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AN INDUSTRIAL PARK COST-REVENUE ANALYSIS IN SOUTHEASTERN WISCONSIN - 1975

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**TECHNICAL REPORT
NUMBER 14**

**AN INDUSTRIAL PARK COST-REVENUE ANALYSIS
IN SOUTHEASTERN WISCONSIN—1975**

Prepared by the
Southeastern Wisconsin Regional Planning Commission

P. O. Box 769
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916 N. East Avenue
Waukesha, Wisconsin 53186

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June 1975

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STATEMENT OF THE EXECUTIVE DIRECTOR

In 1973, the State Legislature significantly changed the property tax structure of Wisconsin by repealing the personal property tax on manufacturing machinery and equipment. The purpose of this change was to provide an incentive to encourage new businesses and industries to locate in Wisconsin, as well as to encourage existing businesses and industries to remain in Wisconsin. This tax was paid by industries directly to the local units of government in Wisconsin, and was one reason why local units of government generally sought to attract industrial development.

Although the new legislation provided that the state would reimburse the local units of government for those manufacturing machinery and equipment taxes formerly paid directly to them from existing industries, the legislation provided no such reimbursement for machinery and equipment owned by any new industries. Hence, many local governmental officials, not only in southeastern Wisconsin but throughout the state, began to question whether or not it was still desirable—on the basis of the municipal costs and revenues involved—to seek to attract new industrial development. Historically, industrial land use has more than paid its way in terms of revenues received by local government versus the cost of the municipal services provided, and accordingly, has helped to offset revenue deficiencies from other land uses, such as residential land use.

Since one of the principal functions of the Southeastern Wisconsin Regional Planning Commission is to provide information that will permit local units of government within the Region to better make decisions concerning community development, the Commission, in cooperation with the Wisconsin Department of Revenue, the Metropolitan-Milwaukee Association of Commerce, and the Wisconsin Electric Power Company, undertook a study to evaluate the potential fiscal impacts of the 1973 change in the state tax structure on local units of government in southeastern Wisconsin. This report presents in summary form the findings of that study.

As documented in this report, the analyses indicated that despite the elimination of the manufacturing machinery and equipment local property tax, new industrial development could be expected to remain fiscally advantageous to local units of government in southeastern Wisconsin. The analyses further indicated that the higher the density of industrial park development, the greater the potential revenue-to-cost ratio. These findings were based upon analyses of the costs and revenues which could be expected to be associated with the location of industrial parks of differing designs within five selected communities of the Region. The findings of the analyses presented in this report should be regarded as approximations, since certain assumptions had to be made in the conduct of the study. Further changes in the industrial property tax structure in Wisconsin could, of course, alter the major study findings.

It is important to point out that the study findings presented in this report are not to be construed as a recommendation by the Southeastern Wisconsin Regional Planning Commission regarding the ultimate desirability of industrial development in any particular part of the Region. Any conclusions concerning such desirability require consideration of many factors in addition to the potential municipal costs and revenues involved, including, most importantly, regional and local development objectives and plans. The findings of this study are intended solely to assist local municipal officials in exploring the extent to which annual municipal revenues might be expected to exceed, or fall short of, the annual municipal costs associated with industrial park development in light of recent changes to the business and industrial tax structure in Wisconsin.

Respectfully submitted,



Kurt W. Bauer
Executive Director

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Chapter I

INTRODUCTION

This report presents the findings of a study undertaken to investigate the potential impact of new industrial development on municipal costs and revenues, given the changes in business and industrial taxation effected by the enactment of Chapter 90, Wisconsin Laws of 1973. The study, conducted cooperatively by the Wisconsin Department of Revenue, the Metropolitan Milwaukee Association of Commerce, the Wisconsin Electric Power Company, and the Southeastern Wisconsin Regional Planning Commission, explored the potential fiscal impacts by analyzing the effects in 1975 of the development of a hypothetical 500-acre industrial park on the costs and revenues of each of five municipalities located within the Southeastern Wisconsin Region. The study was intended to provide a method by which the potential fiscal impacts of industrial development proposals could be readily quantitatively analyzed by local units of government.

A distinction should be made between the terms "cost-revenue" and "cost-benefit" as they relate to analysis of municipal development proposals. The term cost revenue, as used herein, relates to a quantitative assessment of the changes in municipal costs and revenues which can be expected to result directly from a development proposal. The term cost-benefit, as used herein, relates not only to an assessment of changes in municipal costs and revenues resulting directly from a development proposal, but also to an assessment of various indirect costs and benefits associated with the development proposal, including broad social, economic, and environmental effects. The latter term implies a much broader approach to such analyses, and although increasingly important, was not intended to be addressed under the study.

The cost-revenue approach is perhaps the most direct and widely used method of measuring the fiscal impact of various types of development on a community. Of the three major types of "private" land use development—residential, commercial, and industrial—this study focused solely on the impact of industrial development on the municipal financial resource base.

This study is somewhat unusual to cost-revenue research in that three hypothetical industrial park designs were developed and assumed to be located in each of the five communities selected for analysis. The design was based on prevailing site planning practices, land-to-building densities, and industry mix of new industrial development which had actually occurred in the Region since the mid-1960s. The actual design of an industrial park will, of course, depend upon the size, location, and characteristics of a particular industrial site. Consequently, the hypothetical industrial park designs used in this study were constructed so that the site size, land-to-building densities, industry mix, and other design criteria could be readily varied to determine the potential impact of any actually proposed industrial park development on the costs and revenues of any given municipality, and thus provide a means for readily analyzing the potential effects of actual industrial development proposals.

The study included an analysis of 155 individual industries from 12 industry groups as the basis for determining the industrial mix for each of the three hypothetical industrial park site development plans. Table 1 indicates the general distinguishing characteristics of each of these site plans. An industrial park was chosen for analysis on the basis that the major proportion of all new industrial development within the Region now occurs in planned industrial parks. The design inputs regarding site size, land-to-building density, industry mix, and site design criteria used in this study are set forth in Appendices A through K of this report. Table 2 shows the revenue to cost ratios for site plans A, B, and C, determined from the cost-revenue analysis for each of the five municipalities in the study under varying site design standards. On the basis of these determinations, the major findings of the analysis may be summarized as follows:

1. The analyses performed indicated that the revenue to cost ratios were greater than one in all cases, indicating that new industrial development remains fiscally advantageous to local units of government subsequent to 1973 statewide changes in business and industry taxation.
2. The revenue to cost ratios were found to range from a high of about 10 to 1 for the City of Milwaukee under site plan A (high density) to

Table 1

**GENERAL CHARACTERISTICS OF THE
500-ACRE INDUSTRIAL PARK MODEL
UNDER SITE PLANS A, B, AND C**

Site Plan	Land-to-Building Density	Number of Industries	Total Building Square Footage	Total Property Valuation (Less Land)
A	3:1	73	6,350,000	\$271,812,500
B	5:1	48	3,860,000	164,749,400
C	7:1	34	2,960,000	118,728,100

Source: Wisconsin Electric Power Company and SEWRPC.

a low of about 4 to 1 for the City of New Berlin under site plan C (low density). Thus, for each municipal dollar spent annually by the City of Milwaukee to service new high-density industrial park development, the city may expect to receive \$10.40 annually in local revenues. Similarly, for each such dollar the City of New Berlin spends annually for new low-density industrial development, it may expect to receive \$3.80 annually in local revenues.

3. The revenue to cost ratios increased proportionately with the land-to-building densities. Thus, the highest density industrial park development can be expected to produce the highest revenue to cost ratios.
4. If all land and improvement costs are to be recovered by the developer, the selling price per acre of developed land for industrial use would have to range from a high of \$35,396 per acre in the City of Milwaukee under site plan A, standard I, to a low of \$17,749 per acre in the City of Delavan under site plan C, standard III. This selling price includes only the recovery of development costs, with no margin for profit.

The ability of a community to attract as well as to support industrial park development varies with several factors, including access to transportation facilities, population characteristics (and therefore labor force availability), and availability of adequate public utility and service systems. Five communities—the Cities of Milwaukee and Oak Creek in Milwaukee County, the City of New Berlin and Village of Menomonee Falls in Waukesha County, and the City of Delavan in Walworth County—were selected for analysis under this study on the basis that each had the ability to support industrial park development of the types represented by the three hypothetical designs. Only the size of the industrial park development was varied. In addition, each of the five communities represented a different type of community within the Region, possessing significantly different local tax structures, levels of service, financial resource bases, and physical characteristics. The City of Milwaukee represented a large and old central city, while the City of Oak Creek represented a new suburb having a full

Table 2

**SUMMARY OF ANNUAL REVENUE TO COST RATIOS UNDER INDUSTRIAL PARK SITE
PLANS A, B, AND C FOR SITE DESIGN STANDARDS I, II, AND III**

Municipality	Site Plan A—3:1 Density		
	Standard I ^a	Standard II ^a	Standard III ^a
City of Milwaukee	10.4:1	10.4:1	10.2:1
City of Delavan	9.6:1	9.6:1	9.4:1
City of Oak Creek	8.7:1	9.6:1	8.5:1
Village of Menomonee Falls	8.6:1	8.6:1	8.4:1
City of New Berlin	5.5:1	5.5:1	5.4:1

Municipality	Site Plan B—5:1 Density		
	Standard I ^a	Standard II ^a	Standard III ^a
City of Delavan	7.4:1	7.4:1	7.2:1
City of Milwaukee	7.2:1	7.2:1	7.0:1
Village of Menomonee Falls	6.9:1	6.9:1	6.7:1
City of Oak Creek	6.6:1	6.5:1	6.4:1
City of New Berlin	4.6:1	4.6:1	4.5:1

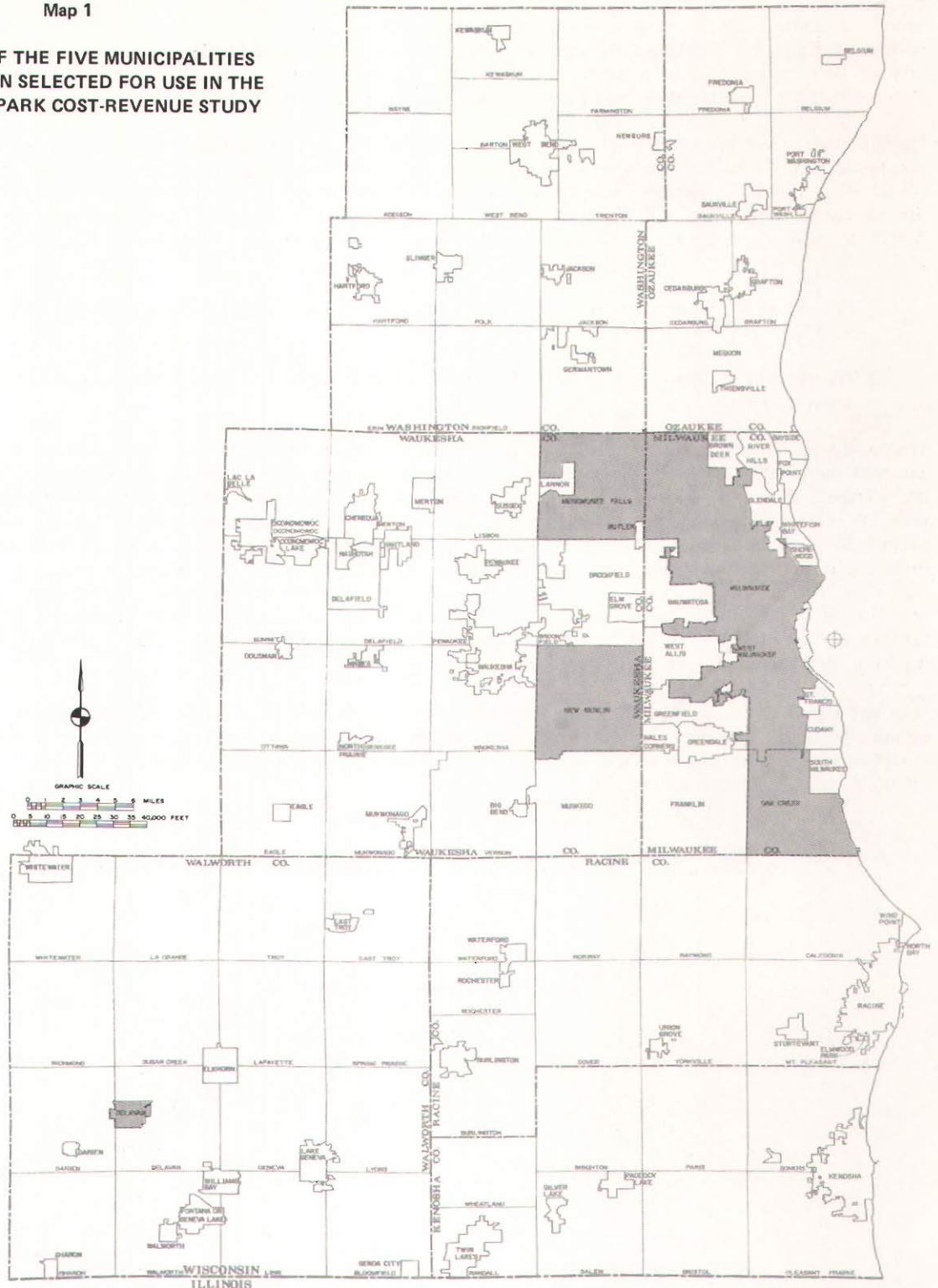
Municipality	Site Plan C—7:1 Density		
	Standard I ^a	Standard II ^a	Standard III ^a
City of Delavan	6.1:1	6.0:1	5.9:1
Village of Menomonee Falls	5.8:1	5.8:1	5.6:1
City of Milwaukee	5.6:1	5.6:1	5.4:1
City of Oak Creek	5.3:1	5.3:1	5.1:1
City of New Berlin	3.9:1	3.9:1	3.8:1

^a See Appendix D for detailed information regarding site design standards I, II, and III.

Source: Wisconsin Department of Revenue, Wisconsin Electric Power Company, and SEWRPC.

Map 1

**LOCATION OF THE FIVE MUNICIPALITIES
IN THE REGION SELECTED FOR USE IN THE
INDUSTRIAL PARK COST-REVENUE STUDY**



Five municipalities in the Region were chosen for analysis in the industrial park cost-revenue study based on their ability to support industrial park development of the types represented by three hypothetical site designs. These municipalities include the Cities of Milwaukee and Oak Creek in Milwaukee County, representing a large, old central city and a new suburb with a full range of land uses, respectively; the City of New Berlin and Village of Menomonee Falls in Waukesha County, representing new suburbs with a full range of land uses but located adjacent to Milwaukee County in Waukesha County; and the City of Delavan in Walworth County, representing a balanced community located in a more rural area of the Region.

Source: SEWRPC.

Chapter II

STUDY OBJECTIVES

As noted in Chapter I of this report, the State of Wisconsin in 1973 enacted certain changes in business and industrial taxation intended to provide an incentive to new industries to locate in Wisconsin and an incentive to existing state industries to remain and expand in the state. These tax changes provide for the exemption from taxation of certain industrial personal property in order to reduce the amount of property taxes paid by industry. The effect of these changes, however, was to reduce the revenues received directly from industry by local general-purpose municipalities. A major portion of the lost local revenues was made up by the state in the form of direct payments to the municipality from the state's general fund and from the state's shared tax account. These tax changes, however, have raised questions as to the potential impact of proposed new industrial development on municipal costs and revenues. In response to these questions, this study was undertaken with the following specific objectives in mind:

1. To determine the effects of the 1973 business and industrial tax changes in Wisconsin on municipal costs and revenues associated with new industrial development.¹
2. To provide a method which could be readily used by local public officials in analyzing the potential impacts of industrial development proposals on municipal costs and revenues, thus providing local units of government with a tool useful in the local decision-making process.

In addition to these two major objectives, the study was also intended to explore the contribution of new industrial development to county, state, and school district—as well as to local general-purpose municipal—tax revenues. Finally, the study was intended to explore the total number of jobs which could be expected to be created directly by new industrial development, since such jobs affect factors such as personal income and retail sales, which in turn affect other forms of tax revenues at the state and federal levels.

¹ Under the tax change, the state reimburses local municipalities for any revenues lost from the exemption of manufacturing machinery and equipment owned by existing industries and on the tax rolls at the time of enactment of the tax change. Communities are not reimbursed for such revenues lost due to new industry locating in an area subsequent to the enactment of the tax change in 1973. This study reflects the latter situation.

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Chapter III

STUDY METHODOLOGY

In the conduct of this study, three hypothetical designs for industrial park development were postulated and analyzed. Although these designs do not represent actual industrial parks, the designs were based on actual industrial park design standards, densities, and the industry mix of new industrial development in the Region since the mid-1960s (see Maps 2, 3, and 4). Several assumptions regarding site design, land-to-building densities, and industrial mix of the industrial parks were made to enable the evaluation of the effects of new industrial development on municipal costs and revenues. These assumptions were:

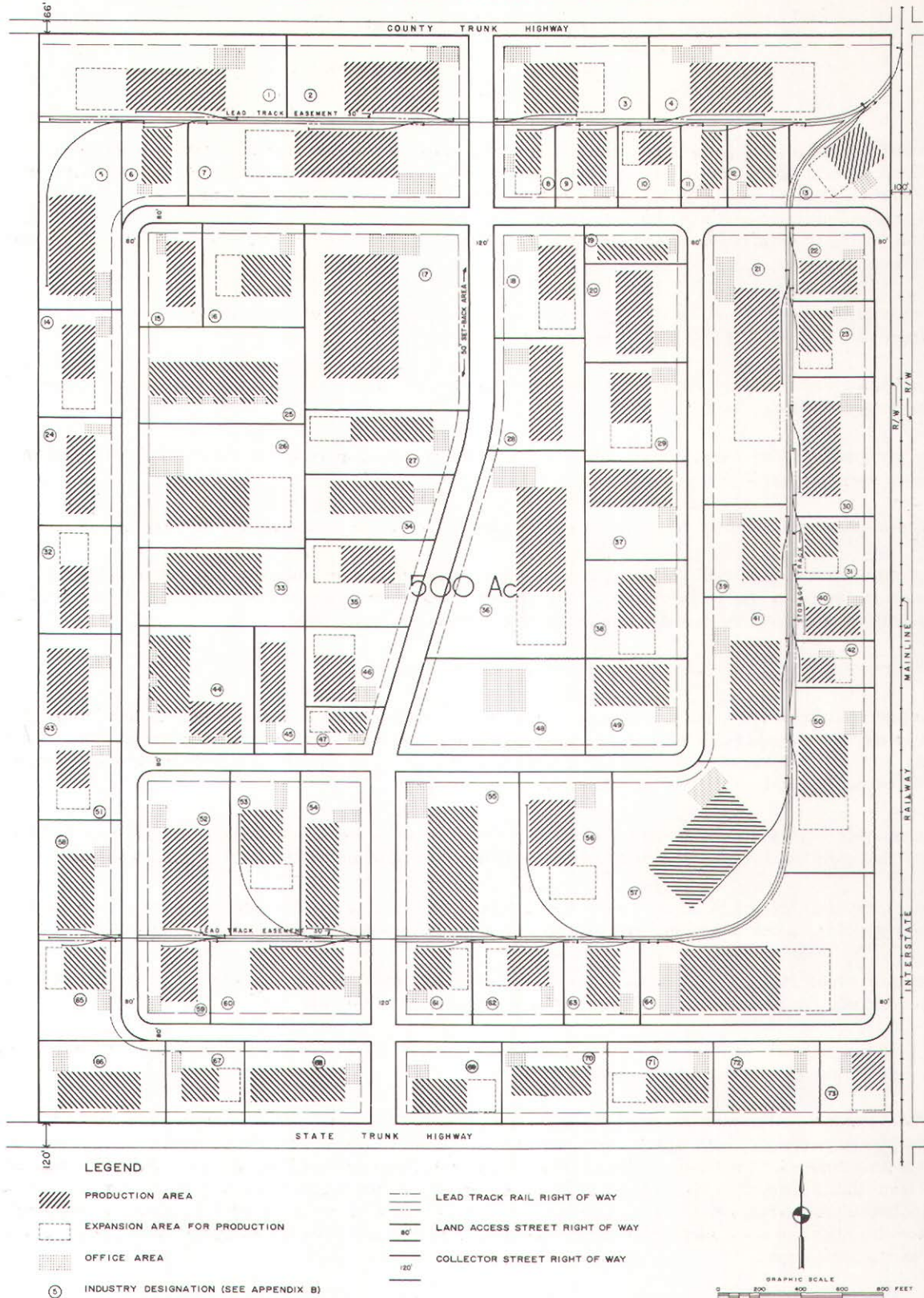
1. In each of the five communities analyzed in this study, each of the three industrial park designs were assumed to encompass a total area of 500 acres (see Appendix J).
2. Three variations of overall land-to-building densities were used, including a 3:1 density, a 5:1 density, and a 7:1 density (see Appendix B).
3. An industrial mix was selected on the basis of the predominating mix of actual new industrial development in the Region since the mid-1960s (see Appendices A, B, and C).
4. The cost-revenue analysis assumed that the industrial park was fully developed and occupied as of 1975.
5. The potential value of manufacturing machinery and equipment and manufacturers' and merchants' inventories was estimated from observed national relationships between the dollar volume of sales by industry and the value of manufacturing machinery and equipment and manufacturers' inventories.
6. Rail service was assumed to be available to each industrial park location.
7. Adequate public sanitary sewer and water facilities were assumed to be available to each industrial park site. If such utility services are not available to a given specific site being proposed for industrial park development, additional costs for the extension of sanitary sewer and water service would be incurred. These additional costs would have to be added to the total one-time municipal development costs.
8. It was assumed that no improvement of any arterial streets and highways immediately adjacent to the industrial park site would be necessary as a result of the development of the industrial park.
9. It was assumed that the buildings on each industrial site were of substantial metal, masonry, or concrete construction, with office space and other appurtenances provided in proportion to the size of each building.
10. Collector streets in the industrial park were assumed to be provided with dual 24-foot-wide pavements, while land access streets were assumed to be provided with single 48-foot pavements.
11. Each industrial park was assumed to be municipally owned and developed and operated by the municipality as a nonprofit industrial development corporation.

To analyze the costs and revenues incurred by a municipality through the development of a given parcel of land as an industrial park, it is necessary to calculate the total development costs. These costs when added to the raw land purchase costs provide an estimate of the taxable value of the improved land, and thereby of the revenues which can be expected to be derived from that improved land. Such calculations were performed as a part of this analysis through the utilization of actual 1975 development cost data. The determination of the costs and revenues used in this analysis required a large amount of additional supportive data, including estimates of the annual costs of providing essential municipal services directly to the industrial park.

The data used in support of the industrial park cost-revenue analysis included, for each individual industry within each site plan, the value and size of the facility; sales generated by the industry for use in generating the value of manufacturing machinery and equipment and the value of inventories; the size of each industrial site; municipal service and raw land costs; and the state, county, local, and school district tax rates for each municipality.

Map 2

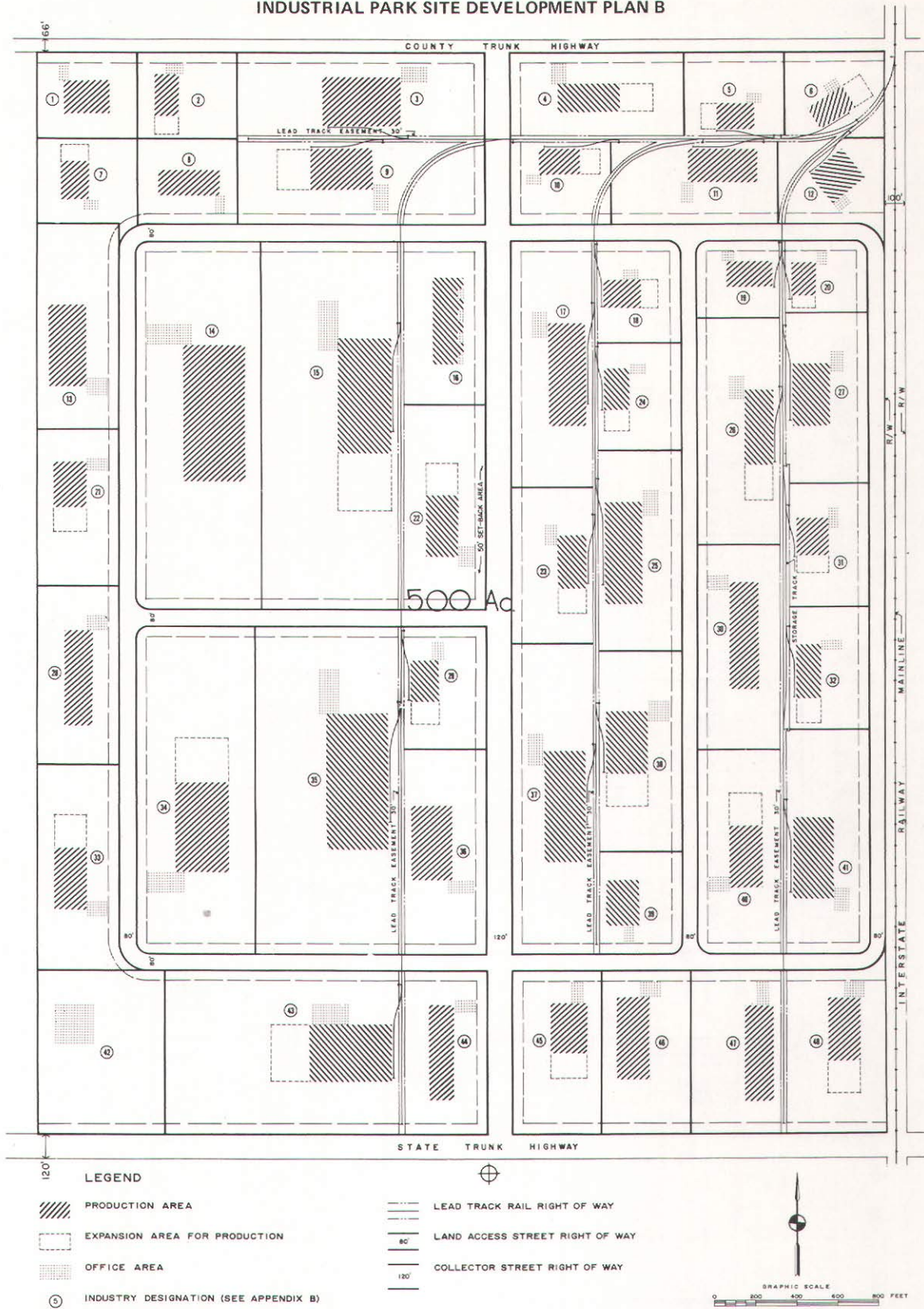
INDUSTRIAL PARK SITE DEVELOPMENT PLAN A



Industrial park site development plan A is designed to accommodate 73 industrial plant facilities totaling over six million square feet of floor area. This high-density industrial park would be developed at a land to building density of 3 to 1, and would provide jobs for up to 8,600 employees.

Source: Wisconsin Electric Power Company and SEWRPC.

INDUSTRIAL PARK SITE DEVELOPMENT PLAN B

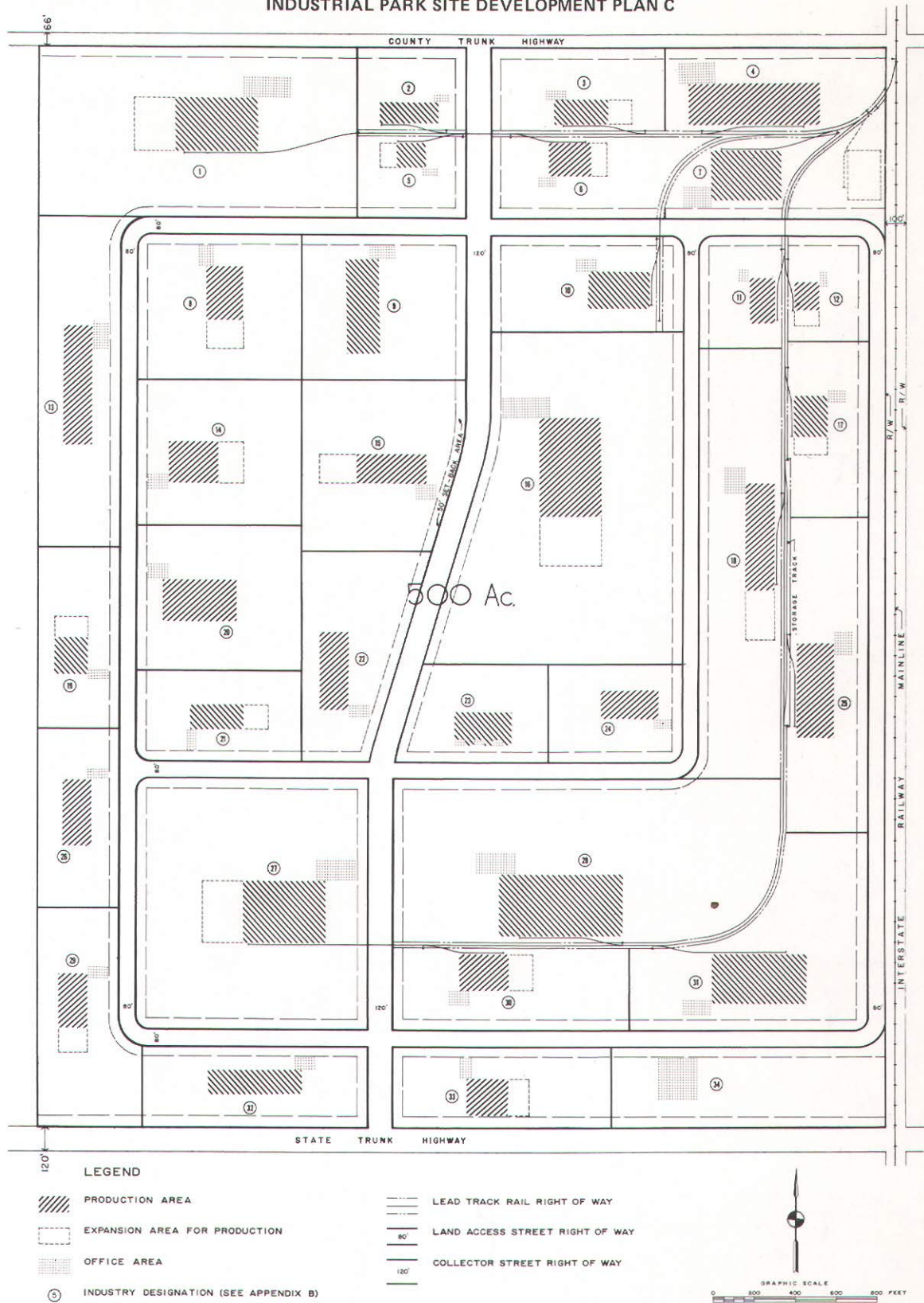


Industrial park site development plan B is designed to accommodate 48 industrial plant facilities totaling nearly four million square feet of floor area. This medium-density industrial park would be developed at a land to building density of 5 to 1, and would provide jobs for up to 5,800 employees.

Source: Wisconsin Electric Power Company and SEWRPC.

Map 4

INDUSTRIAL PARK SITE DEVELOPMENT PLAN C



Industrial park site development plan C is designed to accommodate 34 industrial plant facilities totaling nearly three million square feet of floor area. This low-density industrial park would be developed at a land to building density of 7 to 1, and would provide jobs for up to 4,300 employees.

Source: Wisconsin Electric Power Company and SEWRPC.

In addition, certain other data were necessary for the computation of one-time development costs for the industrial park. These include costs for raw land; street and street lighting construction; railway track construction; and utility construction, including sanitary sewers, storm sewers, and water mains. Other one-time costs used in this determination include marketing fees, debt service, legal fees, engineering fees, and other costs incidental to industrial park development.

DETERMINATION OF DEVELOPMENT COSTS

The total cost for street construction was obtained by summing the costs of constructing each collector and minor street segment under standards I, II, and III as follows:

Equation 1

Street Construction Costs

$$TCST = \sum ST_t(C_i)$$

where:

- TCST = Total cost of street construction
- ST = Street segment length in feet
- C = Cost of construction in dollars per lineal foot
- t = Any street segment (collector or minor street)
- i = Construction standard I, II, or III (see Appendix D)

Similarly, the total cost for railway track construction under site plans A, B, and C was obtained as follows:

Equation 2

Rail Construction Costs

$$TCR = [R(C)] + 0$$

where:

- TCR = Total cost of rail construction
- R = Rail segment length in feet
- C = Cost of rail construction per lineal foot
- 0 = Other rail costs including switches, crossings, and other appurtenances

Raw land costs were determined for each municipality by multiplying the total number of gross acres in the industrial park by the raw land price per acre corresponding to the civil division under consideration as follows:

Equation 3

Raw Land Costs

$$TCL_w = L(P_w)$$

where:

- TCL = Total cost of raw land
- L = Total gross site area in acres (500)
- P = Price per acre of raw land
- w = A municipality

The total cost for utilities construction under site plans A, B, and C was determined by summing the total costs for sanitary sewer, storm water drainage, and water service as follows:

Equation 4

Sanitary Sewer Costs

$$TCSA = SA(C)$$

where:

TCSA = Total cost of sanitary sewer construction

SA = Sanitary sewer segment length in feet

C = Sanitary sewer construction cost in dollars per lineal foot

and:

Equation 5

Storm Sewer Costs

$$TCSW = SW(C)$$

where:

TCSW = Total cost of storm water drainage system

SW = Storm water drainage segment in feet

C = Cost per foot of storm water drainage system

and:

Equation 6

Water Supply Costs

$$TCW = W(C)$$

where:

TCW = Total construction cost of water supply service

W = Water service length in feet

C = Cost per foot of water supply system

then

Equation 7

Total Cost of Utilities

$$TCU = TCSA + TCSW + TCW$$

where:

TCU = Total cost for utility service construction

The total development costs, then, were derived as follows:

Equation 8

Total Development Costs

$$TDC = TCST + TCR + TCL + TCU + 0'$$

where:

TDC = Total development cost

0' = "Other" development costs, including consulting fees, advertising fees, legal fees, platting, marketing costs, and other costs incidental to the development of an industrial park.

The "other" costs were assumed to be the same for each site plan and were treated as a one-time lump sum for the entire development.

The financing of the development of the industrial park was assumed to be obtained through issuance of industrial revenue bonds. Debt service cost was determined on the basis of the previously determined one-time costs at a rate of 7 percent for 10 years.

Similarly, marketing costs incurred in the sale of the developed property were assumed to be a constant percentage of the one-time costs already determined. In this case, the selling costs were assumed to comprise 10 percent of the sum of the one-time costs of utilities and streets, rail, "other" costs, raw land, and debt service. This relationship was held constant regardless of the plan or municipality.

DETERMINATION OF SALE PRICE OF IMPROVED LAND

For the purposes of the analysis, total one-time revenues realized by the municipality were assumed to be those received through the sale of developed property. As such, these costs were assumed to be equal to the total cost of initial development. The resultant selling price per acre of developed land was derived by dividing the cost to be recovered through the sale of the developed land by the total number of net developed acres. The net acreage is that land remaining after elimination of acreage for street, railway and utility rights-of-way.

DETERMINATION OF ANNUAL MUNICIPAL SERVICE COSTS

The municipal service costs used in the study were selected to be fairly representative of the actual costs entailed in providing such services to an industrial park by the five municipalities involved. These costs, unique to the civil division within which the industrial park is located, include the provision of such services as police and fire protection, general government support, transportation, sewage treatment, and building inspection. It was assumed that the development of the industrial park would require the municipality to increase the amount of these services in proportion to the size and scope of the industrial park. The cost of each service was estimated through careful examination of the 1974 Wisconsin State Audit Forms required to be submitted annually to the state by each municipality. These total costs were then divided by either the total developed urban land use acreage in the civil division, the total local road mileage, or a combination of both, depending upon the nature of the service, to determine 1975 municipal unit service costs on a per acre or per mile basis.

Total municipal general government costs were allocated on a per acre basis as follows:

Equation 9

General Government Service Costs

$$TCG_w = \frac{G_w}{DA_w}$$

where:

- G = Total 1974 municipal expenditures for general government
- DA = Total developed municipal acreage
- TCG = Total cost of general government service per acre by municipality
- w = A municipality

The cost of general government assigned to the industrial park was obtained by multiplying the net acreage of the industrial park by TCG in equation 9.

Annual roadway maintenance costs for the industrial park were derived by first determining the annual maintenance cost for collector and minor streets in each municipality included in the study. These costs were determined from actual 1974 costs per mile of collector

and minor street maintenance in each of the five municipalities within which the industrial park is located. Adjustments were then made to update these costs to 1975. Table 3 shows the average 1975 cost per mile for collector and minor street maintenance in each of the five municipalities. These costs were allocated to the industrial park as follows:

Table 3

AVERAGE ANNUAL COST PER MILE FOR MAINTENANCE OF LAND ACCESS AND COLLECTOR STREETS IN SELECTED MUNICIPALITIES IN THE REGION: 1975

Municipality	Street Maintenance Cost Per Mile	
	Land Access Streets	Collector Streets
City of Milwaukee	\$3,900	\$5,900
City of Oak Creek	3,900	5,900
City of New Berlin	2,700	4,100
Village of Menomonee Falls . .	2,700	4,100
City of Delavan	2,600	3,900

Source: SEWRPC.

Equation 10

Annual Roadway Maintenance

$$TCRM = [CL(M_l)] + [CC(M_c)]$$

where:

TCRM = Total 1975 municipal cost for roadway maintenance

CL = 1975 cost per mile for local street maintenance

CC = 1975 cost per mile for collector street maintenance

M_l = Industrial park mileage of local streets

M_c = Industrial park mileage of collector streets

Total annual municipal costs for police and fire protection were obtained from the 1974 audit forms filed by each municipality with the State Department of Revenue. These total costs were analyzed in three major categories: police patrol, remainder of police protection services, and fire protection. The 1974 cost of police patrol was converted to a per mile cost on the basis of the amount of roadway mileage in each municipality. The total 1974 costs for the remainder of police protection services and fire protection were converted to per acre costs on the basis of the amount of developed urban acreage in each municipality. These costs were updated to 1975 and then allocated to the industrial park in each municipality as follows:

Equation 11

Public Safety Costs

$$TCPS = [P(M)] + [Y(A)] + [F(A)]$$

where:

TCPS = Total 1975 cost for public safety

P = 1975 cost per mile for police patrol

Y = 1975 cost per developed urban acre for the remainder of police protection

F = 1975 cost per developed urban acre for fire protection

M = Total roadway mileage in the industrial park

A = Total net developed acreage in the industrial park

After each of the costs from Equations 9, 10, and 11 were determined, they were summed to produce a total municipal service cost. Thus, for each municipality under consideration, there is a municipal service cost reflecting actual expenditures for services to each civil division.

The determination of 1975 sewage treatment costs was based upon actual costs of sewage treatment in the municipalities included in the study. A close correlation was found to exist between the amount of sewage treated and the total amount of building space and the type of industry in existing industrial development. Using this correlation, annual costs of sewage treatment were estimated for each site plan. These costs were then adjusted according to known costs for sewage treatment in existing regional industrial parks exhibiting similar land-to-building densities. These estimated values became the sewage treatment costs utilized for the following civil divisions located in the Milwaukee-Metropolitan Sewerage Commissions area: Menomonee Falls, Milwaukee, New Berlin, and Oak Creek. Each cost for each plan in the City of Delavan was proportionately adjusted in relation to those costs used in the metropolitan area to reflect actual costs of treating the sewage in that area. Thus, two sets of sewage treatment costs were utilized— one for the metropolitan area and one for the nonmetropolitan area of Delavan.

It was recognized at the outset of this study that the incremental public costs, particularly capital costs, resulting from industrial development may be considerable depending on the size of the industrial park development and on the amount of excess capacity in existing municipal utility and service systems. Among the areas in which additional municipal capital costs may be incurred as a direct result of industrial development are: schools, sewage treatment, public safety, and transportation. The assessment of capital costs in these areas is particularly difficult, however, due to the hypothetical nature of the industrial park cost-revenue study, and because the conduct of such cost analyses would require the selection of a specific site or sites in a municipality for industrial development.

For the purpose of this study, it was assumed that municipal costs would not show significant increases beyond those incremental costs incurred in the provision of municipal services to industrial park development, and thus it was implicitly assumed that each community maintained sufficient excess capacity to accommodate additional industrial development.

without increasing capital costs. Of course, any additional capital costs incurred by a municipality directly as a result of industrial development should be included as the annual cost necessary to amortize the principle and interest on a municipal bond issued for such purposes.

DETERMINATION OF LOCAL TAX REVENUES

Annual local tax revenues were generally determined by multiplying the value of land, buildings, inventory, and other personal property in the industrial park under each site plan by the local full value property tax rate for each of the five municipalities included in this study. Annual tax revenues were calculated based upon tax levies in effect during 1974, and on municipal tax levies payable in 1974. No state reimbursement for lost revenue on machinery and equipment was assumed.

The local annual property tax revenues from land were determined by first computing the value of raw land plus construction improvements for utilities, roads, and lighting for each site plan. This value was then multiplied by the local full value property tax rate to obtain total local revenue from land in the industrial park.

Similarly, annual local tax revenues from buildings were determined by first computing the value of each industry in the industrial park. This value was obtained by multiplying the per foot construction costs for each industry type by the number of square feet in each industrial facility. The value of each of these buildings was then summed for each site plan and multiplied by the local full value property tax rate to obtain total annual revenue from buildings in the industrial park.

Total local revenue from inventories and other personal property was determined by first computing the value of this property. The value of inventories and other personal property in the industrial park was estimated from data contained in the Annual Survey of Manufacturers, which relates the dollar volume of sales in each industry to the value of inventories and other personal property. This relationship was then applied to the industrial park estimated sales volumes to obtain the value of inventories and other personal property. These values were then multiplied by the local full value property tax rate to obtain total annual revenues from inventories and other personal property.

Sanitary sewer service charges were considered an annual source of revenue in those municipalities which use an annual service charge to pay the cost of sewage treatment. Of the five civil divisions under consideration, only two—Delavan and New Berlin—use such a charge. This charge generally takes the form of a set percentage of the consumer's water bill or fixed charge per calendar quarter by the type of connection utilized. Thus, for the Cities of Delavan and New Berlin, an annual revenue was used in the analysis, equal to the annual cost of providing the sewage treatment service. Menomonee Falls, Milwaukee, and Oak Creek use the general property tax to finance the cost of sewage treatment, and therefore no sanitary sewer service charge was used as an annual revenue in these municipalities.

On the basis of the annual costs and annual revenues determined above, the net annual revenue produced per acre under each site plan for all development standards was derived as follows:

Equation 12

Net Revenue per Acre

$$NRA = \frac{TAR - TAC}{500}$$

where:

NRA = Net revenue per acre
TAR = Total annual municipal revenues
TAC = Total annual municipal costs
500 = Gross industrial park site size in acres

The final determination was the calculation of the annual revenue to cost ratio. This number represents the ratio of the amount of annual local property tax revenues received by the municipality to the amount of annual municipal service costs incurred by the municipality for the industrial park (see Appendix K). The ratio was calculated by dividing the total annual revenues by the total annual costs within each plan as follows:

Equation 13

Annual Revenue to Cost Ratio

$$RCR = \frac{TAR}{TAC}$$

where:

RCR = Annual revenue to cost ratio

This figure provides an indication of the degree to which a municipality may expect annual property tax revenues to exceed the annual costs of providing municipal services to industry located in an industrial park development.

Chapter IV

DATA NEEDS AND SOURCES

The conduct of cost-revenue research for all types of development requires the collection of a large amount of data from various sources. Although the data used in this study generally were derived from estimates, these estimates were based upon careful analyses of actual costs and revenues, and as such are believed to represent reasonably accurate approximations of such costs and revenues.

The data collected for this study fall under two major headings—one-time municipal costs and revenues, and annual municipal costs and revenues. Generally, the one-time municipal costs and revenues were used to determine the development costs of each industrial park and the revenues generated from the sale of land upon completion of the development phase, while the annual municipal costs and revenues were used as the basis for deriving the revenue to cost ratios.

Under one-time municipal development costs, cost data from the following general areas were collected: sanitary sewer construction, storm sewer construction, water main construction, street construction, street lighting construction, railway track construction, and other site development costs.

Detailed information on the costs used in the study for all of the above categories is listed in Appendices E, F, and G. The estimates of costs for the above categories were obtained from four principal sources: personal interviews with industrial developers and contractors within the Region, the Wisconsin Electric Power Company, the Southeastern Wisconsin Regional Planning Commission's jurisdictional highway and sanitary sewerage system planning programs, and the Chicago and Northwestern Railway Company.

One-time revenue data used in this report represent the recovery of development costs through the sale of developed land. For the purposes of the study it was assumed that the development costs would be fully recovered through the sale of the developed land. Municipal land pricing policies, however, may be designed to dispose of industrial land at a price below the actual land development costs, in effect subsidizing and encouraging industry to locate in a municipally owned industrial park. In such communities, the amount of revenue resulting from the sale of developed industrial land would fall below the actual municipal cost for development.

Annual cost data for this study were derived for the following categories in each municipality: general government support, police and fire protection, inspection service, roadway maintenance, and sewage treatment. The costs for these categories varied by community, and were estimated on a per acre and per mile basis, as applicable. A detailed breakdown of the derivation of these annual costs is included in Chapter III of this report.

Data regarding annual costs of municipal services were gathered from three principal sources, including the Southeastern Wisconsin Regional Planning Commission's jurisdictional highway studies, state audit forms filed annually by each municipality in the state with the Wisconsin Bureau of Municipal Audit, and local officials from each municipality included in the study.

The estimated annual revenue data used in this study included local property tax revenues from land, buildings, inventories, and other personal property, as well as sanitary sewer service charges in the communities where applicable. These particular annual revenue data were used since they represent the major portion of municipal revenues generated from industrial parks of the type analyzed in this study. A detailed breakdown of the derivation of annual revenues from the above categories is contained in Chapter III of this report. The annual revenue data were obtained from two principal sources—the Wisconsin Department of Revenue, and personal interviews with local officials in selected municipalities included in this study, depending on the amount of data readily available for each municipality.

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Chapter V

STUDY FINDINGS

The findings of the industrial park cost-revenue study are not intended to constitute recommendations regarding the desirability of industrial development in any particular part of the Region. Such recommendations must be based on careful consideration of regional as well as local development objectives and plans. The findings of this study are intended solely to explore the extent to which annual municipal revenues might be expected to exceed or fall short of annual municipal costs associated with industrial park development in light of the 1973 state business and industrial tax changes. The revenue to cost ratios derived from the analyses conducted under this study are contained in Appendix K. The ratios are based on the relationship between the total annual municipal property tax revenues generated directly from the hypothesized industrial park developments and the total annual cost of providing municipal services, excluding any capital costs, directly to the industrial parks.

REVENUE TO COST RATIO

The analysis of the annual revenues and costs under site plans A, B, and C indicates a revenue to cost ratio ranging from a high of 10.4:1 under site plan A for the City of Milwaukee to a low of 3.8:1 under site plan C for the City of New Berlin (see Table 2). This represents a variance of about 60 percent between the highest and lowest revenue to cost ratios, this variance being a function of the annual municipal service costs and the density of the industrial park development.

As shown in Appendix K, Tables K-1 through K-15, the revenue to cost ratios under site plan A ranged from a high of 10.4:1 in the City of Milwaukee to a low of 5.4:1 in the City of New Berlin, indicating a variance of 48 percent between the high and low ratio. The revenue to cost ratios in the remaining three municipalities included in the study ranged from a high of 9.6:1 in the City of Delavan to a low of 8.4:1 in the Village of Menomonee Falls.

As shown in Appendix K, Tables K-16 through K-30, the revenue to cost ratios under site plan B ranged from a high of 7.4:1 in the City of Delavan to a low of 4.5:1 in the City of New Berlin, representing an overall variance of 39 percent. The revenue to cost ratios in the three remaining municipalities under site plan B ranged from a high of 7.2:1 in the City of Milwaukee to a low of 6.4:1 in the City of Oak Creek.

As shown in Appendix K, Tables K-31 through K-45, the revenue to cost ratio under site plan C ranged from a high of 6.1:1 in the City of Delavan to a low of 3.8:1 in the City of New Berlin, indicating a variance of 38 percent. The revenue to cost ratios in the remaining three municipalities under site plan C ranged from a high of 5.8:1 in the Village of Menomonee Falls to a low of 5.1:1 in the City of Oak Creek.

It is apparent from the analyses that the magnitude of the revenue to cost ratios varies according to the land-to-building densities in each of the industrial parks for the municipalities included in this study. For each municipality, high-density industrial development generated proportionally larger revenue to cost ratios than less dense industrial development, due to the higher taxable value of real and personal property in relation to smaller increases in the cost of providing municipal services.

In addition, the magnitude of the ratios varied according to the level and cost of providing municipal services and according to the size of the local property tax rate. Differences in the revenue to cost ratios among the five municipalities, then, is a function of all of the above factors.

Under site plan A, the City of Milwaukee showed the highest revenue to cost ratios, while under site plans B and C, the City of Delavan showed the highest ratios. The City of New Berlin, on the other hand, showed the lowest revenue to cost ratios under all three site plans.

COST OF PROVIDING MUNICIPAL SERVICES

Appendix H indicates the estimated annual cost of providing municipal services to the industrial park under each site plan. The City of Milwaukee shows the highest estimated annual municipal service cost under each site plan, followed by the City of Oak Creek, the Village of Menomonee Falls, and the Cities of New Berlin and Delavan.

The 1974 local full value property tax rates, which generally reflect the cost of providing municipal services, are shown in Table 4. The City of Milwaukee shows the highest local full value rate of \$16.21 per \$1,000 of equalized value of property, followed by the City of Oak Creek at \$6.90, the Village of Menomonee Falls at \$5.15, the City of Delavan at \$4.79, and the City of New Berlin at \$2.53.

The selling price per acre of developed industrial land ranged from a high of \$35,396 per acre in the City of Milwaukee under site plan A—standard I to a low of \$17,749 per acre in the City of Delavan under site plan C—standard III, a variance of about 50 percent. This variance generally results from two factors: the cost of raw land in each of the municipalities, and the overall development standards under which public improvements such as streets, utilities, and lighting systems are constructed.

The net revenue per acre which would be generated by industrial parks of the type analyzed in this study varied for each site plan and for each development standard. As shown in Appendix K, the net revenues per acre under site plan A (3:1 density) ranged from a high of \$8,482 per acre in the City of Milwaukee under standard I, to a low of \$1,317 per acre in the City of New Berlin under standard III. Under site plan B (5:1 density), these revenues ranged from \$5,131 per acre in the City of Milwaukee under standard I to a low of \$784 per acre in the City of New Berlin under standard III. The net revenue per acre generated from site plan C (7:1 density) ranged from a high of \$3,711 per acre in the City of Milwaukee under standard I, to a low of \$556 per acre in the City of New Berlin under standard III.

OTHER FINDINGS

Other findings not directly related to the specific objectives of this study, but nevertheless important, include the creation of new industrial jobs directly attributable to the industrial park in each municipality upon full occupancy of the industrial park. Total new jobs created directly by the high-density industrial park development could be expected to amount to 8,600. Under the medium-density industrial park development, 5,800 new industrial jobs could be expected to be created, while under the low-density industrial park development 4,300 new industrial jobs could be expected to be created. In addition, the total economic base in each municipality would be affected through the creation of additional service jobs plus probable increases in such factors as aggregate personal income, retail sales, and other tax revenues.

Another significant finding of this study is the contribution of property tax revenues by industry to the county, state, and school districts in addition to local revenues. Tables 5 through 9 indicate the amount of revenues that each industrial park under site plans A, B, and C and standards I, II, and III could be expected to contribute to county and state property tax revenues as well as to local and school district revenues. It is apparent from these tables that the majority of revenues generated from an industrial park generally go toward the support of schools and toward the support of general-purpose units of government.

The degree to which industrial development may engender additional population growth varies with the location of the municipality and the commuting preferences of the population. Any additional population growth resulting from industrial development would, however, increase both municipal capital and operating costs. All of these additional costs, however, could be expected to be recovered by the municipality through the collection of additional local property tax revenues from the new households. In addition, new population growth in a municipality would probably result in some increase in enrollment in the public school system, which may in turn incrementally increase the total costs for education depending on the amount of increase in the school age population. The recovery of these costs would be accomplished from both the school tax revenues generated from the industrial park and school tax revenues from new households in a municipality. The analyses indicate that industrial park development would contribute enough school tax revenues under the high-density site development plan A, standard I, to pay the cost of educating 3,700 additional pupils at an average cost of \$1,600 per pupil; and 1,600 additional pupils under the low-density site development plan C, standard III.

In conclusion, the findings of the cost-revenue analyses performed under this study indicate that industrial park development can generally be expected to be financially beneficial to local units of government in the Region subsequent to the 1973 business and industrial taxation changes. The annual revenue gains for the municipalities analyzed in this study are indicated to be substantially greater than the annual cost of providing municipal services to industrial development in light of any actual losses in local revenue due to the exemption of manu-

Table 4
FULL VALUE STATE, COUNTY, LOCAL, AND SCHOOL
PROPERTY TAX RATES FOR SELECTED MUNICIPALITIES
IN THE REGION—PAYABLE IN 1974

Taxing Unit	Full Value Property Tax Rate Per \$1,000 of Equalized Valuation			
	State	County	Local	School
City of Milwaukee	\$0.20	\$8.05	\$16.21	\$20.60
City of Oak Creek	0.20	8.05	6.90	17.12
City of New Berlin	0.20	3.15	2.53	18.40
Village of Menomonee Falls . .	0.20	3.15	5.15	20.15
City of Delavan	0.20	4.24	4.79	19.71

Source: Wisconsin Department of Revenue.

facturing machinery and equipment from taxation. Revenue gains resulting from new industrial park development may, therefore, be expected to provide municipalities with funds that may be used for new public facilities and services or for a tax reduction.

Table 5

**TOTAL ANNUAL PROPERTY TAX REVENUE GENERATED
UNDER INDUSTRIAL PARK SITE PLANS A, B, AND C
IN THE CITY OF MILWAUKEE**

Government Taxing Unit	Property Tax Revenues Generated Under Standard I		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,896	\$ 36,765	\$ 27,830
County	2,330,311	1,479,800	1,120,159
Local	4,692,464	2,979,828	2,255,624
School.	5,963,279	3,786,816	2,866,493
Total	\$13,043,950	\$8,283,209	\$6,270,106

Government Taxing Unit	Property Tax Revenues Generated Under Standard II		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,724	\$ 36,601	\$ 27,658
County	2,323,409	1,473,193	1,113,226
Local	4,678,566	2,966,517	2,241,665
School.	5,945,617	3,769,910	2,848,754
Total	\$13,005,316	\$8,246,221	\$6,231,303

Government Taxing Unit	Property Tax Revenues Generated Under Standard III		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 56,835	\$ 35,748	\$ 26,765
County	2,287,606	1,438,877	1,077,289
Local	4,606,472	2,897,415	2,169,299
School.	5,853,999	3,682,094	2,756,789
Total	\$12,804,912	\$8,054,134	\$6,030,142

Source: Wisconsin Department of Revenue and SEWRPC.

Table 6

**TOTAL ANNUAL PROPERTY TAX REVENUE GENERATED
UNDER INDUSTRIAL PARK SITE PLANS A, B, AND C
IN THE CITY OF OAK CREEK**

Government Taxing Unit	Property Tax Revenues Generated Under Standard I		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,739	\$ 36,609	\$ 27,673
County	2,324,009	1,473,528	1,113,829
Local	1,992,008	1,263,024	954,711
School.	4,942,489	3,133,764	2,368,790
Total	\$9,316,245	\$5,906,925	\$4,465,003

Government Taxing Unit	Property Tax Revenues Generated Under Standard II		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,568	\$ 36,445	\$ 27,501
County	2,317,104	1,466,919	1,106,900
Local	1,986,089	1,257,359	948,772
School.	4,927,803	3,119,708	2,354,054
Total	\$9,288,564	\$5,880,431	\$4,437,227

Government Taxing Unit	Property Tax Revenues Generated Under Standard III		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 56,678	\$ 35,593	\$ 26,609
County	2,281,301	1,432,601	1,070,959
Local	1,955,401	1,227,944	917,965
School.	4,851,661	3,046,725	2,277,617
Total	\$1,145,041	\$5,742,863	\$4,293,150

Source: Wisconsin Department of Revenue and SEWRPC.

Table 7

**TOTAL ANNUAL PROPERTY TAX REVENUE
GENERATED UNDER SITE PLANS A, B, AND C
IN THE CITY OF DELAVAN**

Government Taxing Unit	Property Tax Revenues Generated Under Standard I		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,426	\$ 36,298	\$ 27,358
County	1,217,433	769,510	579,997
Local	1,375,355	869,328	655,233
School.	5,659,342	3,577,130	2,696,167
Total	\$8,309,556	\$5,252,266	\$3,958,755

Government Taxing Unit	Property Tax Revenues Generated Under Standard II		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,254	\$ 36,133	\$ 27,186
County	1,213,796	766,026	576,344
Local	1,371,246	865,393	651,108
School.	5,642,434	3,560,938	2,679,182
Total	\$8,284,730	\$5,228,490	\$3,933,820

Government Taxing Unit	Property Tax Revenues Generated Under Standard III		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 56,365	\$ 35,281	\$ 26,293
County	1,194,938	747,951	557,416
Local	1,349,942	844,973	629,722
School.	5,554,772	3,476,914	2,591,194
Total	\$8,156,017	\$5,105,119	\$3,804,625

Source: Wisconsin Department of Revenue and SEWRPC.

Table 8

**TOTAL ANNUAL PROPERTY TAX REVENUE GENERATED
UNDER INDUSTRIAL PARK SITE PLANS A, B, AND C
IN THE VILLAGE OF MENOMONEE FALLS**

Government Taxing Unit	Property Tax Revenues Generated Under Standard I		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,504	\$ 36,376	\$ 27,437
County	905,695	572,915	432,133
Local	1,480,739	936,671	706,503
School.	5,793,571	3,664,839	2,764,278
Total	\$8,237,509	\$5,210,801	\$3,930,351

Government Taxing Unit	Property Tax Revenues Generated Under Standard II		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,333	\$ 36,211	\$ 27,265
County	902,992	570,327	429,420
Local	1,476,321	932,440	702,068
School.	4,776,285	3,648,285	2,746,926
Total	\$8,212,931	\$5,187,263	\$3,905,679

Government Taxing Unit	Property Tax Revenues Generated Under Standard III		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 56,443	\$ 35,359	\$ 26,372
County	888,983	556,899	415,356
Local	1,453,417	910,486	679,075
School.	5,686,670	3,562,387	2,656,963
Total	\$8,085,513	\$5,065,131	\$3,777,766

Source: Wisconsin Department of Revenue and SEWRPC.

Table 9

**TOTAL ANNUAL PROPERTY TAX REVENUE GENERATED
UNDER INDUSTRIAL PARK SITE PLANS A, B, AND C
IN THE CITY OF NEW BERLIN**

Government Taxing Unit	Property Tax Revenues Generated Under Standard I		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,661	\$ 36,532	\$ 27,594
County	908,161	575,370	434,608
Local	729,412	462,123	349,066
School.	5,304,814	3,360,894	2,538,662
Total	\$7,000,048	\$4,434,919	\$3,349,930

Government Taxing Unit	Property Tax Revenues Generated Under Standard II		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 57,489	\$ 36,367	\$ 27,422
County	905,459	572,783	431,896
Local	727,242	460,045	346,888
School.	5,289,033	3,345,782	2,522,822
Total	\$6,979,223	\$4,414,977	\$3,329,028

Government Taxing Unit	Property Tax Revenues Generated Under Standard III		
	Site Plan A	Site Plan B	Site Plan C
State.	\$ 56,600	\$ 35,515	\$ 26,529
County	891,450	559,355	417,832
Local	715,990	449,260	335,592
School.	5,207,200	3,267,345	2,440,669
Total	\$6,871,240	\$4,311,475	\$3,220,622

Source: U. S. Department of Revenue and SEWRPC.

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APPENDICES

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Appendix A

DESCRIPTION OF INDUSTRIES ANALYZED UNDER THE COST-REVENUE STUDY FOR SELECTED MUNICIPALITIES IN THE REGION

Industry Type ^a	Industry Description
AA	<p>Food and Kindred Products</p> <p>Facilities producing food products for local and national market consumption. This industry type employs a large percentage of semi-skilled and unskilled labor. Construction of the facility itself is characterized by unique sanitation, refrigeration, and insulation requirements. Convenient highway access for truck transportation is required, with adjacent rail freight access highly desirable.</p>
BB	<p>Paper Converting and Lithography</p> <p>Facilities concerned with the processing of printed materials through direct conversion and offset printing techniques, with skilled and semi-skilled employees comprising approximately 80 percent of this industry's labor force. An added cost of construction is realized as a result of the necessity for specialized humidity control systems. Highway access for truck transportation is required, with adjacent rail freight access desirable.</p>
CC	<p>Industrial Chemicals and Allied Products Production</p> <p>This is a supportive industry to basic manufacturing facilities in the area, employing semi-skilled and unskilled labor. Facility construction is characterized by the provision of bulk storage and pneumatic materials handling equipment and unique safety and fire protection equipment. Convenient highway access for truck transportation is required, with adjacent rail freight access highly desirable.</p>
DD	<p>Rubber and Plastics Production</p> <p>Suppliers of component rubber and plastic parts to local industries in the area. Skilled and semi-skilled employees comprise approximately 90 percent of the labor force. Pneumatic bulk storage and materials handling equipment are a necessary component of facility construction. Convenient highway access for truck transportation is required, with rail freight access highly desirable.</p>
EE	<p>Metal Fabricating</p> <p>Facilities involved in the production and formation of structural metal units for various types of manufacturing industries. Employment is distributed among skilled, semi-skilled, and unskilled workers. Construction of the facility is characterized by the provision of heavy structural steel for overhead cranes, and reinforced foundations for fabrication machinery. Highway access for truck transportation is necessary, with rail freight access highly desirable.</p>
FF	<p>Machine Tool</p> <p>Industries supportive to basic manufacturers in the area, employing skilled (approximately 65 percent of the labor force) and semi-skilled workers. Heavy machine foundations and structural steel for overhead cranes are an integral requirement of facility construction. Highway access for truck transportation is required.</p>
GG	<p>Electrical Machinery and Electrical Communication Equipment Manufacturer</p> <p>Facilities engaged in the manufacture of electrical machinery and equipment. This industry employs both skilled and semi-skilled employees. An added cost of construction is incurred as a result of the necessity for an above average interior working environment, including special interior lighting and air conditioning for the entire production area. Highway access for truck transportation is required.</p>
HH	<p>Manufacturing Warehouse</p> <p>Facilities which store the products produced by local area manufacturers. Unskilled employees comprise approximately 90 percent of the industry's workers. Convenient highway access for truck transportation is required, with access to rail freight facilities a highly desirable feature.</p>

Appendix A—(continued)

Industry Type ^a	Industry Description
II	<p>Distribution of Manufactured Products</p> <p>Facilities engaged in distributing manufactured products produced in and out of the area, serving both the local and regional wholesale market. Approximately 80 percent of the labor force in this industry is unskilled. Access for both truck and rail freight transportation is a required component of the distribution process.</p>
JJ	<p>Distribution of Manufactured Products</p> <p>Facilities with the same characteristics as industry “II” above, also distributing products at a retail level. Because of this additional function, the labor force is somewhat more skilled. Convenient highway access for truck transportation is necessary, with the availability of rail freight facilities highly desirable.</p>
KK	<p>Multitenant Facility</p> <p>A facility typically containing several units for use in light manufacturing, assembly, distribution, and office space. Employment is primarily of an unskilled nature. Construction of the facility itself is characterized by the addition of extra office space to the standard type industrial structure. Access to highway facilities for truck transportation is required.</p>
LL	<p>Multitenant, Free-Standing Office Facility</p> <p>A two- to four-story office facility with tenants including both professional and clerical workers.</p>

^a See Appendix B.

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix B

DETAILED DATA REGARDING INDUSTRIAL MIX UNDER SITE PLANS A, B, AND C FOR SELECTED MUNICIPALITIES IN THE REGION

Table B-1

**INDUSTRIAL MIX UNDER SITE PLAN A
(3:1 DENSITY) BY INDUSTRY TYPE,
FACILITY SIZE, AND SITE SIZE**

Industry Designation ^a	Industry Type ^b	Size of Facility (Square Feet)	Size of Site (Acres)
1	HH	160,000	11.00
2	II	120,000	8.20
3	JJ	100,000	7.30
4	HH	160,000	11.00
5	EE	120,000	8.30
6	AA	40,000	2.80
7	II	180,000	12.40
8	CC	40,000	2.75
9	CC	40,000	2.75
10	AA	40,000	2.80
11	AA	30,000	2.10
12	AA	40,000	2.80
13	BB	75,000	5.05
14	FF	50,000	3.40
15	FF	50,000	3.40
16	FF	80,000	5.50
17	GG	240,000	16.40
18	FF	80,000	5.50
19	FF	30,000	2.00
20	FF	80,000	5.50
21	II	180,000	12.40
22	AA	50,000	3.40
23	AA	50,000	3.40
24	FF	70,000	4.80
25	KK	125,000	8.50
26	GG	160,000	11.00
27	GG	80,000	5.40
28	FF	80,000	5.50
29	FF	80,000	5.50
30	EE	90,000	6.25
31	AA	40,000	2.80
32	FF	70,000	4.80
33	DD	100,000	7.00
34	FF	70,000	4.80
35	FF	80,000	5.50
36	GG	200,000	13.80
37	FF	80,000	5.50
38	FF	80,000	5.50
39	AA	60,000	4.10
40	AA	40,000	2.80

Table B-1 (continued)

Industry Designation ^a	Industry Type ^b	Size of Facility (Square Feet)	Size of Site (Acres)
41	JJ	100,000	7.30
42	AA	30,000	2.10
43	FF	70,000	4.80
44	KK	125,000	8.50
45	FF	50,000	3.40
46	FF	70,000	4.80
47	FF	30,000	2.00
48	LL	80,000	7.00
49	GG	80,000	5.40
50	EE	120,000	8.30
51	FF	50,000	3.40
52	EE	120,000	8.30
53	EE	90,000	6.30
54	EE	90,000	6.25
55	HH	160,000	11.00
56	EE	120,000	8.30
57	BB	180,000	12.40
58	BB	75,000	5.05
59	CC	50,000	3.40
60	JJ	100,000	7.40
61	AA	60,000	3.40
62	AA	60,000	4.10
63	AA	50,000	3.40
64	BB	240,000	16.50
65	CC	60,000	4.10
66	FF	80,000	5.50
67	FF	50,000	3.40
68	FF	80,000	5.50
69	FF	70,000	4.80
70	FF	70,000	4.80
71	FF	70,000	4.80
72	FF	70,000	4.80
73	FF	50,000	3.40
Total	--	6,350,000	439.00

^a See Map 2.

^b See Appendix A.

Source: Wisconsin Electric Power Company and SEWRPC.

Table B-2

**INDUSTRIAL MIX UNDER SITE PLAN B
(5:1 DENSITY) BY INDUSTRY TYPE,
FACILITY SIZE, AND SITE SIZE**

Industry Designation ^a	Industry Type ^b	Size of Facility (Square Feet)	Size of Site (Acres)
1	FF	40,000	4.70
2	EF	40,000	4.70
3	EE	100,000	10.90
4	FF	70,000	8.00
5	AA	40,000	4.60
6	AA	40,000	4.60
7	FF	40,000	4.70
8	FF	40,000	4.70
9	EE	100,000	10.90
10	AA	40,000	4.60
11	II	50,000	5.50
12	CC	40,000	4.80
13	FF	80,000	9.20
14	GG	220,000	25.20
15	II	240,000	27.50
16	KK	60,000	7.00
17	EE	100,000	10.90
18	AA	40,000	4.60
19	CC	30,000	3.40
20	AA	30,000	3.30
21	DD	60,000	7.00
22	FF	80,000	9.20
23	AA	60,000	6.90
24	CC	40,000	4.80
25	JJ	100,000	9.00
26	EE	90,000	10.20
27	HH	60,000	7.80
28	FF	70,000	8.00
29	BB	50,000	5.50
30	FF	80,000	9.20
31	AA	50,000	5.70
32	AA	50,000	4.70
33	FF	80,000	9.20
34	GG	180,000	20.70
35	HH	220,000	25.20
36	FF	80,000	9.20
37	BB	120,000	13.80
38	JJ	100,000	8.00
39	FF	40,000	4.80
40	FF	80,000	9.20
41	EE	90,000	10.20
42	LL	120,000	12.00
43	BB	180,000	20.70
44	GG	60,000	7.00
45	FF	70,000	8.00
46	FF	70,000	8.00
47	FF	70,000	8.00
48	FF	80,000	9.20
Total	--	3,870,000	437.00

^a See Map 3.

^b See Appendix A.

Source: Wisconsin Electric Power Company and SEWRPC.

Table B-3

**INDUSTRIAL MIX UNDER SITE PLAN C
(7:1 DENSITY) BY INDUSTRY TYPE,
FACILITY SIZE, AND SITE SIZE**

Industry Designation ^a	Industry Type ^b	Size of Facility (Square Feet)	Size of Site (Acres)
1	BB	180,000	28.90
2	AA	30,000	4.80
3	AA	50,000	8.00
4	JJ	140,000	10.00
5	AA	30,000	4.80
6	AA	50,000	8.00
7	JJ	140,000	10.00
8	FF	30,000	12.90
9	FF	80,000	12.90
10	AA	60,000	9.60
11	CC	30,000	5.00
12	AA	30,000	4.80
13	GG	90,000	14.40
14	FF	80,000	12.90
15	FF	80,000	12.90
16	GG	240,000	38.60
17	CC	50,000	8.00
18	EE	120,000	19.00
19	FF	50,000	8.00
20	FF	80,000	12.90
21	FF	50,000	8.00
22	FF	60,000	9.70
23	KK	45,000	7.00
24	DD	45,000	7.00
25	EE	90,000	14.50
26	FF	50,000	8.00
27	HH	200,000	33.00
28	II	200,000	33.00
29	FF	60,000	9.60
30	BB	70,100	11.10
31	EE	120,000	19.50
32	FF	60,000	9.60
33	FF	60,000	9.60
34	LL	160,000	15.00
Total	--	2,960,000	441.00

^a See Map 4.

^b See Appendix A.

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix C

DETAILED DATA REGARDING NUMBER OF ESTABLISHMENTS, LAND DEVOTED TO INDUSTRIAL DEVELOPMENT, AND INDUSTRIAL FACILITY SQUARE FOOTAGE BY INDUSTRY TYPE UNDER SITE PLANS A, B, AND C

Table C-1

TOTAL NUMBER OF ESTABLISHMENTS BY INDUSTRY TYPE UNDER SITE PLANS A, B, AND C

Industry Type	Number of Establishments			Percent of Total Establishments		
	Site Plan A (3:1 Density)	Site Plan B (5:1 Density)	Site Plan C (7:1 Density)	Site Plan A	Site Plan B	Site Plan C
AA	13	8	6	17.8	16.7	17.7
BB	4	3	2	5.5	6.2	5.9
CC	4	3	2	5.5	6.2	5.9
DD	1	1	1	1.4	2.1	2.9
EE	7	5	3	9.6	10.4	8.8
FF	27	17	12	37.0	35.4	35.4
GG	5	3	2	6.8	6.2	5.9
HH	3	2	1	4.1	4.2	2.9
II	3	2	1	4.1	4.2	2.9
JJ	3	2	2	4.1	4.2	5.9
KK	2	1	1	2.7	2.1	2.9
LL	1	1	1	1.4	2.1	2.9
Total	73	48	34	100.0	100.0	100.0

Source: Wisconsin Electric Power Company and SEWRPC.

Table C-2

TOTAL LAND DEVOTED TO INDUSTRIAL DEVELOPMENT BY INDUSTRY TYPE UNDER SITE PLANS A, B, AND C

Industry Type	Industrial Land (In Acres)			Percent of Total Land Devoted to Industrial Development		
	Site Plan A (3:1 Density)	Site Plan B (5:1 Density)	Site Plan C (7:1 Density)	Site Plan A	Site Plan B	Site Plan C
AA	40	40	40	9.1	9.2	9.1
BB	39	40	40	8.9	9.2	9.1
CC	13	13	13	3.0	3.0	2.9
DD	7	7	7	1.6	1.6	1.6
EE	52	53	53	11.8	12.1	12.0
FF	124	128	127	28.3	29.2	28.8
GG	52	53	53	11.8	12.1	12.0
HH	33	33	33	7.5	7.6	7.5
II	33	33	33	7.5	7.6	7.5
JJ	22	18	20	5.0	4.1	4.5
KK	17	7	7	3.9	1.6	1.6
LL	7	12	15	1.6	2.7	3.4
Total	439	437	441	100.0	100.0	100.0

Source: Wisconsin Electric Power Company and SEWRPC.

Table C-3

TOTAL INDUSTRIAL FACILITY SQUARE FOOTAGE BY INDUSTRY TYPE UNDER SITE PLANS A, B, AND C

Industry Type	Facility Size (In Square Feet)			Percent of Total Industrial Facility Square Footage		
	Site Plan A (3:1 Density)	Site Plan B (5:1 Density)	Site Plan C (7:1 Density)	Site Plan A	Site Plan B	Site Plan C
AA	580,000	350,000	250,000	9.1	9.1	8.4
BB	570,000	350,000	250,000	9.0	9.1	8.4
CC	190,000	110,000	80,000	3.0	2.8	2.7
DD	100,000	60,000	45,000	1.6	1.5	1.5
EE	750,000	480,000	330,000	11.8	12.4	11.1
FF	1,810,000	1,110,000	790,000	28.5	28.7	26.7
GG	760,000	460,000	330,000	12.0	11.9	11.1
HH	480,000	280,000	200,000	7.6	7.2	6.8
II	480,000	290,000	200,000	7.6	7.5	6.8
JJ	300,000	200,000	280,000	4.7	5.2	9.5
KK	250,000	60,000	45,000	3.9	1.5	1.5
LL	80,000	180,000	160,000	1.3	1.3	5.4
Total	6,350,000	3,860,000	2,960,000	100.0	100.0	100.0

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix D

DETAILED DATA REGARDING STANDARDS USED IN THE DETERMINATION OF INDUSTRIAL PARK DEVELOPMENT COSTS

Table D-1

ROADWAY STREET LIGHTING, STORM SEWER, SANITARY SEWER, AND WATER CONSTRUCTION STANDARDS USED IN THE DETERMINATION OF INDUSTRIAL PARK DEVELOPMENT COSTS

CONSTRUCTION STANDARDS	
Standard I	
Streets	
24'	concrete surface
9"	reinforced pavement with 9" gravel base
30'	median on twin travelway
Curb and gutter with sufficient inlets and laterals for storm water drainage	
Standard II	
Streets	
24'	bituminous surface
4½"	base course
2½"	surface course
9"	gravel base
28"	median on twin travelway
Curb and gutter with sufficient inlets and laterals for storm water drainage	
Standard III	
Streets	
24'	bituminous surface
3"	base course
2"	surface course
8"	gravel base
10'	median on twin travelway
10'	gravel shoulders
Open ditches and culverts for storm water drainage	
Standards I, II, and III	
Utilities	
24"	average sanitary sewer pipe size
36" and 48"	storm sewer pipe size (Not included under Standard III)
12"	water main, including hydrants
Street Lighting	
Twin travelway - double luminae lighting with underground wiring	
Single travelway - single lighting with underground wiring	

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix E

DETAILED CONSTRUCTION COST DATA

Table E-1

CONSTRUCTION COSTS PER SQUARE FOOT OF BUILDING SPACE BY INDUSTRY TYPE

Industry Type	Cost Per Square Foot
AA	\$30.00
BB	15.00
CC	12.00
DD	12.00
EE	14.00
FF	16.00
GG	19.00
HH	8.50
II	9.50
JJ	11.00
KK	9.50
LL	25.00

Source: Wisconsin Electric Power Company and SEWRPC.

APPENDIX F

DETAILED STREET SEGMENT DEVELOPMENT COSTS

Table F-1

STREET SEGMENT DEVELOPMENT COSTS BY TYPE OF SEGMENT FOR SITE PLAN A: CONSTRUCTION STANDARDS I, II, AND III

Type of Street Segment ^a	Right-of-Way			Cost Per Lineal Foot ^b		
	Width (Feet)	Length (Feet)	Area (Acres)	Standard I	Standard II	Standard III
Collector	120	5,346	14.73	\$261	\$242	\$128
Land Access	80	20,275	37.24	253	231	121

^a See Maps 2, 3, and 4 in Chapter III.

^b Includes the lineal foot cost for sanitary sewer, storm sewer, water main, and street lighting construction.

Source: Wisconsin Electric Power Company and SEWRPC.

Table F-2

STREET SEGMENT DEVELOPMENT COSTS BY TYPE OF SEGMENT FOR SITE PLAN B: CONSTRUCTION STANDARDS I, II, AND III

Type of Street Segment ^a	Right-of-Way			Cost Per Lineal Foot ^b		
	Width (Feet)	Length (Feet)	Area (Acres)	Standard I	Standard II	Standard III
Collector	120	5,280	14.54	\$261	\$242	\$128
Land Access	80	19,385	35.60	253	231	121

^a See Maps 2, 3, and 4 in Chapter III.

^b Includes the lineal foot cost for sanitary sewer, storm sewer, water main, and street lighting construction.

Source: Wisconsin Electric Power Company and SEWRPC.

Table F-3

**STREET SEGMENT DEVELOPMENT COSTS BY TYPE OF SEGMENT FOR
SITE PLAN C: CONSTRUCTION STANDARDS I, II, AND III**

Type of Street Segment ^a	Right-of-Way			Cost Per Lineal Foot ^b		
	Width (Feet)	Length (Feet)	Area (Acres)	Standard I	Standard II	Standard III
Collector	120	5,346	14.73	\$261	\$242	\$128
Land Access	80	20,275	37.24	253	231	121

^a See Maps 2, 3, and 4 in Chapter III.

^b Includes the lineal foot cost for sanitary sewer, storm sewer, water main, and street lighting construction.

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix G

DETAILED RAIL SEGMENT DEVELOPMENT COSTS

Table G-1

**RAIL SEGMENT DEVELOPMENT COSTS BY
TYPE OF SEGMENT FOR SITE PLAN A**

Type of Rail Segment ^a	Right-of-Way			Cost Per Lineal Foot ^b
	Width (Feet)	Length (Feet)	Area (Acres)	
Lead Track. . . .	30	12,035	8.29	\$32
Storage Track . .	15	1,300	0.45	32

^a See Maps 2, 3, and 4 in Chapter III.

^b Includes the lineal foot cost for sanitary sewer, storm sewer, water main, and street lighting construction.

Source: Wisconsin Electric Power Company and SEWRPC.

Table G-3

**RAIL SEGMENT DEVELOPMENT COSTS BY
TYPE OF SEGMENT FOR SITE PLAN C**

Type of Rail Segment ^a	Right-of-Way			Cost Per Lineal Foot ^b
	Width (Feet)	Length (Feet)	Area (Acres)	
Lead Track. . . .	30	10,185	7.01	\$32
Storage Track . .	15	1,300	0.45	32

^a See Maps 2, 3, and 4 in Chapter III.

^b Includes the lineal foot cost for sanitary sewer, storm sewer, water main, and street lighting construction.

Source: Wisconsin Electric Power Company and SEWRPC.

Table G-2

**RAIL SEGMENT DEVELOPMENT COSTS BY
TYPE OF SEGMENT FOR SITE PLAN B**

Type of Rail Segment ^a	Right-of-Way			Cost Per Lineal Foot ^b
	Width (Feet)	Length (Feet)	Area (Acres)	
Lead Track. . . .	30	17,890	12.32	\$32
Storage Track . .	15	1,300	0.45	32

^a See Maps 2, 3, and 4 in Chapter III.

^b Includes the lineal foot cost for sanitary sewer, storm sewer, water main, and street lighting construction.

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix H

DETAILED ANNUAL MUNICIPAL SERVICE COSTS FOR SELECTED CIVIL DIVISIONS IN THE REGION

Table H-1

ESTIMATED ANNUAL MUNICIPAL SERVICE COSTS BY CIVIL DIVISION AND TYPE OF SERVICE

Civil Division	Estimated Annual Cost of Services						
	General Government Support	Public Safety	Building Inspection	Transportation	Sewage Treatment		
					Site Plan A	Site Plan B	Site Plan C
City of Delavan	\$ 9,700	\$ 33,100	\$ 4,400	\$14,700	\$68,000	\$40,600	\$30,400
Village of Menomonee Falls. . .	12,300	45,100	3,500	14,700	92,700	55,400	41,400
City of Milwaukee	51,900	243,800	26,400	24,800	92,700	55,400	41,400
City of New Berlin.	6,200	33,200	--	14,700	92,700	55,400	41,400
City of Oak Creek	17,200	84,900	3,500	24,800	92,700	55,400	41,400

Source: SEWRPC.

Table H-2

ESTIMATED ANNUAL MUNICIPAL SERVICE COSTS BY CIVIL DIVISION FOR SITE PLANS A, B, AND C

Civil Division	Estimated Annual Cost of Services		
	Site Plan A	Site Plan B	Site Plan C
City of Delavan	\$129,900	\$102,500	\$ 92,300
Village of Menomonee Falls.	168,300	131,000	117,000
City of Milwaukee	439,600	402,300	388,300
City of New Berlin.	146,800	109,500	95,500
City of Oak Creek	223,100	185,800	171,800

Source: SEWRPC.

Appendix I

DETAILED AVERAGE COSTS FOR STREET, UTILITY, AND LIGHTING CONSTRUCTION

Table I-1

AVERAGE COST PER LINEAL FOOT FOR STREET, UTILITY, AND LIGHTING CONSTRUCTION UNDER STANDARDS I, II, AND III

Type of Improvement	Average Cost Per Lineal Foot			Average Cost Per Lineal Foot		
				Twin Travelway		
	Standard I	Standard II	Standard III	Standard I	Standard II	Standard III
Streets.	\$ 98	\$ 76	\$ 54	\$105	\$ 86	\$ 61
Utilities						
24" Sanitary Sewer	42	42	42	42	42	42
36" and 48" Storm Sewer	81	81	--	81	81	--
12" Water Main and Hydrants ...	25	25	25	25	25	25
Street Lighting	7	7	--	8	8	--
Total Average Cost Per Lineal Foot	\$253	\$231	\$121	\$261	\$242	\$128

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix J

TYPES OF LAND USE FOR SITE PLANS A, B, AND C

Table J-1

GENERALIZED LAND USES FOR SITE PLANS A, B, AND C

Type of Land Use	Land Use (In Acres)		
	Site Plan A	Site Plan B	Site Plan C
Industrial Development Facilities and Land. . .	439	437	441
Rights-of-Way			
Street	52	50	52
Rail.	9	13	7
Total	500	500	500

Source: Wisconsin Electric Power Company and SEWRPC.

Appendix K

DETAILED COST-REVENUE ANALYSES FOR INDUSTRIAL PARK SITE PLANS A, B, AND C FOR SELECTED MUNICIPALITIES IN THE REGION

Table K-1

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF MILWAUKEE—SITE PLAN A, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,171,601
RAW LAND	\$ 2,750,000
DEBT SERVICE	4,204,775
SELLING COSTS	1,412,638
SUB-TOTAL	\$ 8,367,413
TOTAL DEVELOPMENT COSTS	\$ 15,539,014
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 15,539,014
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 35,396
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 451,417
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 2,493,336
OTHER PERSONAL PROPERTY	333,120
LAND	231,885
BUILDINGS	1,614,123
SUB-TOTAL	\$ 4,692,464
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 4,692,464
ANNUAL NET REVENUE PER ACRE	\$ 8,482
ANNUAL REVENUE TO COST RATIO	10.4

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-2

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF OAK CREEK—SITE PLAN A, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,171,601
RAW LAND	\$ 2,250,000
DEBT SERVICE	3,992,875
SELLING COSTS	1,341,448
SUB-TOTAL	\$ 7,584,323
TOTAL DEVELOPMENT COSTS	\$ 14,755,924
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,755,924
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 33,613
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 229,862
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,061,321
OTHER PERSONAL PROPERTY	141,797
LAND	101,817
BUILDINGS	687,073
SUB-TOTAL	\$ 1,992,008
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,992,008
ANNUAL NET REVENUE PER ACRE	\$ 3,524
ANNUAL REVENUE TO COST RATIO	8.7

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-3

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF DELAVAN—SITE PLAN A, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,171,601
RAW LAND	\$ 1,250,000
DEBT SERVICE	3,569,075
SELLING COSTS	1,199,068
SUB-TOTAL	\$ 6,018,143
TOTAL DEVELOPMENT COSTS	\$ 13,189,744
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,189,744
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 30,045
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	68,000
TOTAL ANNUAL MUNICIPAL COSTS	\$ 150,357
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 736,772
OTHER PERSONAL PROPERTY	98,436
LAND	63,179
BUILDINGS	476,968
SUB-TOTAL	\$ 1,375,355
SANITARY SEWER SERVICE CHARGES	\$ 68,000
SUB-TOTAL	\$ 68,000
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,443,355
ANNUAL NET REVENUE PER ACRE	\$ 2,586
ANNUAL REVENUE TO COST RATIO	9.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-4

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE VILLAGE OF MENOMONEE FALLS—SITE PLAN A, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,171,601
RAW LAND	\$ 1,500,000
DEBT SERVICE	3,675,025
SELLING COSTS	1,234,663
SUB-TOTAL	\$ 6,409,688
TOTAL DEVELOPMENT COSTS	\$ 13,581,289
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,581,289
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 30,937
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 172,336
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 792,146
OTHER PERSONAL PROPERTY	105,834
LAND	69,944
BUILDINGS	512,815
SUB-TOTAL	\$ 1,480,739
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,480,739
ANNUAL NET REVENUE PER ACRE	\$ 2,617
ANNUAL REVENUE TO COST RATIO	8.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-5

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF NEW BERLIN—SITE PLAN A, STANDARD I**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,171,601
RAW LAND	\$ 2,600,000
DEBT SERVICE	3,886,925
SELLING COSTS	1,305,853
SUB-TOTAL	\$ 7,192,778
TOTAL DEVELOPMENT COSTS	\$ 14,364,379
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,364,379
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 32,721
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 150,206
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 389,151
OTHER PERSONAL PROPERTY	51,992
LAND	36,342
BUILDINGS	251,927
SUB-TOTAL	\$ 729,412
SANITARY SEWER SERVICE CHARGES	\$ 92,700
SUB-TOTAL	\$ 92,700
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 822,112
ANNUAL NET REVENUE PER ACRE	\$ 1,344
ANNUAL REVENUE TO COST RATIO	5.5

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-6

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF MILWAUKEE—SITE PLAN A, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,623,977
RAW LAND	\$ 2,750,000
DEBT SERVICE	3,972,691
SELLING COSTS	1,334,667
SUB-TOTAL	\$ 8,057,358
TOTAL DEVELOPMENT COSTS	\$ 14,681,335
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,681,335
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 33,443
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 451,417
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 2,493,336
OTHER PERSONAL PROPERTY	333,120
LAND	237,987
BUILDINGS	1,014,123
SUB-TOTAL	\$ 4,078,566
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 4,078,566
ANNUAL NET REVENUE PER ACRE	\$ 8,454
ANNUAL REVENUE TO COST RATIO	10.4

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-7

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF OAK CREEK—SITE PLAN A, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,623,977
RAW LAND	\$ 2,250,000
DEBT SERVICE	3,760,791
SELLING COSTS	1,263,477
SUB-TOTAL	\$ 7,274,268
TOTAL DEVELOPMENT COSTS	\$ 13,898,245
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,898,245
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 31,659
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 229,862
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,061,321
OTHER PERSONAL PROPERTY	141,797
LAND	98,898
BUILDINGS	687,073
SUB-TOTAL	\$ 1,986,089
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,986,089
ANNUAL NET REVENUE PER ACRE	\$ 3,512
ANNUAL REVENUE TO COST RATIO	8.6

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-8

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF DELAVAN—SITE PLAN A, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,623,977
RAW LAND	\$ 1,250,000
DEBT SERVICE	3,336,991
SELLING COSTS	1,121,097
SUB-TOTAL	\$ 5,708,088
TOTAL DEVELOPMENT COSTS	\$ 12,332,065
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 12,332,065
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 28,091
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	68,000
TOTAL ANNUAL MUNICIPAL COSTS	\$ 150,357
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 736,772
OTHER PERSONAL PROPERTY	98,436
LAND	59,070
BUILDINGS	476,968
SUB-TOTAL	\$ 1,371,246
SANITARY SEWER SERVICE CHARGES	\$ 68,000
SUB-TOTAL	\$ 68,000
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,439,246
ANNUAL NET REVENUE PER ACRE	\$ 2,578
ANNUAL REVENUE TO COST RATIO	9.6

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-9

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE VILLAGE OF MENOMONEE FALLS—SITE PLAN A, STANDARD II

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,623,977
RAW LAND	\$ 1,500,000
DEBT SERVICE	3,442,941
SELLING COSTS	1,156,692
SUB-TOTAL	\$ 6,099,633
TOTAL DEVELOPMENT COSTS	\$ 12,723,610
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 12,723,610
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 28,983
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 172,336
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 792,146
OTHER PERSONAL PROPERTY	105,834
LAND	65,526
BUILDINGS	512,815
SUB-TOTAL	\$ 1,476,321
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,476,321
ANNUAL NET REVENUE PER ACRE	\$ 2,608
ANNUAL REVENUE TO COST RATIO	8.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-10

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF NEW BERLIN—SITE PLAN A, STANDARD II

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,623,977
RAW LAND	\$ 2,000,000
DEBT SERVICE	3,654,841
SELLING COSTS	1,227,882
SUB-TOTAL	\$ 6,882,723
TOTAL DEVELOPMENT COSTS	\$ 13,506,700
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,506,700
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 30,767
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 150,206
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 389,151
OTHER PERSONAL PROPERTY	51,992
LAND	34,172
BUILDINGS	251,527
SUB-TOTAL	\$ 727,242
SANITARY SEWER SERVICE CHARGES	\$ 92,700
SUB-TOTAL	\$ 92,700
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 819,942
ANNUAL NET REVENUE PER ACRE	\$ 1,339
ANNUAL REVENUE TO COST RATIO	5.5

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-11

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF MILWAUKEE—SITE PLAN A, STANDARD III

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,784,283
RAW LAND	\$ 2,750,000
DEBT SERVICE	2,769,229
SELLING COSTS	930,551
SUB-TOTAL	\$ 6,449,580
TOTAL DEVELOPMENT COSTS	\$ 10,233,863
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 10,233,863
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 23,312
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 451,417
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 2,493,336
OTHER PERSONAL PROPERTY	333,120
LAND	165,893
BUILDINGS	1,614,123
SUB-TOTAL	\$ 4,606,472
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 4,606,472
ANNUAL NET REVENUE PER ACRE	\$ 8,310
ANNUAL REVENUE TO COST RATIO	10.2

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-12

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF OAK CREEK—SITE PLAN A, STANDARD III

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,784,283
RAW LAND	\$ 2,250,000
DEBT SERVICE	2,557,329
SELLING COSTS	859,161
SUB-TOTAL	\$ 5,666,490
TOTAL DEVELOPMENT COSTS	\$ 9,450,773
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 9,450,773
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 21,528
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 229,862
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,061,321
OTHER PERSONAL PROPERTY	141,797
LAND	65,210
BUILDINGS	687,073
SUB-TOTAL	\$ 1,955,401
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,955,401
ANNUAL NET REVENUE PER ACRE	\$ 3,451
ANNUAL REVENUE TO COST RATIO	8.5

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-13

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF DELAVAN—SITE PLAN A, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,784,283
RAW LAND	\$ 1,250,000
DEBT SERVICE	2,133,529
SELLING COSTS	716,781
SUB-TOTAL	\$ 4,100,310
TOTAL DEVELOPMENT COSTS	\$ 7,884,593
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 7,884,593
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 17,960

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	68,000
TOTAL ANNUAL MUNICIPAL COSTS	\$ 150,357

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 736,772
OTHER PERSONAL PROPERTY	98,436
LAND	37,766
BUILDINGS	476,968
SUB-TOTAL	\$ 1,349,942
SANITARY SEWER SERVICE CHARGES	\$ 68,000
SUB-TOTAL	\$ 68,000
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,417,942
ANNUAL NET REVENUE PER ACRE	\$ 2,535
ANNUAL REVENUE TO COST RATIO	9.4

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-14

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
VILLAGE OF MENOMONEE FALLS—SITE PLAN A, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,784,283
RAW LAND	\$ 1,500,000
DEBT SERVICE	2,239,479
SELLING COSTS	752,376
SUB-TOTAL	\$ 4,491,855
TOTAL DEVELOPMENT COSTS	\$ 8,276,138
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 8,276,138
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 18,852

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 172,336

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 792,146
OTHER PERSONAL PROPERTY	105,834
LAND	42,622
BUILDINGS	512,815
SUB-TOTAL	\$ 1,453,417
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,453,417
ANNUAL NET REVENUE PER ACRE	\$ 2,562
ANNUAL REVENUE TO COST RATIO	8.4

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-15

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF NEW BERLIN—SITE PLAN A, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	426,720
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,784,283
RAW LAND	\$ 2,000,000
DEBT SERVICE	2,451,379
SELLING COSTS	823,566
SUB-TOTAL	\$ 5,274,945
TOTAL DEVELOPMENT COSTS	\$ 9,059,228
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 9,059,228
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 20,636

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	92,700
TOTAL ANNUAL MUNICIPAL COSTS	\$ 150,206

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 389,151
OTHER PERSONAL PROPERTY	51,992
LAND	22,920
BUILDINGS	251,927
SUB-TOTAL	\$ 715,990
SANITARY SEWER SERVICE CHARGES	\$ 92,700
SUB-TOTAL	\$ 92,700
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 808,690
ANNUAL NET REVENUE PER ACRE	\$ 1,317
ANNUAL REVENUE TO COST RATIO	5.4

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-16

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF MILWAUKEE—SITE PLAN B, STANDARD I**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,282,485
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,116,565
RAW LAND	\$ 2,750,000
DEBT SERVICE	4,181,450
SELLING COSTS	1,404,802
SUB-TOTAL	\$ 8,336,252
TOTAL DEVELOPMENT COSTS	\$ 15,452,817
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 15,452,817
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 35,200

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 398,717
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 414,117

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,524,327
OTHER PERSONAL PROPERTY	203,896
LAND	244,349
BUILDINGS	1,002,256
SUB-TOTAL	\$ 2,979,828
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 2,979,828
ANNUAL NET REVENUE PER ACRE	\$ 5,131
ANNUAL REVENUE TO COST RATIO	7.2

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-17

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF OAK CREEK—SITE PLAN B, STANDARD I**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,282,485
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,116,565
RAW LAND	\$ 2,250,000
DEBT SERVICE	3,969,550
SELLING COSTS	1,333,612
SUB-TOTAL	\$ 7,553,162
TOTAL DEVELOPMENT COSTS	\$ 14,669,727
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,669,727
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 33,416
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 192,562
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 648,850
OTHER PERSONAL PROPERTY	86,791
LAND	100,759
BUILDINGS	426,624
SUB-TOTAL	\$ 1,263,024
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,263,024
ANNUAL NET REVENUE PER ACRE	\$ 2,141
ANNUAL REVENUE TO COST RATIO	6.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-18

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF DELAVAN—SITE PLAN B, STANDARD I**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,282,485
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,116,565
RAW LAND	\$ 1,250,000
DEBT SERVICE	3,545,750
SELLING COSTS	1,191,232
SUB-TOTAL	\$ 5,986,982
TOTAL DEVELOPMENT COSTS	\$ 13,103,547
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,103,547
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 29,849
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	40,600
TOTAL ANNUAL MUNICIPAL COSTS	\$ 122,957
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 450,433
OTHER PERSONAL PROPERTY	69,251
LAND	62,481
BUILDINGS	296,163
SUB-TOTAL	\$ 869,328
SANITARY SEWER SERVICE CHARGES	\$ 40,600
SUB-TOTAL	\$ 40,600
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 909,928
ANNUAL NET REVENUE PER ACRE	\$ 1,574
ANNUAL REVENUE TO COST RATIO	7.4

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-19

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
VILLAGE OF MENOMONEE FALLS—SITE PLAN B, STANDARD I**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,282,485
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,116,565
RAW LAND	\$ 1,500,000
DEBT SERVICE	3,651,700
SELLING COSTS	1,226,827
SUB-TOTAL	\$ 6,378,527
TOTAL DEVELOPMENT COSTS	\$ 13,495,092
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,495,092
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 30,741
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 135,036
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 484,286
OTHER PERSONAL PROPERTY	64,779
LAND	69,184
BUILDINGS	318,422
SUB-TOTAL	\$ 936,671
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 936,671
ANNUAL NET REVENUE PER ACRE	\$ 1,603
ANNUAL REVENUE TO COST RATIO	6.9

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-20

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF NEW BERLIN—SITE PLAN B, STANDARD I**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,282,485
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,116,565
RAW LAND	\$ 2,000,000
DEBT SERVICE	3,863,600
SELLING COSTS	1,298,017
SUB-TOTAL	\$ 7,161,617
TOTAL DEVELOPMENT COSTS	\$ 14,278,182
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,278,182
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 32,524
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 112,906
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 237,912
OTHER PERSONAL PROPERTY	31,823
LAND	35,959
BUILDINGS	156,429
SUB-TOTAL	\$ 462,123
SANITARY SEWER SERVICE CHARGES	\$ 55,400
SUB-TOTAL	\$ 55,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 517,523
ANNUAL NET REVENUE PER ACRE	\$ 809
ANNUAL REVENUE TO COST RATIO	4.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-21

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF MILWAUKEE—SITE PLAN B, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,755,695
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,589,775
RAW LAND	\$ 2,750,000
DEBT SERVICE	3,958,197
SELLING COSTS	1,329,797
SUB-TOTAL	\$ 8,037,994
TOTAL DEVELOPMENT COSTS	\$ 14,627,769
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,627,769
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 33,321
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 414,117
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,524,327
OTHER PERSONAL PROPERTY	203,896
LAND	236,038
BUILDINGS	1,002,256
SUB-TOTAL	\$ 2,966,517
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 2,966,517
ANNUAL NET REVENUE PER ACRE	\$ 5,105
ANNUAL REVENUE TO COST RATIO	7.2

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-22

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF OAK CREEK—SITE PLAN B, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,755,695
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,589,775
RAW LAND	\$ 2,250,000
DEBT SERVICE	3,746,297
SELLING COSTS	1,258,607
SUB-TOTAL	\$ 7,254,904
TOTAL DEVELOPMENT COSTS	\$ 13,844,679
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,844,679
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 31,537
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 192,562
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 648,850
OTHER PERSONAL PROPERTY	86,791
LAND	92,096
BUILDINGS	426,624
SUB-TOTAL	\$ 1,257,359
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,257,359
ANNUAL NET REVENUE PER ACRE	\$ 2,130
ANNUAL REVENUE TO COST RATIO	6.5

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-23

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF DELAVAN—SITE PLAN B, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,755,695
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,589,775
RAW LAND	\$ 1,250,000
DEBT SERVICE	3,322,497
SELLING COSTS	1,116,227
SUB-TOTAL	\$ 5,688,724
TOTAL DEVELOPMENT COSTS	\$ 12,278,499
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 12,278,499
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 27,969
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	40,600
TOTAL ANNUAL MUNICIPAL COSTS	\$ 122,957
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 450,433
OTHER PERSONAL PROPERTY	60,231
LAND	58,526
BUILDINGS	296,163
SUB-TOTAL	\$ 865,393
SANITARY SEWER SERVICE CHARGES	\$ 40,600
SUB-TOTAL	\$ 40,600
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 905,993
ANNUAL NET REVENUE PER ACRE	\$ 1,566
ANNUAL REVENUE TO COST RATIO	7.4

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-24

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
VILLAGE OF MENOMONEE FALLS—SITE PLAN B, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,755,695
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,589,775
RAW LAND	\$ 1,500,000
DEBT SERVICE	3,428,447
SELLING COSTS	1,151,822
SUB-TOTAL	\$ 6,080,269
TOTAL DEVELOPMENT COSTS	\$ 12,670,044
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 12,670,044
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 28,861
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 135,036
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 484,286
OTHER PERSONAL PROPERTY	64,779
LAND	64,953
BUILDINGS	318,422
SUB-TOTAL	\$ 932,440
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 932,440
ANNUAL NET REVENUE PER ACRE	\$ 1,595
ANNUAL REVENUE TO COST RATIO	6.9

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-25

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF NEW BERLIN—SITE PLAN B, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,755,695
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,589,775
RAW LAND	\$ 2,000,000
DEBT SERVICE	3,640,347
SELLING COSTS	1,223,012
SUB-TOTAL	\$ 6,863,359
TOTAL DEVELOPMENT COSTS	\$ 13,453,134
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,453,134
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 30,645

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 112,906

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 237,912
OTHER PERSONAL PROPERTY	31,823
LAND	33,881
BUILDINGS	156,429
SUB-TOTAL	\$ 460,045
SANITARY SEWER SERVICE CHARGES	\$ 55,400
SUB-TOTAL	\$ 55,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 515,445
ANNUAL NET REVENUE PER ACRE	\$ 805
ANNUAL REVENUE TO COST RATIO	4.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-26

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF MILWAUKEE—SITE PLAN B, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,021,425
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,855,505
RAW LAND	\$ 2,750,000
DEBT SERVICE	2,799,413
SELLING COSTS	940,492
SUB-TOTAL	\$ 6,489,905
TOTAL DEVELOPMENT COSTS	\$ 10,345,410
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 10,345,410
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 23,566

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 414,117

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,524,327
OTHER PERSONAL PROPERTY	203,896
LAND	166,936
BUILDINGS	1,002,256
SUB-TOTAL	\$ 2,897,415
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 2,897,415
ANNUAL NET REVENUE PER ACRE	\$ 4,967
ANNUAL REVENUE TO COST RATIO	7.0

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-27

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF OAK CREEK—SITE PLAN B, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,021,425
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,855,505
RAW LAND	\$ 2,250,000
DEBT SERVICE	2,587,513
SELLING COSTS	869,302
SUB-TOTAL	\$ 5,706,815
TOTAL DEVELOPMENT COSTS	\$ 9,562,320
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 9,562,320
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 21,782

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 192,562

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 648,850
OTHER PERSONAL PROPERTY	86,791
LAND	69,679
BUILDINGS	426,624
SUB-TOTAL	\$ 1,227,944
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 1,227,944
ANNUAL NET REVENUE PER ACRE	\$ 2,071
ANNUAL REVENUE TO COST RATIO	6.4

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-28

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF DELAVAN—SITE PLAN B, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,021,425
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,855,505
RAW LAND	\$ 1,250,000
DEBT SERVICE	2,163,713
SELLING COSTS	726,922
SUB-TOTAL	\$ 4,140,635
TOTAL DEVELOPMENT COSTS	\$ 7,996,140
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 7,996,140
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 18,214

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	40,600
TOTAL ANNUAL MUNICIPAL COSTS	\$ 122,957

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 450,433
OTHER PERSONAL PROPERTY	60,251
LAND	30,126
BUILDINGS	296,163
SUB-TOTAL	\$ 844,973
SANITARY SEWER SERVICE CHARGES	\$ 40,600
SUB-TOTAL	\$ 40,600
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 885,573
ANNUAL NET REVENUE PER ACRE	\$ 1,525
ANNUAL REVENUE TO COST RATIO	7.2

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-29

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE VILLAGE OF MENOMONEE FALLS—SITE PLAN B, STANDARD III

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,021,425
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,855,505
RAW LAND	\$ 1,500,000
DEBT SERVICE	2,269,663
SELLING COSTS	762,517
SUB-TOTAL	\$ 4,532,180
TOTAL DEVELOPMENT COSTS	\$ 8,387,685
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 8,387,685
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 19,106

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 135,036

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 484,286
OTHER PERSONAL PROPERTY	64,779
LAND	42,999
BUILDINGS	318,422
SUB-TOTAL	\$ 910,486
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 910,486
ANNUAL NET REVENUE PER ACRE	\$ 1,551
ANNUAL REVENUE TO COST RATIO	6.7

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-31

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF MILWAUKEE—SITE PLAN C, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,112,401
RAW LAND	\$ 2,750,000
DEBT SERVICE	4,179,686
SELLING COSTS	1,404,209
SUB-TOTAL	\$ 8,333,895
TOTAL DEVELOPMENT COSTS	\$ 15,446,296
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 15,446,296
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 35,185

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 400,117

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,092,076
OTHER PERSONAL PROPERTY	144,416
LAND	251,353
BUILDINGS	767,779
SUB-TOTAL	\$ 2,255,624
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 2,255,624
ANNUAL NET REVENUE PER ACRE	\$ 3,711
ANNUAL REVENUE TO COST RATIO	5.6

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-30

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF NEW BERLIN—SITE PLAN B, STANDARD III

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,021,425
RAIL	614,080
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,855,505
RAW LAND	\$ 2,000,000
DEBT SERVICE	2,481,963
SELLING COSTS	833,707
SUB-TOTAL	\$ 5,315,270
TOTAL DEVELOPMENT COSTS	\$ 9,170,775
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 9,170,775
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 20,890

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	55,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 112,906

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 237,912
OTHER PERSONAL PROPERTY	31,823
LAND	23,096
BUILDINGS	156,429
SUB-TOTAL	\$ 449,260
SANITARY SEWER SERVICE CHARGES	\$ 55,400
SUB-TOTAL	\$ 55,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 504,660
ANNUAL NET REVENUE PER ACRE	\$ 784
ANNUAL REVENUE TO COST RATIO	4.5

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-32

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF OAK CREEK—SITE PLAN C, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,112,401
RAW LAND	\$ 2,250,000
DEBT SERVICE	3,987,786
SELLING COSTS	1,333,019
SUB-TOTAL	\$ 7,550,805
TOTAL DEVELOPMENT COSTS	\$ 14,663,206
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,663,206
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 33,401

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 178,562

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 464,856
OTHER PERSONAL PROPERTY	61,473
LAND	101,567
BUILDINGS	326,815
SUB-TOTAL	\$ 954,711
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 954,711
ANNUAL NET REVENUE PER ACRE	\$ 1,552
ANNUAL REVENUE TO COST RATIO	5.3

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-33

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF DELAVAN—SITE PLAN C, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,112,401
RAW LAND	\$ 1,250,000
DEBT SERVICE	3,543,986
SELLING COSTS	1,190,639
SUB-TOTAL	\$ 5,984,625
TOTAL DEVELOPMENT COSTS	\$ 13,097,026
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,097,026
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 29,834

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	30,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 112,757

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 322,705
OTHER PERSONAL PROPERTY	42,674
LAND	62,978
BUILDINGS	226,876
SUB-TOTAL	\$ 655,233
SANITARY SEWER SERVICE CHARGES	\$ 30,400
SUB-TOTAL	\$ 30,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 685,633
ANNUAL NET REVENUE PER ACRE	\$ 1,146
ANNUAL REVENUE TO COST RATIO	6.1

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-35

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF NEW BERLIN—SITE PLAN C, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,112,401
RAW LAND	\$ 2,000,000
DEBT SERVICE	3,861,836
SELLING COSTS	1,297,424
SUB-TOTAL	\$ 7,159,260
TOTAL DEVELOPMENT COSTS	\$ 14,271,661
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,271,661
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 32,509

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 98,906

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 170,447
OTHER PERSONAL PROPERTY	22,540
LAND	36,247
BUILDINGS	119,832
SUB-TOTAL	\$ 349,066
SANITARY SEWER SERVICE CHARGES	\$ 41,400
SUB-TOTAL	\$ 41,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 390,466
ANNUAL NET REVENUE PER ACRE	\$ 583
ANNUAL REVENUE TO COST RATIO	3.9

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-34

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE VILLAGE OF MENOMONEE FALLS—SITE PLAN C, STANDARD I

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 6,524,881
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 7,112,401
RAW LAND	\$ 1,500,000
DEBT SERVICE	3,649,936
SELLING COSTS	1,226,234
SUB-TOTAL	\$ 6,376,170
TOTAL DEVELOPMENT COSTS	\$ 13,488,571
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,488,571
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 30,726

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 121,036

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 346,958
OTHER PERSONAL PROPERTY	42,882
LAND	69,736
BUILDINGS	243,927
SUB-TOTAL	\$ 706,503
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 706,503
ANNUAL NET REVENUE PER ACRE	\$ 1,171
ANNUAL REVENUE TO COST RATIO	5.8

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-36

INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE CITY OF MILWAUKEE—SITE PLAN C, STANDARD II

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,564,777
RAW LAND	\$ 2,750,000
DEBT SERVICE	3,947,602
SELLING COSTS	1,326,238
SUB-TOTAL	\$ 8,023,840
TOTAL DEVELOPMENT COSTS	\$ 14,588,617
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 14,588,617
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 33,231

ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 400,117

ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,092,076
OTHER PERSONAL PROPERTY	144,416
LAND	237,394
BUILDINGS	767,779
SUB-TOTAL	\$ 2,241,665
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 2,241,665
ANNUAL NET REVENUE PER ACRE	\$ 3,683
ANNUAL REVENUE TO COST RATIO	5.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-37

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF OAK CREEK—SITE PLAN C, STANDARD**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,564,777
RAW LAND	\$ 2,250,000
DEBT SERVICE	3,735,102
SELLING COSTS	1,255,048
SUB-TOTAL	\$ 7,240,750
TOTAL DEVELOPMENT COSTS	\$ 13,805,527
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,805,527
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 31,448
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 178,562
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 464,856
OTHER PERSONAL PROPERTY	61,473
LAND	95,625
BUILDINGS	326,815
SUB-TOTAL	\$ 948,772
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 948,772
ANNUAL NET REVENUE PER ACRE	\$ 1,540
ANNUAL REVENUE TO COST RATIO	5.3

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-38

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF DELAVAN—SITE PLAN C, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,564,777
RAW LAND	\$ 1,250,000
DEBT SERVICE	3,311,902
SELLING COSTS	1,112,668
SUB-TOTAL	\$ 5,674,570
TOTAL DEVELOPMENT COSTS	\$ 12,239,347
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 12,239,347
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 27,880
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	30,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 112,757
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 322,705
OTHER PERSONAL PROPERTY	43,974
LAND	98,853
BUILDINGS	226,876
SUB-TOTAL	\$ 651,108
SANITARY SEWER SERVICE CHARGES	\$ 30,400
SUB-TOTAL	\$ 30,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 681,508
ANNUAL NET REVENUE PER ACRE	\$ 1,138
ANNUAL REVENUE TO COST RATIO	6.0

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-39

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
VILLAGE OF MENOMONEE FALLS—SITE PLAN C, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,564,777
RAW LAND	\$ 1,500,000
DEBT SERVICE	3,417,952
SELLING COSTS	1,148,263
SUB-TOTAL	\$ 6,066,115
TOTAL DEVELOPMENT COSTS	\$ 12,630,892
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 12,630,892
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 28,772
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 121,036
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 346,958
OTHER PERSONAL PROPERTY	45,882
LAND	65,301
BUILDINGS	243,927
SUB-TOTAL	\$ 702,068
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 702,068
ANNUAL NET REVENUE PER ACRE	\$ 1,162
ANNUAL REVENUE TO COST RATIO	5.8

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-40

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF NEW BERLIN—SITE PLAN C, STANDARD II**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 5,977,257
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 6,564,777
RAW LAND	\$ 2,000,000
DEBT SERVICE	3,629,752
SELLING COSTS	1,219,453
SUB-TOTAL	\$ 6,849,205
TOTAL DEVELOPMENT COSTS	\$ 13,413,982
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 13,413,982
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 30,556
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 98,906
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 170,447
OTHER PERSONAL PROPERTY	22,540
LAND	34,069
BUILDINGS	119,832
SUB-TOTAL	\$ 346,888
SANITARY SEWER SERVICE CHARGES	\$ 41,400
SUB-TOTAL	\$ 41,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 388,288
ANNUAL NET REVENUE PER ACRE	\$ 579
ANNUAL REVENUE TO COST RATIO	3.9

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-41

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF MILWAUKEE—SITE PLAN C, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,725,083
RAW LAND	\$ 2,750,000
DEBT SERVICE	2,744,140
SELLING COSTS	921,922
SUB-TOTAL	\$ 6,416,062
TOTAL DEVELOPMENT COSTS	\$ 10,141,145
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 10,141,145
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 23,101
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 358,717
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 400,117
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 1,092,076
OTHER PERSONAL PROPERTY	144,416
LAND	165,028
BUILDINGS	767,779
SUB-TOTAL	\$ 2,169,299
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 2,169,299
ANNUAL NET REVENUE PER ACRE	\$ 3,538
ANNUAL REVENUE TO COST RATIO	5.4

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-42

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF OAK CREEK—SITE PLAN C, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,725,083
RAW LAND	\$ 2,250,000
DEBT SERVICE	2,532,240
SELLING COSTS	850,732
SUB-TOTAL	\$ 5,632,972
TOTAL DEVELOPMENT COSTS	\$ 9,358,055
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 9,358,055
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 21,317
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 137,162
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 178,562
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 464,856
OTHER PERSONAL PROPERTY	61,475
LAND	64,821
BUILDINGS	326,815
SUB-TOTAL	\$ 917,965
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 917,965
ANNUAL NET REVENUE PER ACRE	\$ 1,479
ANNUAL REVENUE TO COST RATIO	5.1

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-43

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF DELAVAN—SITE PLAN C, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,725,083
RAW LAND	\$ 1,250,000
DEBT SERVICE	2,108,440
SELLING COSTS	708,352
SUB-TOTAL	\$ 4,066,792
TOTAL DEVELOPMENT COSTS	\$ 7,791,875
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 7,791,875
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 17,749
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 82,357
SEWAGE TREATMENT COSTS	30,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 112,757
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 322,705
OTHER PERSONAL PROPERTY	45,674
LAND	37,467
BUILDINGS	226,876
SUB-TOTAL	\$ 629,722
SANITARY SEWER SERVICE CHARGES	\$ 30,400
SUB-TOTAL	\$ 30,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 660,122
ANNUAL NET REVENUE PER ACRE	\$ 1,095
ANNUAL REVENUE TO COST RATIO	5.9

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-44

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
VILLAGE OF MENOMONEE FALLS—SITE PLAN C, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,725,083
RAW LAND	\$ 1,500,000
DEBT SERVICE	2,214,390
SELLING COSTS	743,947
SUB-TOTAL	\$ 4,458,337
TOTAL DEVELOPMENT COSTS	\$ 8,183,420
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 8,183,420
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 18,641
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 79,636
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 121,036
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 346,958
OTHER PERSONAL PROPERTY	45,882
LAND	42,308
BUILDINGS	243,927
SUB-TOTAL	\$ 679,075
SANITARY SEWER SERVICE CHARGES	\$ 0
SUB-TOTAL	\$ 0
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 679,075
ANNUAL NET REVENUE PER ACRE	\$ 1,116
ANNUAL REVENUE TO COST RATIO	5.6

SOURCE— WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.

Table K-45

**INDUSTRIAL PARK COST-REVENUE ANALYSIS FOR THE
CITY OF NEW BERLIN—SITE PLAN C, STANDARD III**

COSTS AND REVENUES	
TYPE	AMOUNT
ONE TIME COSTS	
DEVELOPMENT COSTS	
UTILITIES AND STREETS	\$ 3,137,563
RAIL	367,520
OTHER COSTS	220,000
SUB-TOTAL	\$ 3,725,083
RAW LAND	\$ 2,000,000
DEBT SERVICE	2,426,290
SELLING COSTS	815,137
SUB-TOTAL	\$ 5,241,427
TOTAL DEVELOPMENT COSTS	\$ 8,966,510
ONE TIME REVENUES	
COST RECOVERED THROUGH SALE OF LAND	\$ 8,966,510
SELLING PRICE PER ACRE OF DEVELOPED LAND	\$ 20,425
ANNUAL COSTS	
MUNICIPAL SERVICES	
MUNICIPAL SERVICE COSTS	\$ 57,506
SEWAGE TREATMENT COSTS	41,400
TOTAL ANNUAL MUNICIPAL COSTS	\$ 98,906
ANNUAL REVENUES	
MUNICIPAL PROPERTY TAX REVENUES	
INVENTORY	\$ 170,447
OTHER PERSONAL PROPERTY	22,540
LAND	55,273
BUILDINGS	119,832
SUB-TOTAL	\$ 335,592
SANITARY SEWER SERVICE CHARGES	\$ 41,400
SUB-TOTAL	\$ 41,400
TOTAL ANNUAL MUNICIPAL REVENUES	\$ 376,992
ANNUAL NET REVENUE PER ACRE	\$ 556
ANNUAL REVENUE TO COST RATIO	3.8

SOURCE- WISCONSIN DEPARTMENT OF REVENUE,
WISCONSIN ELECTRIC POWER COMPANY AND SEWRPC.