

Lease/Purchase of Property	\$4,500,000	
Capital Improvements/renovations	\$1,000,000	
Moving Costs		\$250,000
Total		\$6,750,000

Anticipated Sales/Tax Revenue (1%)

2014 (Partial)	\$10million	\$100,000
2015	\$25million	\$250,000
2016	\$30million	\$300,000
2017	\$35million	\$350,000
2018	\$40million	\$400,000
2019	\$50million	\$500,000
2020	\$50million	\$500,000
Total	\$190million	\$2.4million

It should be noted that CJ Wilson in Countryside is currently ranked #1 Mazda Dealership in the Midwest for both 2012 and 2013 by Mazda North American operations.

As the Village Board is aware, Orland Park has a strong partnership history with our existing dealerships, including newer ones that have either moved into or expanded in the Village. Generally, each project is reviewed on its own merits with common requirements. These general requirements would also apply to CJ Wilson.

- \$1,000,000 + \$125,000 = \$1,125,000 total maximum incentive - Estimated renovation costs and 50% of moving costs.
- 50/50 share of sales taxes
- 7 year agreement - beginning once capital costs have been incurred - anticipated to be in late 2015/early 2016.
- Occupancy by August.
- Verification of actual renovation costs required. Reimbursement based upon actual costs incurred for renovations and moving.
- If dealership closes during the term of the agreement, all public funds must be repaid.
- All other Village approvals for any site plan, elevations, signage and building permits must be obtained.

On April 21, 2014, this item was reviewed by the Development Services Planning and Engineering Committee, recommended for approval and referred to the Village Board of Trustees for consideration.

Financial Impact

This is a new business relocating to Orland Park. Over the course of the term of the agreement, the Village should receive approximately \$1,275,000 in additional sales tax revenue.

Recommended Action/Motion

I move to approve of a Sales Tax Inducement Agreement with CJ Wilson Mazda for the property located at 8910 West 159th Street, as outlined above.

