

Dustin Anderson

From: Gary Warfel <gwarfel@saxon-partners.com>
Sent: Monday, April 3, 2023 8:29 AM
To: Martin, Thomas; Eckerle, Matt; Dustin Anderson
Cc: Chuck Gardiner; Lee Ann Mellon; Lee Ann Mellon; David Westland; Matthew T. Reardon EDFP (MReardon@bradleyco.com); Wendy Mis; Bingham, Bradley; Balsano, Greg
Subject: RE: Lansing Country Club

I think it is best to make it out to Dustin Anderson at the Town of Munster. We have agreed to reimburse the Town when the invoice comes in. Dustin, if you feel otherwise, please let me know.

Gary Warfel
Saxon Partners
25 Recreation Park Drive, Suite 204
Hingham, MA 02043
310-867-4299 (mobile)

From: Martin, Thomas <Thomas.Martin@bakertilly.com>
Sent: Friday, March 31, 2023 1:50 PM
To: Gary Warfel <gwarfel@saxon-partners.com>; Eckerle, Matt <Matt.Eckerle@bakertilly.com>; Dustin Anderson <danderson@munster.org>
Cc: Chuck Gardiner <cgardiner@munster.org>; Lee Ann Mellon <lmellon219@gmail.com>; Lee Ann Mellon <lmellon@munster.org>; David Westland <dwestland@westlandbennett.com>; Matthew T. Reardon EDFP (MReardon@bradleyco.com) <mreardon@bradleyco.com>; Wendy Mis <wmis@munster.org>; Bingham, Bradley <Bradley.Bingham@btlaw.com>; Balsano, Greg <Greg.Balsano@bakertilly.com>
Subject: RE: Lansing Country Club

Gary,

Very nice to meet you and everyone else. We are happy to assist with the impact report. I'll be sure to push the look out to 25 years as you recommend.

I'll put together a formal engagement letter. Can you let me know who it should be made out to? I'll need a name (entity or person) and address.

Thanks,

Tom Martin
Managing Director/Community Impact Director



Baker Tilly US, LLP
4807 Innovate Ln, PO Box 7398, Madison, WI, 53707-7398 USA
T: +1 (484) 275 0196 | F: +1 (888) 264 9617



From: Gary Warfel <gwarfel@saxon-partners.com>

Sent: Friday, March 31, 2023 9:49 AM

To: Eckerle, Matt <Matt.Eckerle@bakertilly.com>; Dustin Anderson <danderson@munster.org>

Cc: Chuck Gardiner <cgardiner@munster.org>; Lee Ann Mellon <lmellon219@gmail.com>; Lee Ann Mellon <lmellon@munster.org>; David Westland <dwestland@westlandbennett.com>; Matthew T. Reardon EDPF (MReardon@bradleyco.com) <mreardon@bradleyco.com>; Wendy Mis <wmis@munster.org>; Bingham, Bradley <Bradley.Bingham@btlaw.com>; Martin, Thomas <Thomas.Martin@bakertilly.com>; Balsano, Greg <Greg.Balsano@bakertilly.com>

Subject: RE: Lansing Country Club

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Thanks, Matt. I believe your scope looks reasonable and I can certainly provide you with far more information that ties into all our past work and current thoughts. The site plan you currently have, along with the projections that Matt Reardon and Saxon put together are an accurate representation of where we are headed. There are a few variations out there that we can discuss, aimed at highest and best use and projected market factors.

My only comment might be to make the term of the fiscal outlook increase from 20-years to 25-years to be consistent with the proposed term of the TIF. Saxon will agree to reimburse the Town for the cost of this analysis, as I discussed with Dustin. We would also like to be part of sharing all information we have to assist your research. We will also have CBRE assist us where necessary.

The time frame for your work also looks reasonable; we would like to move forward as quickly as possible.

Gary Warfel
Saxon Partners
25 Recreation Park Drive, Suite 204
Hingham, MA 02043
[310-867-4299](tel:310-867-4299) (mobile)

From: Eckerle, Matt <Matt.Eckerle@bakertilly.com>

Sent: Friday, March 31, 2023 5:54 AM

To: Dustin Anderson <danderson@munster.org>

Cc: Chuck Gardiner <cgardiner@munster.org>; Lee Ann Mellon <lmellon219@gmail.com>; Lee Ann Mellon <lmellon@munster.org>; David Westland <dwestland@westlandbennett.com>; Gary Warfel <gwarfel@saxon-partners.com>; Matthew T. Reardon EDPF (MReardon@bradleyco.com) <mreardon@bradleyco.com>; Wendy Mis <wmis@munster.org>; Bingham, Bradley <Bradley.Bingham@btlaw.com>; Martin, Thomas <Thomas.Martin@bakertilly.com>; Balsano, Greg <Greg.Balsano@bakertilly.com>

Subject: RE: Lansing Country Club

Good Morning, Dustin,

Following up on your request from last week, attached please find a proposal for our team to prepare an economic impact analysis for the proposed Kenmara Development. Please note that some of the language in the scope is informed by the preliminary site plans that were provided in advance of our last meeting, we understand that the composition of the proposed development is not yet locked in and will be able to model based upon the development assumptions that the development team feels are appropriate at this time.

Please let us know if you have any questions. I am copying in my colleague Tom Martin, the team lead for our economic impact work. Feel free to send your questions directly to him, as I will be out of town today through next Friday so my response time will be slowed.

We're looking forward to working with everyone on this stage of the project.

Thanks,
Matt

Matt Eckerle, CIPMA
Principal



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From: Dustin Anderson <danderson@munster.org>
Sent: Thursday, March 23, 2023 5:50 PM
To: Eckerle, Matt <Matt.Eckerle@bakertilly.com>
Cc: Chuck Gardiner <cgardiner@munster.org>; Lee Ann Mellon <lmellon219@gmail.com>; Lee Ann Mellon <lmellon@munster.org>; David Westland <dwestland@westlandbennett.com>; Gary Warfel (gwarfel@saxon-partners.com) <gwarfel@saxon-partners.com>; Matthew T. Reardon EDPF (MReardon@bradleyco.com) <mreardon@bradleyco.com>; Wendy Mis <wmis@munster.org>; Bingham, Bradley <Bradley.Bingham@btlaw.com>
Subject: Lansing Country Club

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Matt,

Pursuant to our conversation after the meeting with the Saxon team earlier this month, I would like to take you up on Baker Tilley's offer to conduct a financial impact analysis of the potential development of the Lansing Country Club.

Gary has agreed to reimburse the Town for this exercise.

Would you be so kind as to have the appropriate person on your team prepare a draft proposal with scope?

It is the Town's expectation that we will review the proposed scope as a team with Gary and reach consensus on its contents prior to notice to proceed.

We are broadly interested in the economic impact of the development beyond incremental property tax proceeds and PILOT, e.g. how many jobs will be produced, their modal wage, etc.

Please do reach out to me if you have any follow-up or clarifying questions.

All the best,

Dustin Anderson
Town of Munster Indiana
O: 219 836 6905
C: 219 712 8752
www.munster.org

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