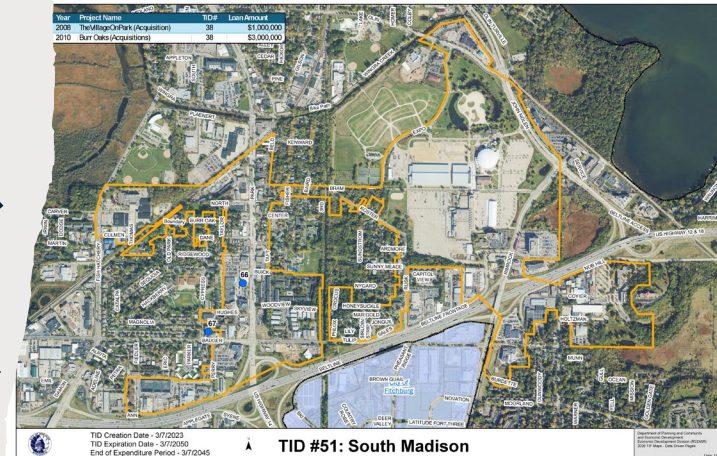
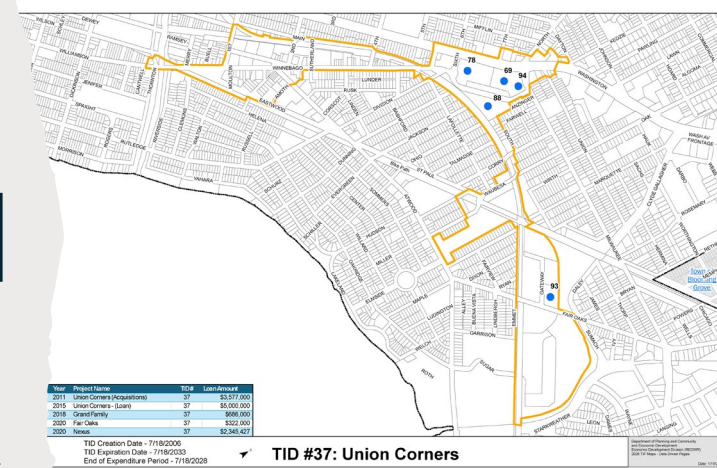
- TID 36 – Donation of \$47,200,000
- TID 37 – Donation of \$18,000,000
- **Total Donations - \$65,200,000**
- Total TIF - \$99,480,000
- *Concept developed by staff in 2019*
- *Approved in 2023*

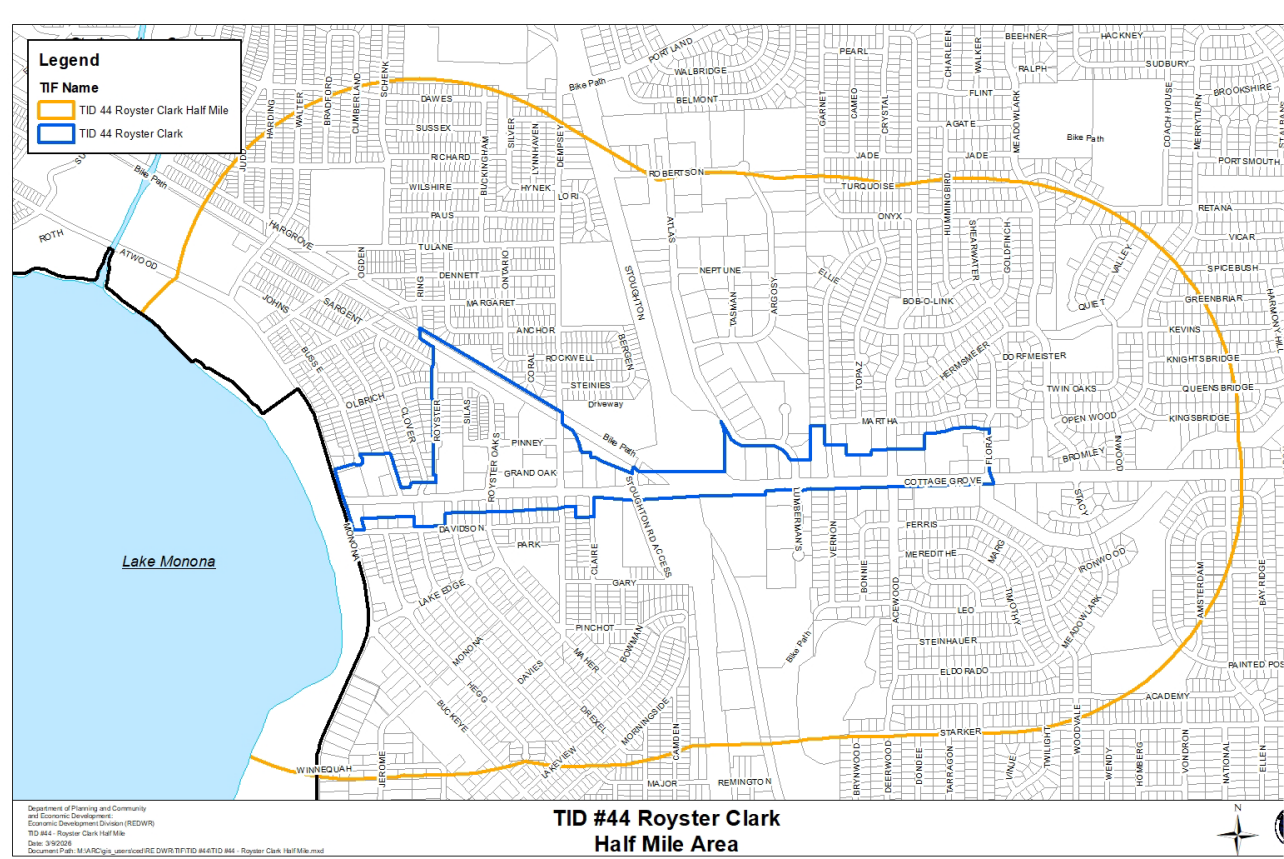
- *Why does this matter?*

Having a long-term, multi-pronged strategy to take on challenges is critical to success

\$18,000,000

\$47,200,000





TID Specific Strategy

Royster Corners

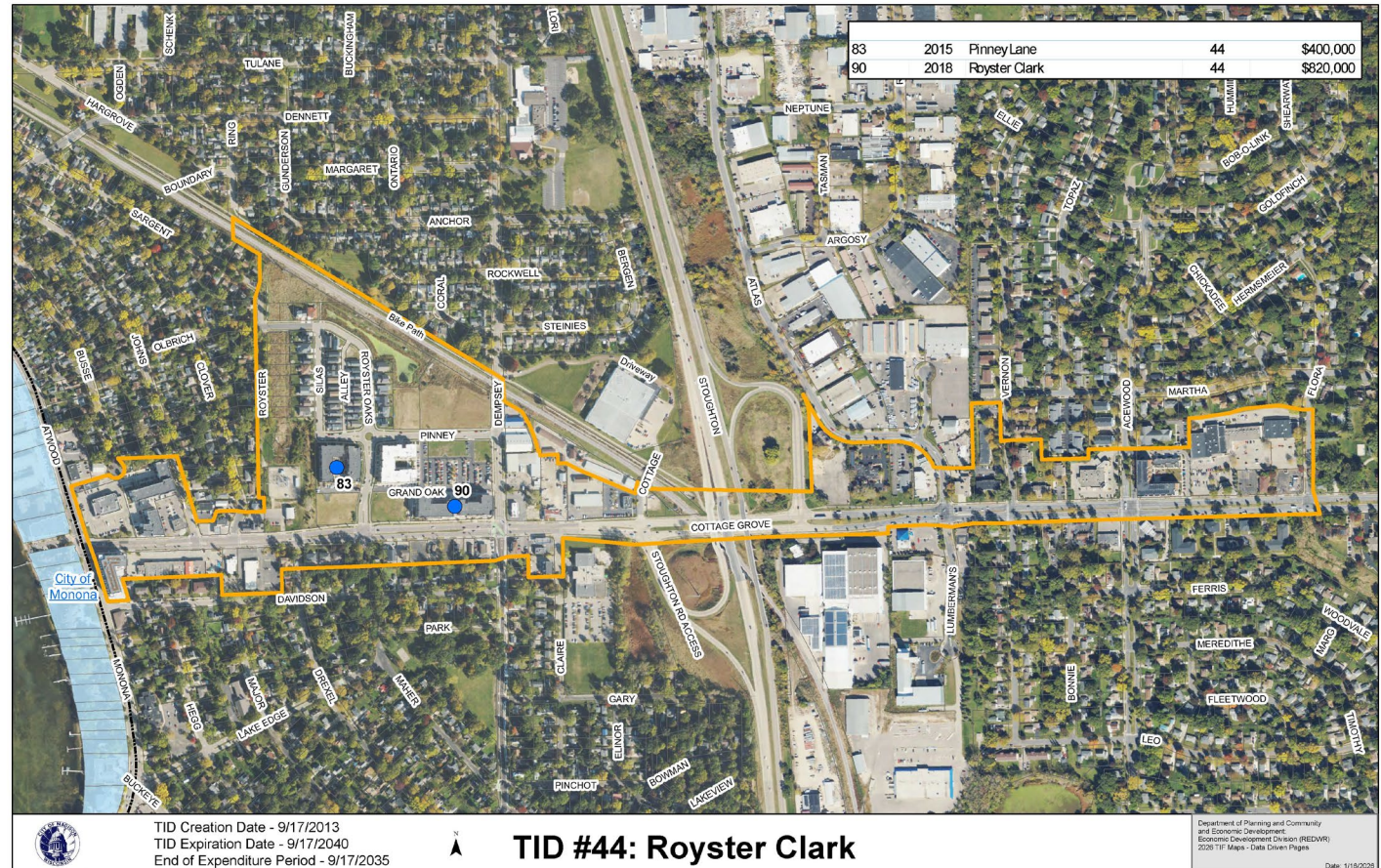
Identifying Landbanking Targets: Royster Corners

- Former Royster Clark fertilizer plant
- 2011
 - Demo
 - Removal of contaminated soil
 - Completed by a private developer



Royster Acquisition

- Located in TID 44
- Created in 2013
 - (27-year blighted TID)
- 2024 – TID was in a financial position to fund additional projects
- 2025 – Begin acquisition discussions
- 2026 – Acquire property



Connecting Landbanking to TID Performance

TID #	2026 Incremental Value	Expenditures Authorized in Project Plan	Total Authorized Expenditures As Of 6/17/2026	Authorized Expenditures - 2026 Adopted Capital Budget and Proposed New Expenditures	Proposed New Expenditures	Proposed New Donations	Estimated Total Expenditures Thru 12/31/2025 (including 2026 Cap Budget)	All Revenues (excluding debt) Thru 12/31/2025	Donations (to) / from Other TIDs, Developer Payments, Grant Revenues	Balance of Unrecovered Costs Thru 12/31/2025	Incremental Revenues - 2026	Total (Donor) / Donation, Outstanding Unrecovered Costs & 2024 Cap Budget Expenditures	Years Left in TID Life-span	Estimated Years to Recover All Expenditures	Annual Cost Coverage Ratio	Payback Capacity
36	\$ 785,040,200	\$ 110,922,000	\$ (97,390,048)	\$ (1,200,000)	\$ -	\$ -	\$ (98,590,048)	\$ 87,867,391	\$ (20,000,000)	\$ (1,401,915)	\$ 13,633,070	\$ (19,798,085)	6	2	(4.1)	67%
37	\$ 221,322,800	\$ 38,867,000	\$ (24,528,449)	\$ -	\$ -	\$ -	\$ (24,528,449)	\$ 26,413,558	\$ (7,200,000)	\$ (5,499,866)	\$ 4,168,314	\$ (1,700,134)	7	1	(17.2)	86%
41	\$ 80,874,800	\$ 12,497,116	\$ (10,528,875)	\$ (1,500,000)	\$ -	\$ -	\$ (12,028,875)	\$ 13,267,619	\$ -	\$ (2,788,136)	\$ 1,492,927	\$ 1,288,136	12	(1)	14.0	108%
42	\$ 188,834,000	\$ 44,989,000	\$ (30,270,149)	\$ (6,611,000)	\$ (4,000,000)	\$ -	\$ (36,881,149)	\$ 34,725,976	\$ -	\$ (4,739,705)	\$ 3,366,988	\$ (1,871,295)	13	1	(23.4)	92%
44	\$ 118,341,700	\$ 15,369,700	\$ (6,984,410)	\$ (8,655,000)	\$ (8,000,000)	\$ -	\$ (15,639,410)	\$ 8,687,188	\$ -	\$ (1,776,418)	\$ 2,153,697	\$ (6,878,582)	14	4	(4.1)	71%
45	\$ 175,199,200	\$ 38,600,000	\$ (25,329,147)	\$ (2,000,000)	\$ (500,000)	\$ -	\$ (27,329,147)	\$ 21,692,820	\$ -	\$ 3,556,390	\$ 3,237,411	\$ (5,556,390)	16	2	(9.3)	88%
46	\$ 569,053,200	\$ 56,158,000	\$ (40,770,221)	\$ (24,073,000)	\$ (9,278,000)	\$ -	\$ (64,843,221)	\$ 54,178,560	\$ -	\$ (13,806,413)	\$ 10,218,925	\$ (10,266,587)	9	2	(9.0)	78%
48	\$ 403,696,400	\$ 25,863,000	\$ (331,499)	\$ (53,641,000)	\$ (42,127,000)	\$ -	\$ (53,972,499)	\$ 7,610,535	\$ -	\$ (7,350,416)	\$ 6,719,991	\$ (46,290,584)	15	7	(2.2)	53%
49	\$ 45,040,200	\$ 3,600,000	\$ (3,452,255)	\$ -	\$ -	\$ -	\$ (3,452,255)	\$ 672,622	\$ -	\$ 2,727,096	\$ 780,005	\$ (2,727,096)	16	4	(4.6)	75%
50	\$ 418,291,500	\$ 26,785,000	\$ (24,379,391)	\$ (2,235,000)	\$ (285,000)	\$ -	\$ (26,614,391)	\$ 3,127,802	\$ -	\$ 20,605,148	\$ 5,738,155	\$ (22,840,148)	16	4	(4.0)	75%
51	\$ 41,135,900	\$ 99,480,000	\$ (10,872,022)	\$ (42,043,897)	\$ -	\$ -	\$ (52,915,919)	\$ 38,940,815	\$ 27,200,000	\$ (28,183,418)	\$ 558,918	\$ 13,339,521	24	(24)	1.0	200%
52	\$ 60,377,800	\$ 7,682,000	\$ (5,622,840)	\$ (500,000)	\$ -	\$ -	\$ (6,122,840)	\$ 90,520	\$ -	\$ 5,412,644	\$ 575,560	\$ (5,912,644)	24	11	(2.3)	54%
53	\$ 202,611,700	\$ 15,326,000	\$ (4,396,946)	\$ (4,443,500)	\$ -	\$ -	\$ (8,840,446)	\$ 621,268	\$ -	\$ 3,481,830	\$ 2,301,539	\$ (7,925,330)	17	4	(4.9)	76%
54	\$ 40,861,700	\$ 21,747,000	\$ (9,479,938)	\$ (6,828,000)	\$ (4,509,000)	\$ -	\$ (16,307,938)	\$ 113,531	\$ -	\$ 9,022,387	\$ 330,811	\$ (15,850,387)	24	48	(0.5)	0%
55	\$ 2,729,500	\$ 8,552,000	\$ (59,436)	\$ (4,215,000)	\$ -	\$ -	\$ (4,274,436)	\$ -	\$ -	\$ 55,573	\$ -	\$ (4,270,573)	19	#DIV/0!	-	#DIV/0!
56	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	20	#DIV/0!	#DIV/0!	#DIV/0!
57	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	20	#DIV/0!	#DIV/0!	#DIV/0!
	\$ 3,353,410,600	\$ 526,437,816	\$ (294,395,626)	\$ (157,945,397)				\$ 350,830,080		\$ (20,685,219)	\$ 55,276,311				#DIV/0!	

- TID 44 had recovered all its costs
- Continues to generate positive cash flow
- Has capacity to provide additional funding for property acquisitions / public projects

Royster Acquisitions...

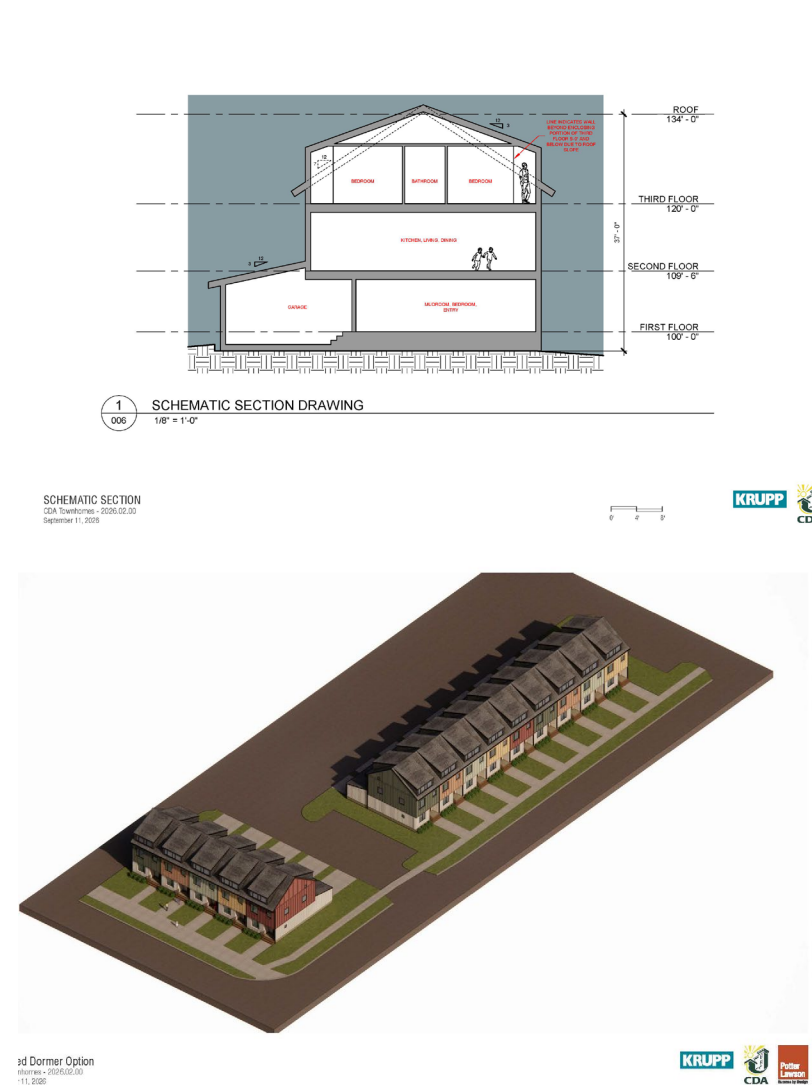
- Five lots for development
- One lot for park / open space
- \$5,200,000 –Purchase price
 - \$4,000,000 – TIF funds
 - \$1,200,000 – landbanking funds
- Included an additional \$850,000 for predevelopment costs



Royster Corners

- 2018 – SF home construction underway
- 2019 - Pinney Library completed
- Began discussions w/ Seller in 2025
- Closed on sale in July 2026





Key Takeaways:

- Management of TIF Districts is critical to ensuring resources are available for public investment / landbanking
- Have a vision
- Long-term planning with a multi-pronged approach
- Knowledge of and relationships with property owners
- **Perseverance**

Thank you!

- Dan Rolfs
- drolfs@cityofmadison.com