



# **City Wide Multi-Generational Community Center Project**

**City Council Schematic Design Supplemental Presentation**

**March 9, 2014**

# Design Team Introductions

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- ▶ **Gerry Blanchette, P.E.; HL Turner Group**
  - ▶ Lead Consultant for Project
  
- ▶ **Joel Bargmann, AIA; BH+A Architects**
  - ▶ Recreational / Community Center Design Specialist
  
- ▶ **Ken Ballard, CPRP; Ballard & King**
  - ▶ Business Plans & Financial Pro Formas

# Presentation Overview

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- ▶ Supplemental Demographic Information
- ▶ Conceptual Exterior Drawings (Options 1- 3)
- ▶ Preservation & Reuse of Cafeteria Only (Option 4)
  - ▶ Floor Plan
  - ▶ Conceptual Exterior Rendering
- ▶ Dame School & 1977 Heights Gym Revenues & Operating Costs (Option 5)
- ▶ Alternative Concepts for Library Services
- ▶ Financial Summary (Revised from February 9, 2015)
- ▶ Projected Timing of Tax Rate Impacts Construction & Operations
- ▶ Questions & Answers

# **Supplemental Demographic Information**

# Supplemental Demographic Info Concord School District

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- ▶ Qualifying for Free / Reduced Hot Lunch (2013):
  - ▶ **37%** of Concord School District Students (**20%** in 2003)
  - ▶ **28%** State Wide Average (**17%** in 2000)
  
- ▶ Diversity:
  - ▶ 2003: 387 Non-White Students
  - ▶ 2014: 906 Non-White Students (**24%**)
  - ▶ 44 Different Languages Spoken

# **Conceptual Floor Plans & Elevation Drawings**

# **Option 1A**

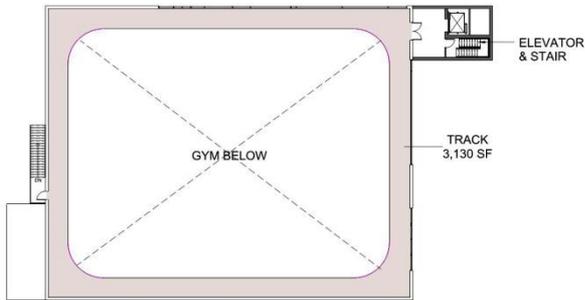
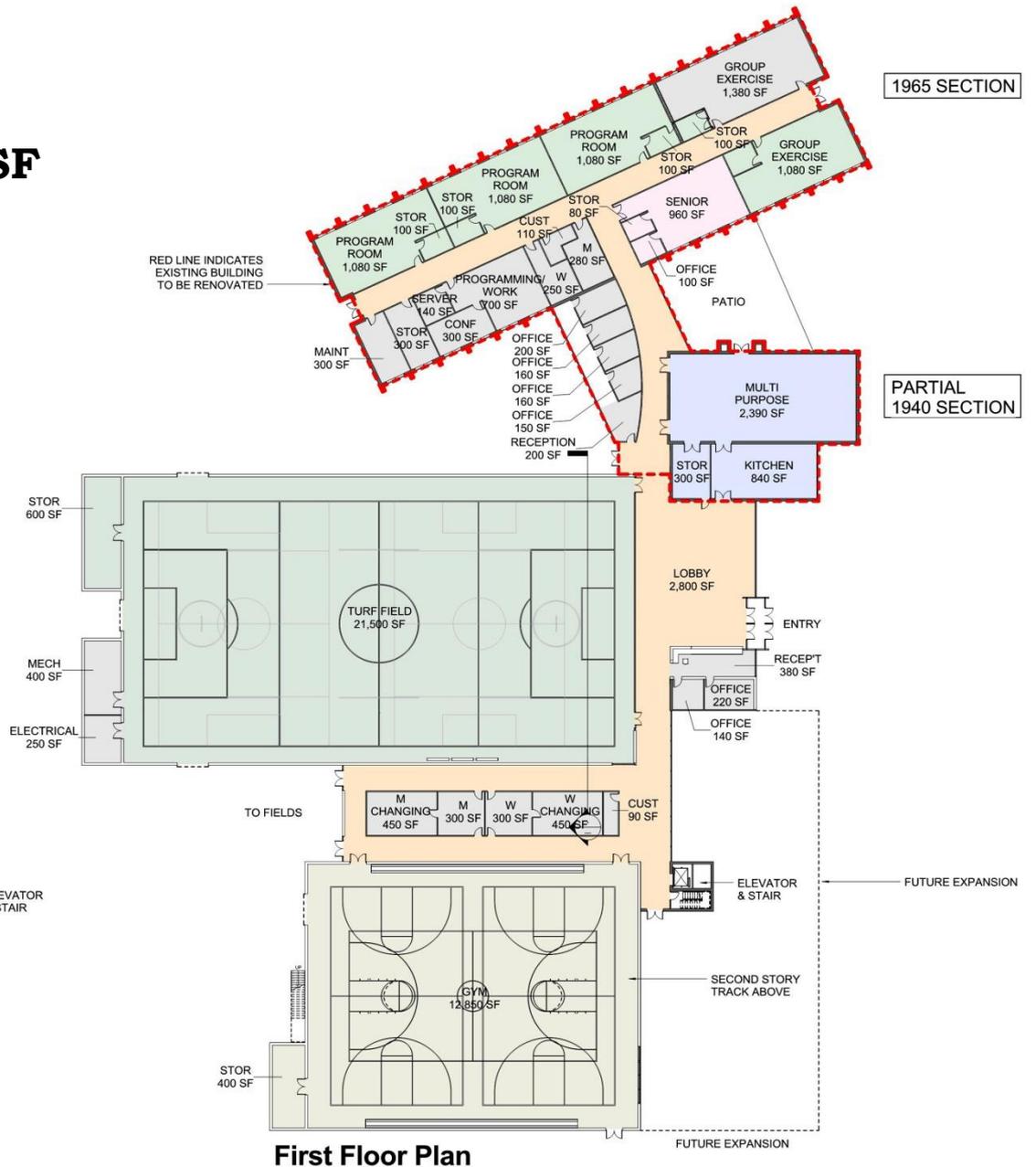
**1965 Wing Renovation + New Construction**

# Option 1A

Building Size: 69,580SF

Cost: \$14,156,407

RENOVATED	19,220 SF
NEW	50,360 SF
FIRST FLOOR	65,920 SF
TRACK LEVEL	3,660 SF
<b>TOTAL</b>	<b>69,580 SF</b>



Track Level Plan

First Floor Plan

# Option 1A Site Plan

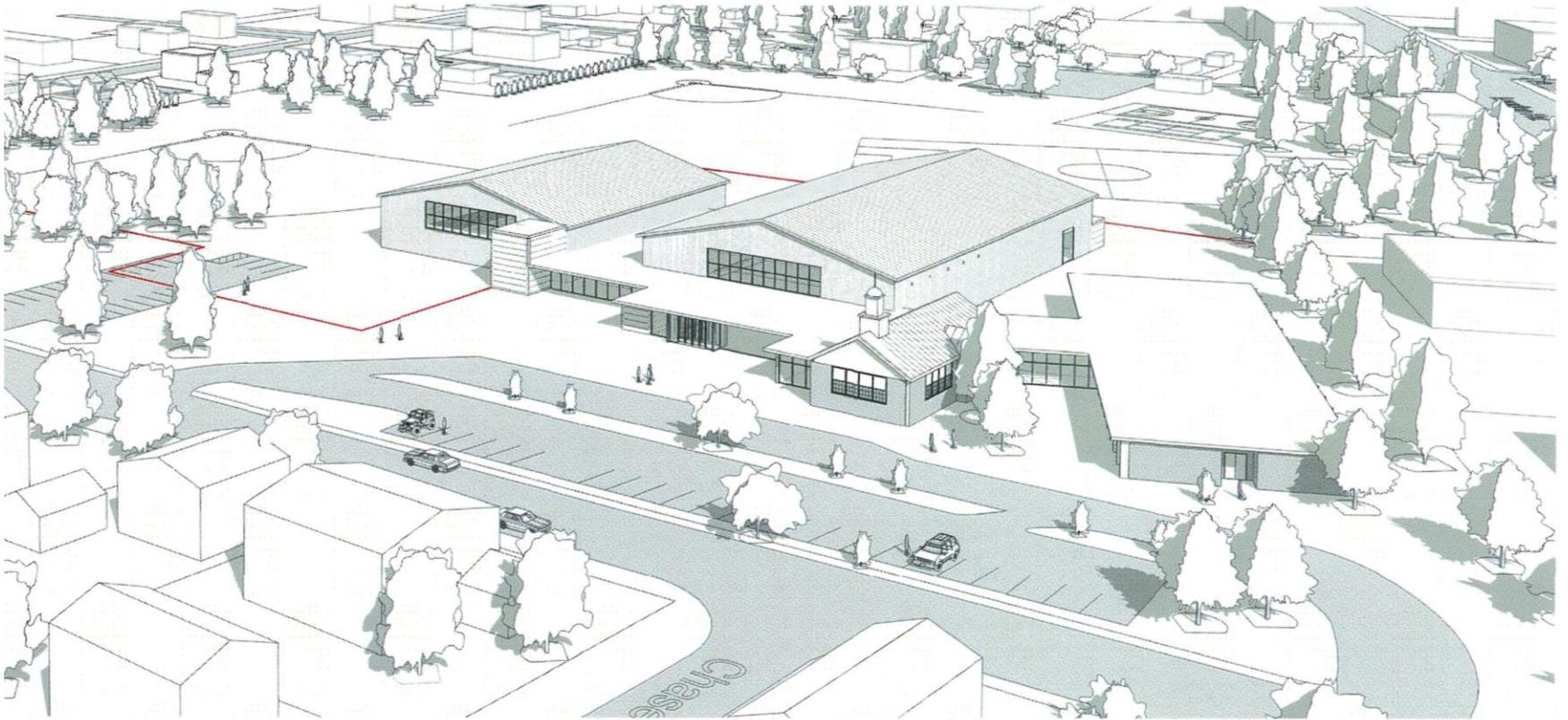


Option 1A: Partial Reuse Base Scheme

# Option 1A

**Building Size: 69,580SF**

**Cost: \$14,156,407**



# **Option 2A**

**Complete Demolition & New Construction**

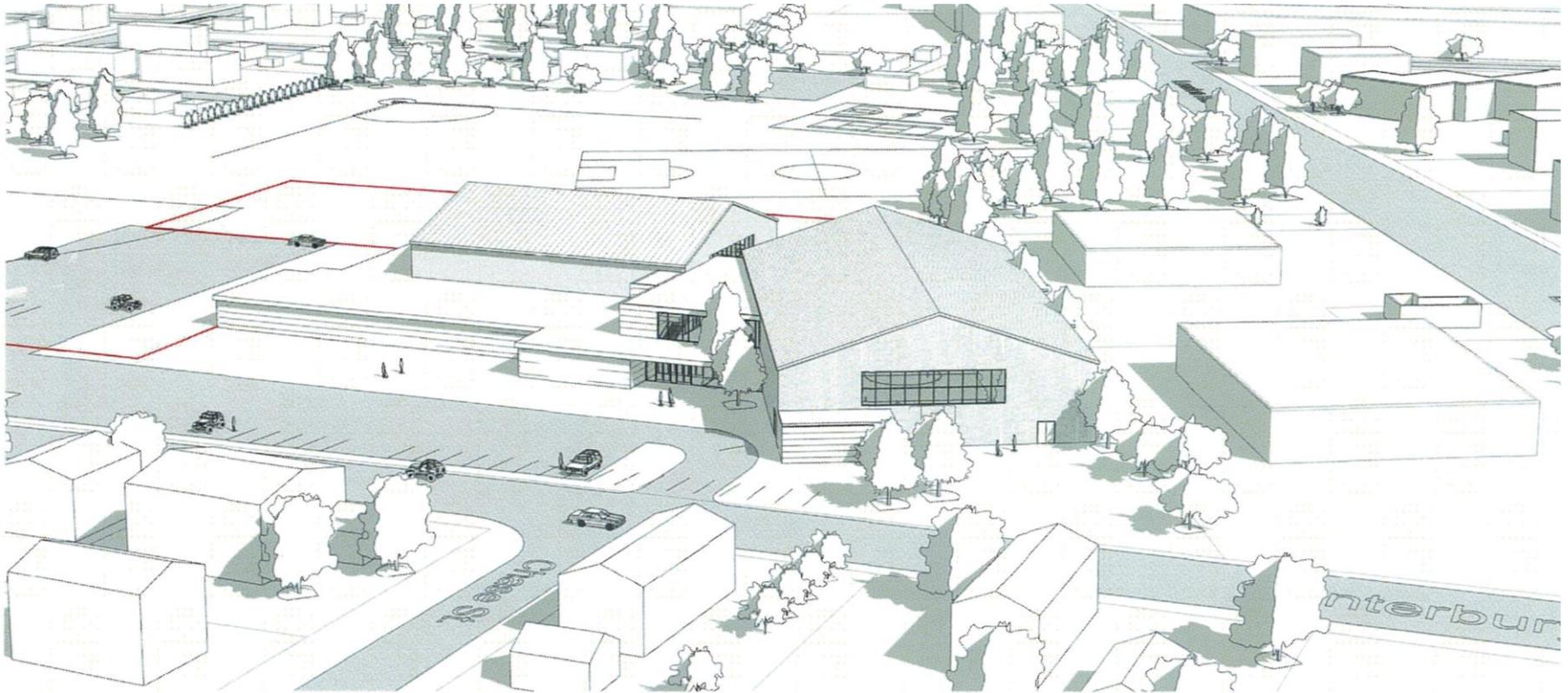


# Option 2A Site Plan



# Option 2A

**Building Size: 63,160SF**  
**Cost: \$14,104,235**

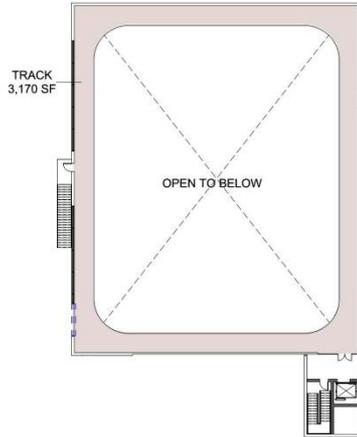


# **Option 3A**

**Partial Renovation 1940s Wing + New Construction**

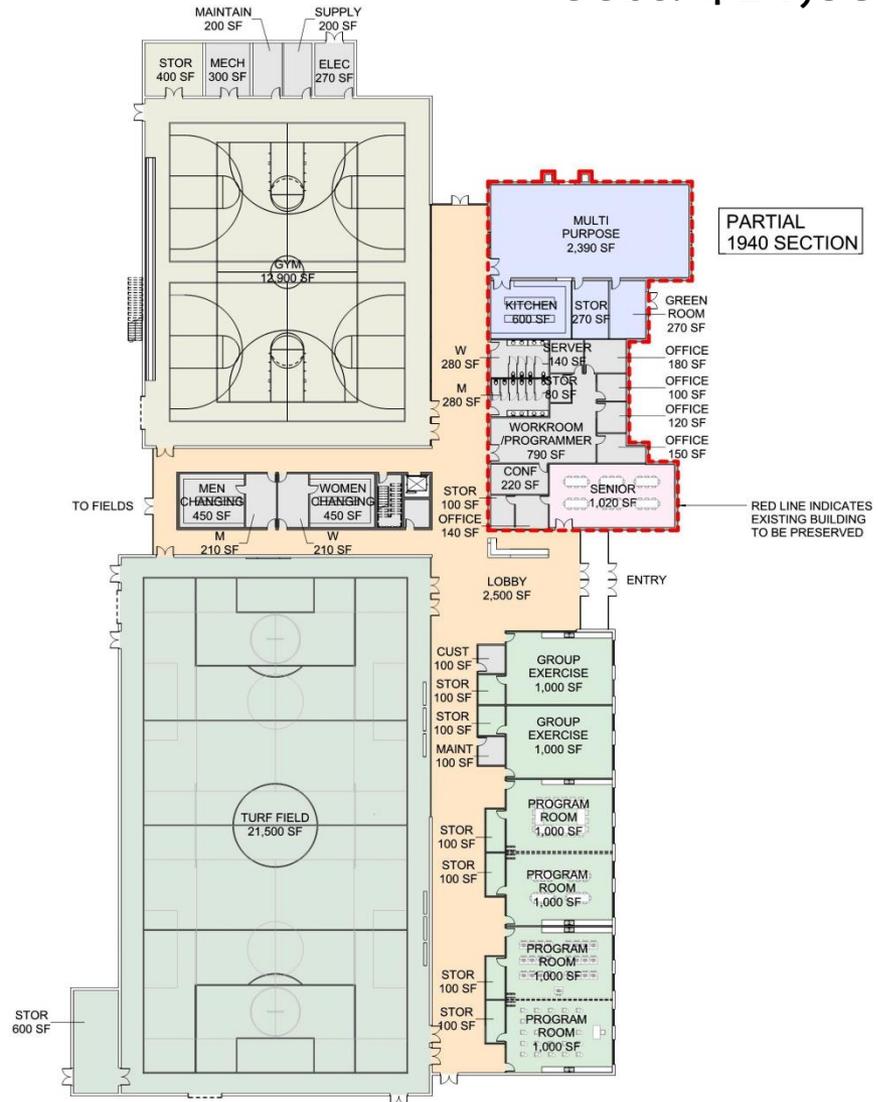
# Option 3A

**Building Size: 68,990SF**  
**Cost: \$14,060,815**



**Track Level Plan**

RENOVATED	7,890 SF
NEW	61,100 SF
FIRST FLOOR	65,240 SF
TRACK LEVEL	3,750 SF
<b>TOTAL</b>	<b>68,990 SF</b>



**First Floor Plan**



# Option 3A Site Plan

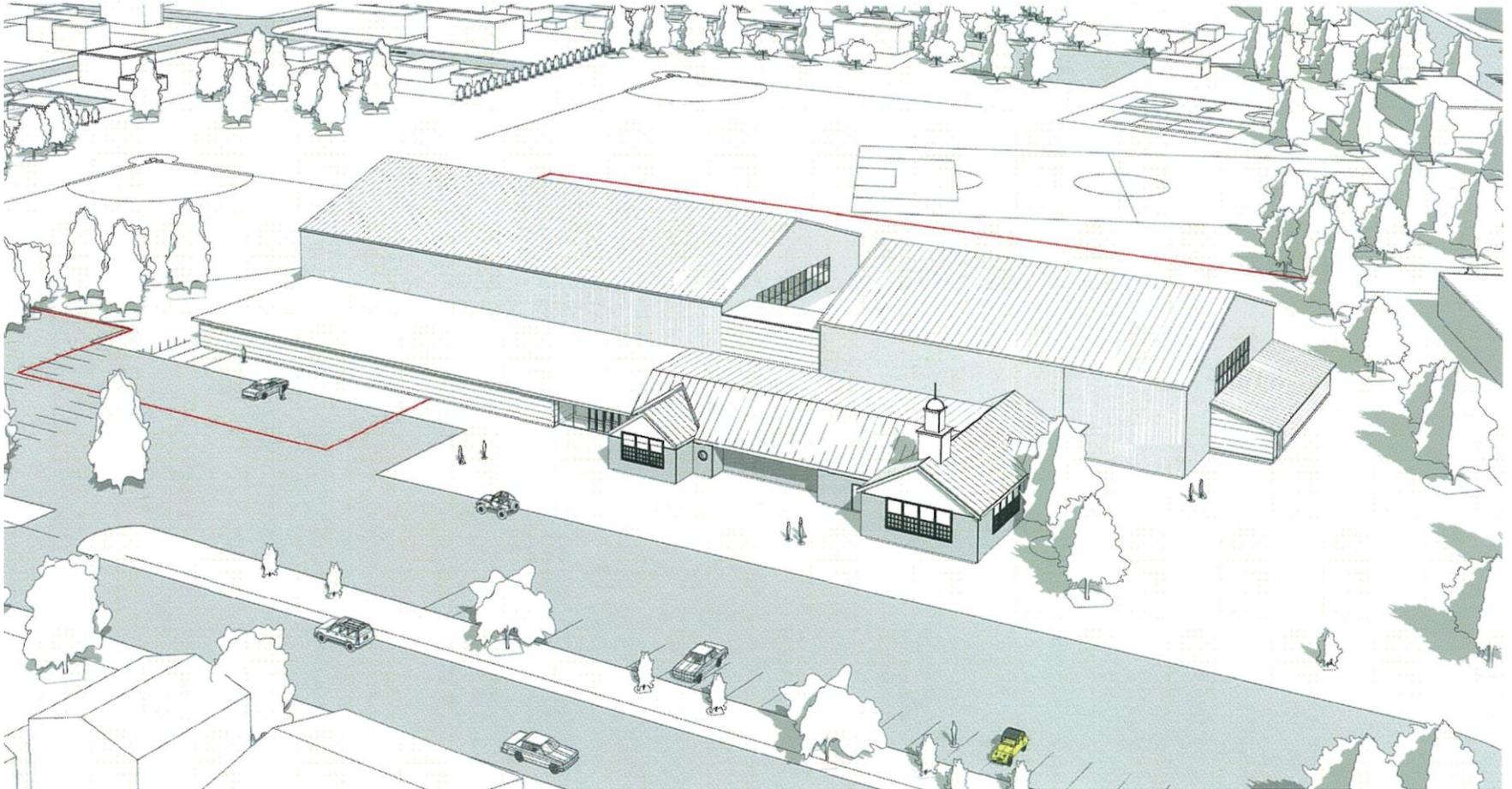


Option 3A: 1940 Wing Renovation Site Plan

# Option 3A

**Building Size: 68,990SF**

**Cost: \$14,060,815**



# **Option 4A**

## **Preserve Cafeteria + New Construction**



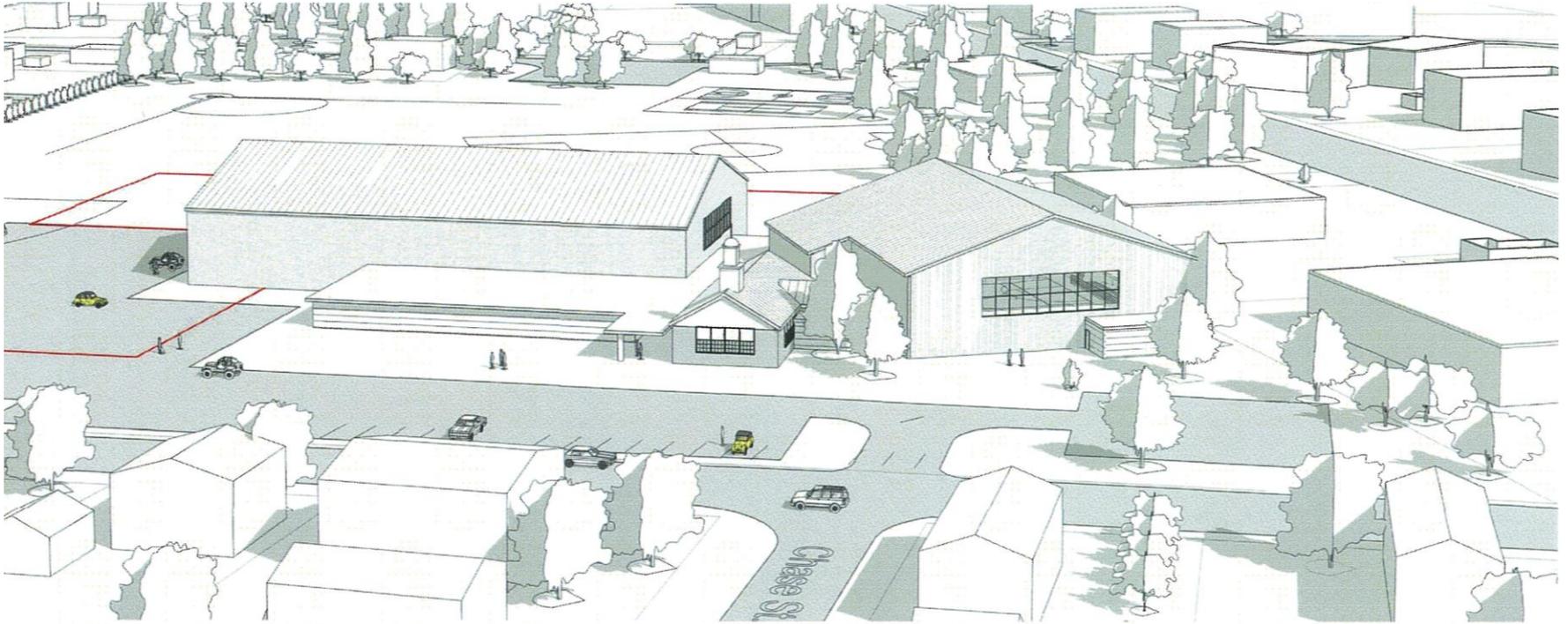
# Option 4A Site Plan



# Option 4A

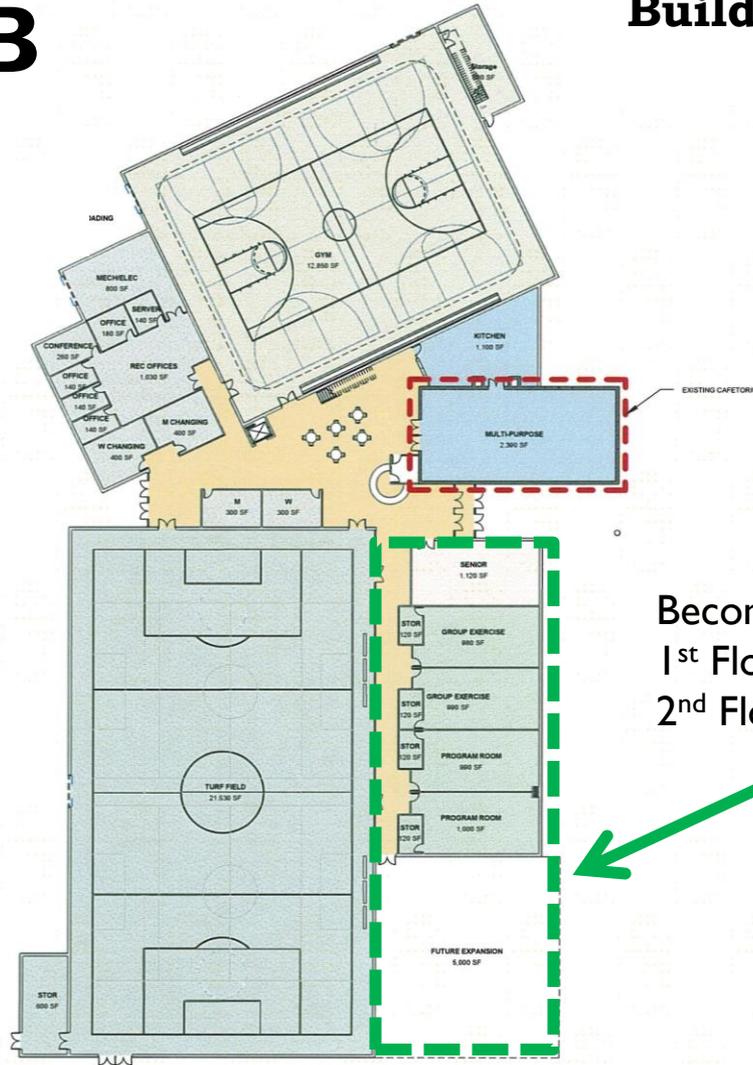
**Building Size: 61,155SF**

**Cost: \$14,252,225**



# Option 4B

**Building Size: 70,755SF**  
**Cost: \$16,624,865**



Becomes 2 Story Building  
1<sup>st</sup> Floor: Library & CTV  
2<sup>nd</sup> Floor: Community Rooms



# **Option 5: Dame School / Heights Gym Renovation**

# Option 5

**Building Size: 47,855SF**  
**Cost: \$7,500,000**



# Option 5 Analysis

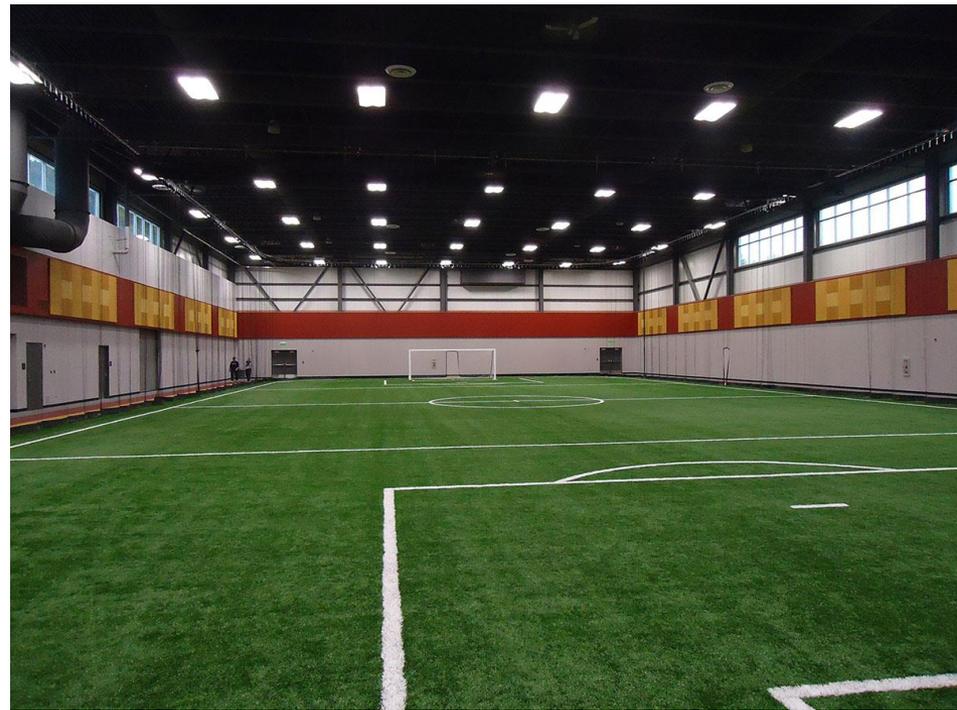
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- ▶ Advantage:
  - ▶ Least expensive @ \$7.5 Million
- ▶ Disadvantage:
  - ▶ Does not meet City's programmatic needs
  - ▶ 18 Classrooms
  - ▶ No turf center, "modern" gym, or walking track
    - ▶ Loss of fundraising opportunities?
    - ▶ Limited revenue potential
- ▶ Financial Comparison:
  - ▶ Option 5 Estimated Taxpayer Subsidy = \$1,058,079 / Year 1
  - ▶ Option 2A (with Turf, Gym, & Track) = \$1,305,706 / Year 1
  - ▶ Difference of \$247,627 (Year 1)

# **Indoor Turf Center & Gym Revenues & Expenditures**

# Indoor Turf Center Construction Cost, Revenues & Expenditures

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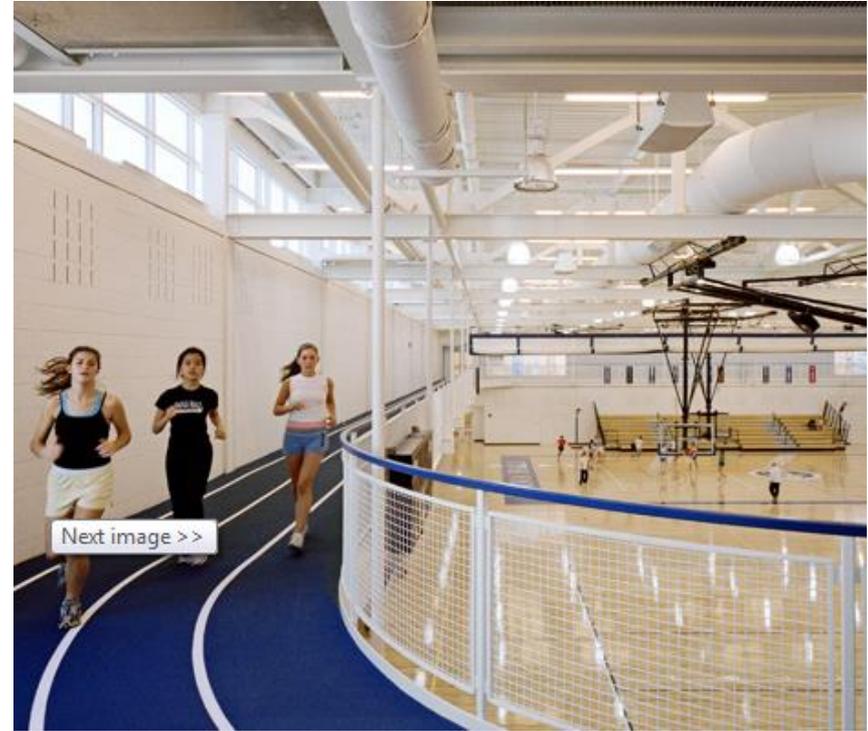
# Indoor Turf Center

## Construction Cost, Revenues & Expenditures

<b><u>CONSTRUCTION COST</u></b>	<b>Amount</b>
Cost to Construct	\$3,870,000
Less Fundraising (10% of Cost)	<del>(\$387,000)</del>
<b><u>Net to Bond</u></b>	<b><u>\$3,483,000</u></b>
<b><u>EXPENSES</u></b>	
Personnel	\$56,519
Commodities	\$15,000
Contractual	\$98,700
Capital	\$10,000
<b><u>Subtotal- - Expenses</u></b>	<b><u>\$180,219</u></b>
<b><u>REVENUES</u></b>	
Fees	\$136,468
Programs	\$199,400
Other	\$15,000
<b><u>Subtotal - Revenues</u></b>	<b><u>\$350,868</u></b>
<b><u>Gross Revenues Before Debt Service</u></b>	<b><u>\$170,649</u></b>
<b><u>DEBT SERVICE</u></b>	
Expenses - Debt Service (Year 1)	\$278,640
<b><u>Net Revenues After Debt Service</u></b>	<b><u>(\$107,991)</u></b>

# Gym (with Walking Track) Construction Cost, Revenues & Expenditures

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# Gym (with Walking Track)

## Construction Cost, Revenues & Expenditures

<b><u>CONSTRUCTION COST</u></b>	<b>Amount</b>
Cost to Construct	\$2,962,400
Less Fundraising	(\$296,240)
<b><u>Net to Bond</u></b>	<b>\$2,666,160</b>
<b><u>EXPENSES</u></b>	
	<b>Amount</b>
Personnel	\$40,874
Commodities	\$12,000
Contractual	\$51,500
Capital	\$8,000
<b><u>Subtotal - Expenses</u></b>	<b>\$112,374</b>
<b><u>REVENUES</u></b>	
Fees	\$128,718
Programs	\$145,200
Other	\$15,000
<b><u>Subtotal - Revenues</u></b>	<b>\$288,918</b>
<b><u>Gross Revenues Before Debt Service</u></b>	<b>\$176,544</b>
<b><u>DEBT SERVICE</u></b>	
Expenses - Debt Service (Year 1)	\$213,293
<b><u>Net Revenues After Debt Service</u></b>	<b>(\$36,749)</b>

# Visitation Projections

# Visitation Projection (355 Days / Year)

## Option 1 & 3

Type of Use	Number of Users	Average Per Day
Drop-in Fee Use	47,100	
Programs	79,182	
Rentals	35,725	
Corporate/Group	2,500	
Spectators/Other	10,000	
<b>Total</b>	<b>174,507</b>	<b>492</b>
<b>Reduction of 30%</b>	<b>122,155</b>	<b>344</b>

## Option 2

Type of Use	Number of Users	Average Per Day
Drop-in Fee Use	47,100	
Programs	86,958	
Rentals	35,725	
Corporate/Group	2,500	
Spectators/Other	10,000	
<b>Total</b>	<b>182,283</b>	<b>513</b>
<b>Reduction of 30%</b>	<b>127,598</b>	<b>359</b>

# Library Services

# Library Outreach to Concord Heights



## *Two Year Initiative: Putting the Library into the Community*

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- ▶ **Community Outreach Librarian**
- ▶ **Children's Librarian**
- ▶ **Technology Plan & LIBRO**
- ▶ **Mail and Delivery Service**



# *Community Outreach Librarian*

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- ▶ Fully trained FT Librarian with MLS
- ▶ Assisted by LIBRO
- ▶ Resources to share like ESL/multicultural materials
- ▶ Chrome Books
- ▶ iPad/Kindle training
- ▶ Provide relevant multicultural programs
- ▶ Build community partners
- ▶ Provide ILL (Inter library loan)
- ▶ Public Relations for CPL



# *Children's Librarian*

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- ▶ Part Time, 24.5 hours per week
- ▶ Conduct weekly family story times in Heights
- ▶ Work with Community Outreach Librarian on programming needs
- ▶ Early literacy education
- ▶ Promoting non print CPL resources for families(tumble books & Transparent Language)
- ▶ Promote CPL Summer Reading Program



# *Weekly Programming*

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- ▶ Tuesday (7 Hours)
  - ▶ **10am Family Story time**
  - ▶ 1-5pm Tech with LIBRO
- ▶ Thursday (6 Hours)
  - ▶ **2pm Family Story time**
  - ▶ 4-8pm Tech with LIBRO
- ▶ Saturday (4 Hours)
  - ▶ 9am-1pm Tech with LIBRO

***Total Weekly Programming = 17 Hours***  
***Annual Programming = 884 Hours***

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# *What is LIBRO?*

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## Library Resources Online

- ▶ 10 Chrome Books for patrons to utilize
- ▶ 1 iPad for learning
- ▶ 1 Kindle for learning
- ▶ 1 printer
- ▶ Scanner/copier
- ▶ Kept at Heights



# *More Technology*

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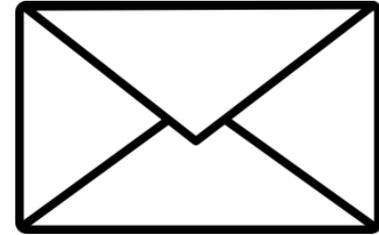
- ▶ Reserve titles to be picked up at Heights
- ▶ View upcoming Library programs
- ▶ Search catalog
- ▶ Training with iPad/Kindle
- ▶ Library Database training



# *Mail & Delivery Service*

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- ▶ Homebound Patrons
- ▶ Disabled
- ▶ Any Concord resident that lacks transportation access to a Library
  - ▶ Community Outreach Librarian delivers Library materials with 3 weekly LIBRO sessions
  - ▶ Community Outreach Librarian returns materials to the main Library



# *Cost of Heights Outreach*

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<b>Resource</b>	<b>Cost</b>
<b>Community Outreach + Benefits</b>	<b>\$66,067</b>
<b>Resources for CO position</b>	<b>\$9,493</b>
<b>Children's Librarian P/T</b>	<b>\$29,047</b>
<b>Resources Children's Librarian</b>	<b>\$2,875</b>
<b>LIBRO Cart &amp; Kiosk</b>	<b>\$13,885</b>
<b>Mail Delivery</b>	<b>\$3,440</b>
<b>TOTAL</b>	<b>\$124,807</b>



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li·brar·y : 'lī,brərē,'līb(ə)rē/ - 2015

*noun*

An educational facility that provides a community with adaptable services, evolving programs, future technologies and free access to information.



# **Financial Comparison Options 1 - 5**

# Library Programming Alternative Fiscal Impact

City Assessed Valuation (2014)	\$3,763,544,645
Municipal Portion of Tax Rate (2014)	\$9.38
Cost of Library Programming (Year 1)	\$124,807
Tax Rate Impact	\$0.03
Tax Rate Increase (%)	0.35%
<b><u>ANNUAL COST TO TAXPAYERS</u></b>	
\$100,000 Home (Year 1)	\$3.32
\$200,000 Home (Year 1)	\$6.63
\$300,000 Home (Year 1)	\$9.95

**Lost Revenues to Community Center due to  
Library Programming = \$7,000 +/- /Year**

# Financial Summary:

## Options 1 - 3

	Option 1		Option 2		Option 3	
	1A	1B	2A	2B	3A	3B
	Renovate 1965 + New Construction + <b>LIBRARY</b> <b>PROGRAMMING</b>	Renovate 1965 + Dedicated Library (5,000SF) + Dedicated CTV (3,000SF)	All new Construction + <b>LIBRARY</b> <b>PROGRAMMING</b>	All New + Dedicated Library (5,000SF) + Dedicated CTV (3,000SF) + 2 Add'l Multi-Purpose Rooms	Renovate 1940 + New Construction + <b>LIBRARY</b> <b>PROGRAMMING</b>	Renovate 1940 + Dedicated Library (5,000SF) + Dedicated CTV (3,000SF)
<b>CONSTRUCTION COST</b>						
Total Building Size (Square Feet)	69,580	77,520	63,160	76,460	68,990	84,330
Construction Cost	\$14,156,407	\$16,110,201	\$14,104,235	\$16,807,782	\$14,060,815	\$17,370,132
Less Fundraising (Excludes CTV)	(\$1,415,641)	(\$1,549,003)	(\$1,410,424)	(\$1,610,086)	(\$1,406,082)	(\$1,624,164)
<b>Net Construction Cost to be Bonded</b>	<b>\$12,740,766</b>	<b>\$14,561,198</b>	<b>\$12,693,812</b>	<b>\$15,197,696</b>	<b>\$12,654,734</b>	<b>\$15,745,968</b>
<b>EXPENDITURES</b>						
Debt Service (Year 1) (20 Years @ 3%)	\$1,019,261	\$1,019,261	\$1,015,505	\$1,052,831	\$1,012,379	\$1,012,379
Net New Operating Cost (Year 1) (Includes \$58,000 Start-Up Cost)	\$811,538	\$811,538	\$764,637	\$802,176	\$803,468	\$803,468
<b>Library</b>	<b>\$124,807</b>	<b>\$398,610</b>	<b>\$124,807</b>	<b>\$409,020</b>	<b>\$124,807</b>	<b>\$459,608</b>
<b>Concord TV</b>	<b>\$0</b>	<b>\$76,400</b>	<b>\$0</b>	<b>\$83,340</b>	<b>\$0</b>	<b>\$117,065</b>
<b>Subtotal</b>	<b>\$1,955,606</b>	<b>\$2,305,809</b>	<b>\$1,904,949</b>	<b>\$2,347,366</b>	<b>\$1,940,654</b>	<b>\$2,392,520</b>
<b>REVENUES</b>						
Revenues (Year 1) (Net After City Admin 30% Reduction)	\$599,243	\$606,243	\$599,243	\$669,323	\$599,243	\$606,243
<b>Library</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Concord TV</b>	<b>\$0</b>	<b>\$76,400</b>	<b>\$0</b>	<b>\$83,340</b>	<b>\$0</b>	<b>\$83,340</b>
<b>Subtotal</b>	<b>\$599,243</b>	<b>\$682,643</b>	<b>\$599,243</b>	<b>\$752,663</b>	<b>\$599,243</b>	<b>\$689,583</b>
<b>NET COST TO GENERAL FUND</b>						
<b>General Fund Subsidy (Year 1)</b>	<b>\$1,356,363</b>	<b>\$1,623,166</b>	<b>\$1,305,706</b>	<b>\$1,594,703</b>	<b>\$1,341,411</b>	<b>\$1,702,937</b>
Projected Tax Rate Impact (\$) (Year 1; City Portion Only)	\$0.36	\$0.43	\$0.35	\$0.42	\$0.36	\$0.45
Projected Tax Rate Impact (%) (Year 1; City Portion Only)	3.84%	4.60%	3.70%	4.52%	3.80%	4.82%
<b>ANNUAL COST TO TAXPAYERS</b>						
\$100,000 Home (Year 1)	\$36.04	\$43.13	\$34.69	\$42.37	\$35.64	\$45.25
\$200,000 Home (Year 1)	\$72.08	\$86.26	\$69.39	\$84.74	\$71.28	\$90.50
\$300,000 Home (Year 1)	\$108.12	\$129.39	\$104.08	\$127.12	\$106.93	\$135.74

# Financial Summary: Options 4 & 5

	Option 4		Option 5
	4A	4B	5
	Renovate Cafeteria Only + New Construction + <b>LIBRARY PROGRAMMING</b>	Renovate Cafeteria Only + New Construction + Dedicated Library (5,000SF) + Dedicated CTV (3,000SF)	Renovate Frmr Dame School & 1977 Heights Gym (As Is) + <b>LIBRARY PROGRAMMING</b>
<b>CONSTRUCTION COST</b>			
Total Building Size (Square Feet)	61,155	70,755	47,855
Construction Cost	\$14,252,225	\$16,624,865	\$7,500,000
Less Fundraising (Excludes CTV)	(\$1,425,223)	(\$1,554,763)	\$0
<b><u>Net Construction Cost to be Bonded</u></b>	<b><u>\$12,827,003</u></b>	<b><u>\$15,140,858</u></b>	<b><u>\$7,500,000</u></b>
<b>EXPENDITURES</b>			
Debt Service (Year 1) (20 Years @ 3%)	\$1,026,160	\$1,026,160	\$600,000
Net New Operating Cost (Year 1) (Includes \$58,000 Start-Up Cost)	\$764,637	\$764,637	\$484,983
<b>Library</b>	<b>\$124,807</b>	<b>\$417,458</b>	<b>\$124,807</b>
<b>Concord TV</b>	<b>\$0</b>	<b>\$88,965</b>	<b>\$0</b>
<b><u>Subtotal</u></b>	<b><u>\$1,915,604</u></b>	<b><u>\$2,297,220</u></b>	<b><u>\$1,209,790</u></b>
<b>REVENUES</b>			
Revenues (Year 1) (Net After City Admin 30% Reduction)	\$599,243	\$606,243	\$151,711
<b>Library</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Concord TV</b>	<b>\$0</b>	<b>\$83,340</b>	<b>\$0</b>
<b><u>Subtotal</u></b>	<b><u>\$599,243</u></b>	<b><u>\$689,583</u></b>	<b><u>\$151,711</u></b>
<b>NET COST TO GENERAL FUND</b>			
<b>General Fund Subsidy (Year 1)</b>	<b>\$1,316,361</b>	<b>\$1,607,637</b>	<b>\$1,058,079</b>
Projected Tax Rate Impact (\$) (Year 1; City Portion Only)	\$0.35	\$0.43	\$0.28
Projected Tax Rate Impact (%) (Year 1; City Portion Only)	3.73%	4.55%	3.00%
<b>ANNUAL COST TO TAXPAYERS</b>			
\$100,000 Home (Year 1)	\$34.98	\$42.72	\$28.11
\$200,000 Home (Year 1)	\$69.95	\$85.43	\$56.23
\$300,000 Home (Year 1)	\$104.93	\$128.15	\$84.34

# Financial Summary: Options 2, 4 & 5

	Option 2		Option 4		Option 5
	2A	2B	4A	4B	5
	All new Construction + LIBRARY PROGRAMMING	All New + Dedicated Library (5,000SF) + Dedicated CTV (3,000SF) + 2 Add'l Multi-Purpose Rooms	Renovate Cafeteria Only + New Construction + LIBRARY PROGRAMMING	Renovate Cafeteria Only + New Construction + Dedicated Library (5,000SF) + Dedicated CTV (3,000SF)	Renovate Frmr Dame School & 1977 Heights Gym (As Is) + LIBRARY PROGRAMMING
<b>CONSTRUCTION COST</b>					
Total Building Size (Square Feet)	63,160	76,460	61,155	70,755	47,855
Construction Cost	\$14,104,235	\$16,807,782	\$14,252,225	\$16,624,865	\$7,500,000
Less Fundraising (Excludes CTV)	(\$1,410,424)	(\$1,610,086)	(\$1,425,223)	(\$1,554,763)	\$0
<b>Net Construction Cost to be Bonded</b>	<b>\$12,693,812</b>	<b>\$15,197,696</b>	<b>\$12,827,003</b>	<b>\$15,140,858</b>	<b>\$7,500,000</b>
<b>EXPENDITURES</b>					
Debt Service (Year 1) (20 Years @ 3%)	\$1,015,505	\$1,052,831	\$1,026,160	\$1,026,160	\$600,000
Net New Operating Cost (Year 1) (Includes \$58,000 Start-Up Cost)	\$764,637	\$802,176	\$764,637	\$764,637	\$484,983
<b>Library</b>	<b>\$124,807</b>	<b>\$409,020</b>	<b>\$124,807</b>	<b>\$417,458</b>	<b>\$124,807</b>
<b>Concord TV</b>	<b>\$0</b>	<b>\$83,340</b>	<b>\$0</b>	<b>\$88,965</b>	<b>\$0</b>
<b>Subtotal</b>	<b>\$1,904,949</b>	<b>\$2,347,366</b>	<b>\$1,915,604</b>	<b>\$2,297,220</b>	<b>\$1,209,790</b>
<b>REVENUES</b>					
Revenues (Year 1) (Net After City Admin 30% Reduction)	\$599,243	\$669,323	\$599,243	\$606,243	\$151,711
<b>Library</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Concord TV</b>	<b>\$0</b>	<b>\$83,340</b>	<b>\$0</b>	<b>\$83,340</b>	<b>\$0</b>
<b>Subtotal</b>	<b>\$599,243</b>	<b>\$752,663</b>	<b>\$599,243</b>	<b>\$689,583</b>	<b>\$151,711</b>
<b>NET COST TO GENERAL FUND</b>					
General Fund Subsidy (Year 1)	\$1,305,706	\$1,594,703	\$1,316,361	\$1,607,637	\$1,058,079
Projected Tax Rate Impact (\$) (Year 1; City Portion Only)	\$0.35	\$0.42	\$0.35	\$0.43	\$0.28
Projected Tax Rate Impact (%) (Year 1; City Portion Only)	3.70%	4.52%	3.73%	4.55%	3.00%
<b>ANNUAL COST TO TAXPAYERS</b>					
\$100,000 Home (Year 1)	\$34.69	\$42.37	\$34.98	\$42.72	\$28.11
\$200,000 Home (Year 1)	\$69.39	\$84.74	\$69.95	\$85.43	\$56.23
\$300,000 Home (Year 1)	\$104.08	\$127.12	\$104.93	\$128.15	\$84.34

**Projected Timing of  
Tax Rate Impacts:  
Construction & Operations**

# Projected Timing of Tax Rate Increases Construction & Operations

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## ▶ Project Schedule:

- ▶ City Council Decision: April 2015 (FY2015)
- ▶ Complete Design / Permitting: Fall 2015 (FY2016)
- ▶ Bid Construction: January 2016 (FY2016)
- ▶ Start Construction: April 2016 (FY2016)
- ▶ Completion Date: July 2017 (FY2018)
- ▶ Duration of Construction: 16 Months +/-

## ▶ Budget (Option 2A)

- ▶ Total Project Cost \$14,104,235
  - ▶ Donations (10%) \$1,410,424
  - ▶ City Cash (Equity) \$0
  - ▶ Debt (Bond) \$12,695,000 (Rounded)
  - ▶ Project Monthly Draw \$881,514.69 (16 Month Construction)
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# Projected Timing of Tax Rate Increases Construction & Operations

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## ▶ **Bond Sale #1 (9 Months of Construction)**

- ▶ Amount: \$7,920,000
- ▶ Debt Service Payment: \$633,600 (20 Years @ 3%)
- ▶ Tax Rate Impact: \$0.17 / \$1,000 A.V.
- ▶ Sale Date: April 2016 (FY2016)
- ▶ Debt Payment Date: October 2016 (FY2017)

## ▶ **Bond Sale #2 (5.4 Months of Construction)**

- ▶ Amount: \$4,775,000
- ▶ Debt Service Payment: \$382,000
- ▶ Tax Rate Impact: \$0.10 / \$1,000 A.V.
- ▶ Sale Date: January 2017 (FY2017)
- ▶ Debt Payment Date: July 2017 (FY2018)

# Projected Timing of Tax Rate Increases Construction & Operations

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## ▶ Operating Costs

- ▶ Opening Date: July 2017 (FY2018)
- ▶ General Fund Subsidy \$290,200
- ▶ Tax Rate Impact \$0.08 / \$1,000 A.V.

# Projected Timing of Tax Rate Increases Construction & Operations

	<b>FY2015</b> <i>07/01/2014 - 06/30/2015</i>	<b>FY2016</b> <i>07/01/2015 - 06/30/2016</i>	<b>FY2017</b> <i>07/01/2016 - 06/30/2017</i>	<b>FY2018</b> <i>07/01/2017 - 06/30/2018</i>
Bond Costs	\$0	\$0	\$633,600	\$1,003,720
Operating Cost	\$0	\$0	\$0	\$290,200
<b>Subtotal</b>	<b><u>\$0</u></b>	<b><u>\$0</u></b>	<b><u>\$633,600</u></b>	<b><u>\$1,293,920</u></b>
Tax Rate Impact	\$0.00	\$0.00	\$0.17	\$0.34
<b>Cost to Taxpayers</b>				
\$100,000 Home	\$0	\$0	\$17	\$34
\$200,000 Home	\$0	\$0	\$34	\$69
\$300,000 Home	\$0	\$0	\$51	\$103

# **Discussion / Questions & Answers**