



## CITY OF WASHINGTON, ILLINOIS

### Committee of the Whole Agenda Communication

**Meeting Date:** April 14, 2025

**Prepared By:** Jon Oliphant, AICP, Planning & Development Director

**Agenda Item:** Proposed 101 Washington Square TIF Redevelopment Project Financial Assistance Consideration

**Explanation:** Josie Wells, representing Properties of CPT, LLC, has submitted an application for TIF assistance to complete an exterior building improvement project at 101 Washington Square. (Note: The building contains several addresses, as it houses multiple businesses. This memo reflects 101 Washington Square as the property address.) This building, often referred to as the Denhart Building, houses W Down Under, Faire Coffee, Cornerstone Inn, Country Insurance, and Lucky Charlie. The building was constructed in 1872 and is part of the Square Historic District, though the proposed improvement would not require a Certificate of Appropriateness because it is out of public view.

The exterior improvement will consist of the removal and replacement of roughly the back half of the roof. Roof replacements are eligible for TIF assistance provided that private insurance would not cover the cost. Ms. Wells has indicated that her insurance will not cover this work. The same reinforced thermoplastic membrane material would be utilized as is in place with the current roof. It is anticipated that the work will take about 10 days to complete. Ms. Wells obtained two quotes for this work. The lower of those two quotes from BlueSky (attached) totals \$75,927.08.

The City has assisted with TIF funding for several projects on this building over the last 20+ years. This proposal would be the first request for financial assistance that has included roof repairs or replacement on this building since 2004. The front half of the roof was replaced in late 2019 but TIF did not aid with that project. Below is a brief summary of the most recent TIF projects involving the Dehart Building:

- In 2020, interior improvements were completed for Faire Coffee at 101 N. Main. The TIF Fund contributed 40% and \$11,200 of the actual project costs.
- In 2021, interior and exterior improvements were completed for Country Financial (Jake Webber) at 105 Washington Square. The TIF Fund contributed 40% and \$67,710 of the actual project costs.

**Fiscal Impact:** Staff projects that the TIF Fund currently has approximately \$520,000 remaining, which takes into account any anticipated expenses through FY 24-25. The maximum possible payout for the remainder of the Grist Mill Ventures TIF redevelopment agreement at 140 Washington Square is approximately \$328,000 through December 31, 2025. The first payment of \$116,667 for the 120 Walnut project will be due within 60 days following its completion and subsequent equal payments would be due 12 and 24 months following the initial payment. If the maximum possible payout for the 140 Washington Square project is made and the initial payment for the 120 Walnut project is made within the next year, the TIF Fund would have approximately \$75,000 at the end of FY 25-26 without including the projected property tax increment revenue of \$142,000 or any other expenditures.

This is the second project submitted since the adoption of the TIF/private development projects scoring model. The intention with the matrix is to provide a quantifiable recommendation for the use of incentives towards private redevelopment projects. It places more ranking emphasis on exterior renovations and retail uses that generate sales tax. The matrix provides a recommended not-to-exceed financial contribution based on its accumulated point total. This project scores 38.19, which places it in the lowest funding tier and a recommendation of a subsidy of 20% for the exterior

improvements. This would result in a not-to-exceed subsidy amount of \$15,185.42 if the Council chooses to utilize the scoring slotting. The Council can use its own discretion to set its own subsidy amount or percentage depending on the particular project.

**Action Requested:** Staff requests direction on a subsidy amount to be utilized in the drafting of a redevelopment agreement. Staff recommends that any TIF assistance be split into at least two payments. The first, with a maximum 75% total payment, would be paid within 60 days after the project has been completed and the submittal of all invoices. The remaining 25% would be paid one year later. A first reading ordinance with the agreement would tentatively be scheduled in the near future at either the April 21 or May 5 Council meetings.

# 105 WASHINGTON SQ - 04/08/2025 - Washington Condominium Josie Wells

## Developer Info

Applicant / Primary Contact Information	
Applicant Type	Name
Developer	Josie Wells
Business Profile	
Business Name	Phone
Washington Condominium	3092654970
Email	Physical Address
jwwell24@gmail.com	111 N Main St, Washington, Illinois 61571
Mailing Address	Years In Business
111 N Main St, Washington, Illinois 61571	0

Relationship To City
Intention
No Information Entered

## Property Information

Proposed Changes	
Proposed Square footage	Estimated Future Assessed Value
2837	\$0.00
Proposed Zoning Change	Public Improvements
PROPOSED ZONING MAY BE REQUIRED	No Information Entered

## Parcels

105 WASHINGTON SQ	
Parcel ID	Address
020224100012	105 WASHINGTON SQ
Current Key Details	Interior Construction Activities
Last Assessment:6/16/2022 - \$47,070.00	No Information Entered
Exterior Construction Activities	Structural Construction Activities
Exterior - Roofing	No Information Entered
Miscellaneous - Other Construction Activities	
No Information Entered	

## Eligible Costs

Acquisition	
No Information Entered	
Land / Building - Quote 2	\$0.00
Land / Building - Quote 1	\$0.00
Sub Total	\$0.00

Site Clearance / Preparation	
No Information Entered	
Clearing / Grading - Quote 1	\$0.00
Clearing / Grading - Quote 2	\$0.00
Property Assembly or Reconstruction - Quote 1	\$0.00
Property Assembly or Reconstruction - Quote 2	\$0.00
Infrastructure - Quote 1	\$0.00
Infrastructure - Quote 2	\$0.00
Utilities Removal / Relocation / Extension - Quote 1	\$0.00
Utilities Removal / Relocation / Extension - Quote 2	\$0.00
Sub Total	\$0.00

Soft Costs	
No Information Entered	
Insurance - Quote 2	\$0.00
Construction Interest - Quote 1	\$0.00
Construction Interest - Quote 2	\$0.00
Eligible Taxes - Quote 1	\$0.00
Eligible Taxes - Quote 2	\$0.00
Project Management - Quote 1	\$0.00
Project Management - Quote 2	\$0.00
General Contractor - Quote 1	\$0.00
General Contractor - Quote 2	\$0.00
Appraisal / Architect / Engineering / Planning - Quote 1	\$0.00
Appraisal / Architect / Engineering / Planning - Quote 2	\$0.00
Market / Environmental Studies - Quote 1	\$0.00
Market / Environmental Studies - Quote 2	\$0.00
Insurance - Quote 1	\$0.00
Sub Total	\$0.00

Exterior Renovation	
No Information Entered	
Historic Preservation / Period Façade - Quote 1	\$0.00

Historic Preservation / Period Façade - Quote 2	\$0.00
Door and Window Replacements - Quote 1	\$0.00
Door and Window Replacements - Quote 2	\$0.00
Awning Replacements - Quote 1	\$0.00
Awning Replacements - Quote 2	\$0.00
Roof Replacement - Quote 1	\$75,927.00
Roof Replacement - Quote 2	\$103,023.00
ADA Accessibility - Quote 1	\$0.00
ADA Accessibility - Quote 2	\$0.00
Painting - Quote 1	\$0.00
Painting - Quote 2	\$0.00
Roofing - Quote 1	\$0.00
Roofing - Quote 2	\$0.00
<b>Sub Total</b>	<b>\$178,950.00</b>

## Interior Renovation

No Information Entered	
Major Heating, Ventilation, and Air Conditioning ("HVAC"), Plumbing, and Electrical Improvements - Quote 1	\$0.00
Major Heating, Ventilation, and Air Conditioning ("HVAC"), Plumbing, and Electrical Improvements - Quote 2	\$0.00
Major Flooring Improvements - Quote 1	\$0.00
Major Flooring Improvements - Quote 2	\$0.00
Interior Painting and Finishing If Part of New Drywall or Brick Installation - Quote 1	\$0.00
Interior Painting and Finishing If Part of New Drywall or Brick Installation - Quote 2	\$0.00
ADA Accessibility - Quote 1	\$0.00
ADA Accessibility - Quote 2	\$0.00
<b>Sub Total</b>	<b>\$0.00</b>

## Structural

No Information Entered	
Structural Renovations - Quote 1	\$0.00
Structural Renovations - Quote 2	\$0.00
Demolition - Quote 1	\$0.00
Demolition - Quote 2	\$0.00
Foundation - Quote 1	\$0.00
Foundation - Quote 2	\$0.00
Load Bearing Support - Quote 1	\$0.00
Load Bearing Support - Quote 2	\$0.00
Square Footage Addition - Quote 1	\$0.00
Square Footage Addition - Quote 2	\$0.00
<b>Sub Total</b>	<b>\$0.00</b>



# We Fix Broken Buildings<sup>©</sup>

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**PROJECT ADDRESS**

111 N. Main Street Washington IL 61571

**PREPARED FOR**

Josie Wells

[josie@socialsocietymarketing.com](mailto:josie@socialsocietymarketing.com)

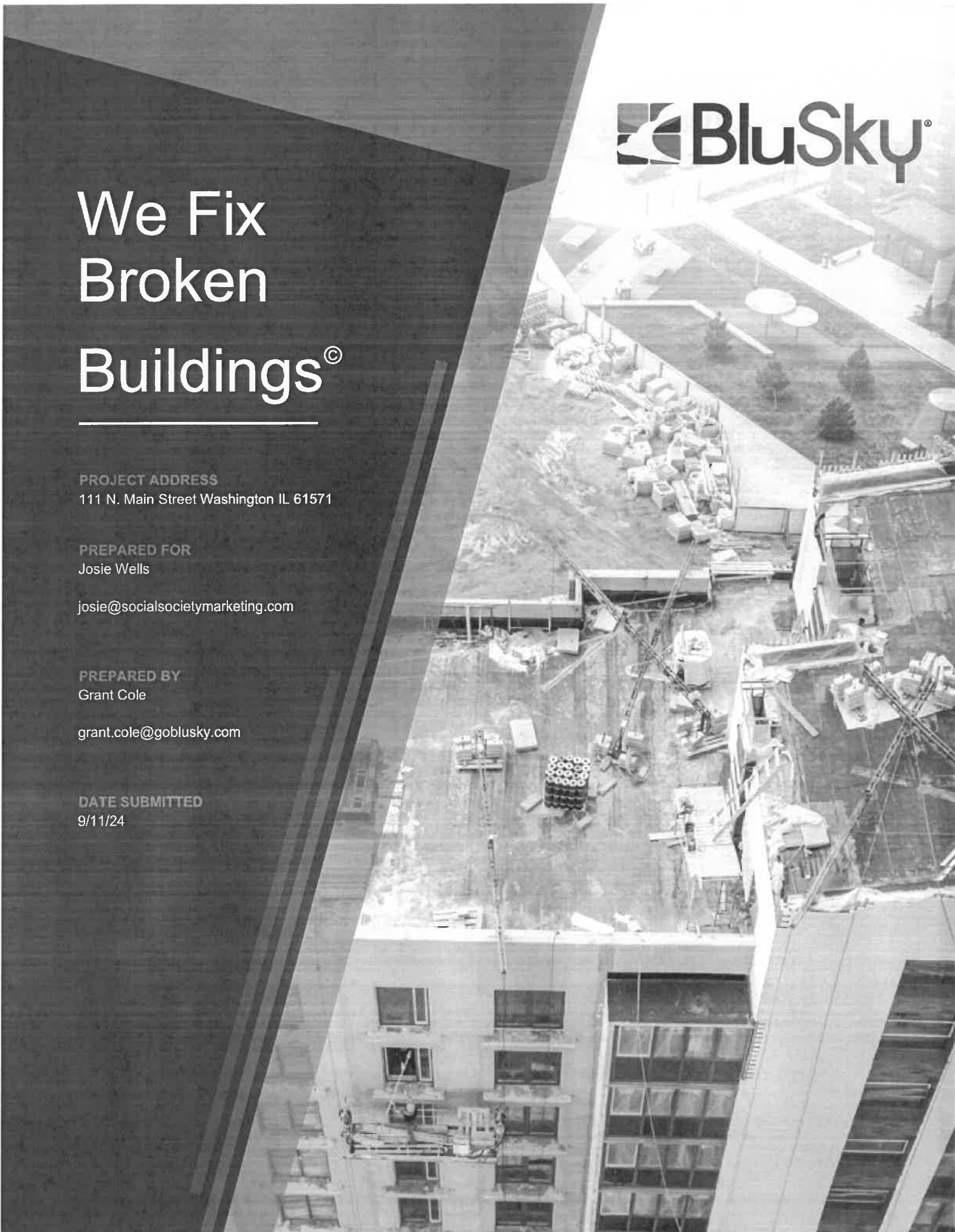
**PREPARED BY**

Grant Cole

[grant.cole@goblusky.com](mailto:grant.cole@goblusky.com)

**DATE SUBMITTED**

9/11/24



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- System Application:
  - Furnish and Install new 50 mil reinforced Thermoplastic Membrane.
  - Position the Membrane over the prepared substrate and allow the membrane sufficient time to "relax" prior to installation.
  - Fasten the membrane through the insulation to the structural deck using screws and stress plates located in the membrane seams.
  - The thermoplastic membrane seams will be overlapped a minimum of 5", then hot air welded together. Weld width shall be a minimum of 1.5" in width for automatic machine welding. Weld width shall be 2" in width for hand welding. Upon completion of welding, each seam shall be probed to ensure proper securement.
- HVAC, Curbed Penetrations and Other Air Handling Unit Details:
  - Furnish and install at the base of the unit 2 3/8" round seam plates to the field membrane. Adhere a second piece of thermoplastic membrane to the curb with bonding adhesive and install prefabricated universal corners for reinforcement.
  - HVAC units may need to be disconnected, raised to accept the new insulation height and reinstalled.
- Pipes Less Than 6" In Diameter:
  - Furnish and install new prefabricated thermoplastic pipe boot secured at the top with a stainless-steel screw type clamp fully adhered to the field sheet.
- Stacks Greater Than 6" In Diameter:
  - Furnish and install a 60 mil, non-reinforced thermoplastic flashing, where applicable.
- Miscellaneous Projections:
  - Furnish and install thermoplastic flashings to the roof projections. Upon completion of welding, each seam shall be probed to ensure proper securement.
  - Install new fascia perimeter metal to replace the coping metal.
  - Install new gutter and downspouts.
- General Conditions
  - OSHA compliance
  - 2-year installation warranty on all work done by BluSky
  - 20-year Manufacturer's NDL Warranty
- Project Exclusions:
  - Excludes mechanical contractor to disconnect and reconnect HVAC units so they can be properly roofed under.
  - This proposal does not include repairs or remediation relating to structural members, mold, termite damage, and common areas unless detailed in the scope of work.
  - Excludes pre-existing conditions including, but not limited to: structural damage or deficiencies, clogged drains or gutters, mold growth, excessive standing water, removal of hazardous material or other hidden deficiencies such as; damaged or leaking skylights, HVAC units/conduits, electrical or gas lines.
  - This proposal does not cover, and in no case shall BluSky be liable for, the removal of, or damage to, HVAC units/conduits, gas lines, water lines, electric lines, or conduits, whether located above, below, or in the roof system, lightning protection systems, landscaping,





communication cable, communication devices, or other devices, including recalibration of satellites.

- Does not include design and/or engineering fees.
- Excludes code upgrades and/or special construction required by the municipality unless detailed in the scope of work.
- Excludes security of site during non-working hours.



# Project Pricing



## Estimated Project Total

Roof Replacement - Project Duration Approximately 10 Days

\$75,927.08

The Total Cost and various pricing contained within the estimate must be contracted within 30 days from 9/11/24, after which time BluSky reserves the right to revise.

**\*\*\*Non-Binding:** This proposal is subject to final review and approval by all members involved. Neither party shall be bound until a formal contract agreement is fully executed by both parties. If you are prepared to move forward with the contracting of this project please contact your BluSky sales representative.



# Communication Plan

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Our Project Management Team uses our web-based job management system, to produce timely updates and communication, along with other project specific forms and reports. These are sent to all of your requested stakeholders. This professional and consistent communication will support all of the activities and billings for your project, providing vital information for insurance records and claims personnel.

We are confident in the professionals we hire and the processes we implement to give you the best project management and service in our industry.



## Report Information Provided to Your Team:

### **Pre-Construction Meeting**

All client stakeholders and BluSky project management meet on site to detail all specifics, goals and impact points.

### **Daily Progress Updates from Project Manager/Director**

Detailing work activities performed that day. It also reports when the next project check-up is scheduled. *Project specifics will dictate the need of daily reporting.*

### **Daily Progress Summary from Super Intendant or Manager**

Detailing work performed and tasks completed. *Project specifics will dictate the need of Daily Progress Summaries.*

### **Weekly General Meeting**

All client stakeholders and project management meet; usually held at a consistent standing time on site (conference call for phone attendees).

### **Weekly Update from Project Manager/Director**

This report summarizes the work performed throughout the week and states the goals for the upcoming week; it will usually report the physical weekly meeting discussion, too. Other items the Weekly Update will report: *Schedule status and upcoming schedule, Goals and needs from client, Issues or concerns.*

### **Project Close-out Meeting**

Both teams meet to sign off on completion of a successful project.



# Success Stories



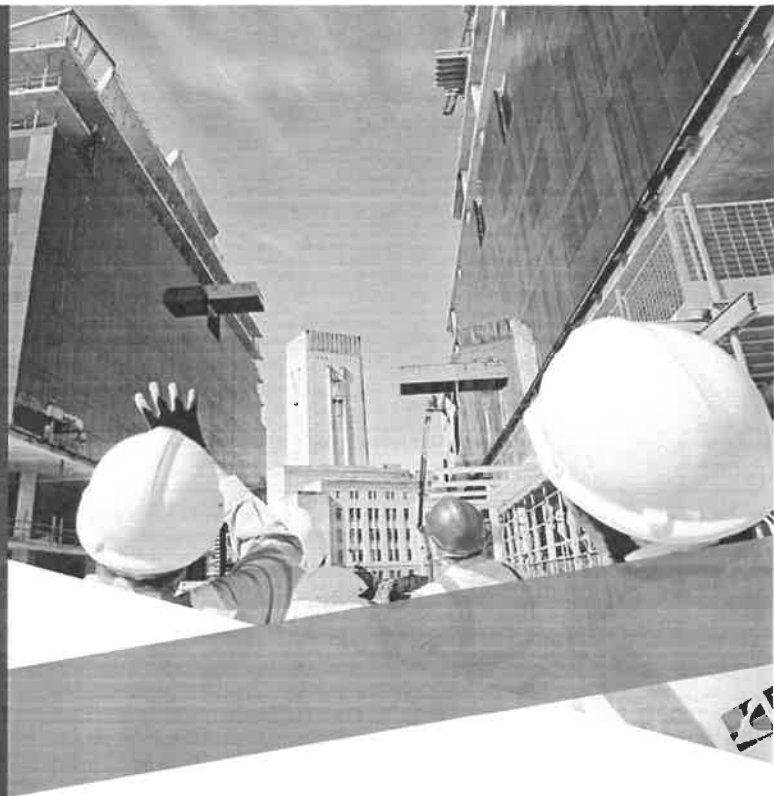
**HOLIDAY HILLS RESORT**  
Commercial Roofing Restoration



**LINCOLN UNIVERSITY**  
Tornado Damage Restoration



**SAN PEDRO ELKS LODGE**  
Fire Damage Restoration



## 96% PROOF

96% OF OUR CLIENTS SAY,  
"I would hire BluSky again."

Customer satisfaction is the staple of our business. We appreciate their faith in us to Make It Right, no matter what kind of disaster or loss they experienced, and we are proud to share testimonials and experiences from our customers around the country.



# Client Testimonials



**JIM PROVINZINO**  
Agency Owner, Farmers Insurance



**MICHELLE MORALES**  
Associate Director of Asset Management



**FRANK VANCE**  
Partner, EganVance Insurance



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# No Nonsense. Just Common Sense.

## Commercial Roofing

### The BluSky Difference

BluSky's in-house Commercial Roofing Division approaches large loss differently, operating and competing as a stand-alone roofing company. This model allows us to utilize reasonable market-rate pricing without relying solely on insurance pricing models.

When you're frustrated with unsettled and escalated roofing claims or not receiving real-world pricing due to contractors using inappropriate pricing platforms, it's time to call BluSky. Whether you have a planned replacement project or a large emergency insurance claim, BluSky will take care of it.

### We Repair & Rebuild Damaged Roofs

There are many environmental conditions that can lead to roof damage including hurricanes, tornados, hail, wind, winter storms, rain, snow, and ice. Some roofs last longer than others, but ALL are designed to perform to a minimum standard. The contractor is the key to a successful project.

BluSky is certified with eight different roofing system and materials manufacturers, which allows us to design a specific solution based on our clients' individual needs. When roofing companies only have one or two options it limits what they can offer, which could mean they cannot offer the best solution to a specific issue.



### WHY CHOOSE BLUSKY ROOFING...

- ✓ Expertise in the most difficult commercial and multifamily roofing projects
- ✓ In-depth analysis and project-specific specs that meet all code requirements
- ✓ Site-specific safety plans and inspections – residents, staff, and customers are always protected
- ✓ Resources to serve any project requirements or specification needs
- ✓ "Real-world pricing" and performance

Since 1955  
**GACO WESTERN**  
QUALIFIED APPLICATOR



**VERSICO**  
ROOFING SYSTEMS  
CERTIFIED CONTRACTOR

**JM**  
Johns Manville







**BEFORE**



**AFTER**



## Complex Project Expertise

BluSky's roofing team of seasoned experts have experience in every aspect of the business from multifamily, to hospitals, industrial, pharmaceutical, and food processing. With the vast amounts of actual experience on complex jobs involving so many types of roofing, we're able to design a solution that is efficient and can be safely completed. We are constantly looking at how to better perform our jobs, but safety is an area where we will never compromise.

The biggest way our clients benefit has been pricing. We thoroughly inspect and design our roofing projects based only on the specific project at hand. We approach roofing projects just like we would any other capital expense project, which enables us to provide more favorable pricing to the client vs. pricing based on claims adjuster software, which is not always based on real world pricing.

## Trained & Certified Installers

In today's ever-changing landscape of new products and systems, the commercial roofing industry is becoming more complex than ever.

BluSky construction professionals take continuing education and training certification courses to ensure that we can deliver the highest quality workmanship. We keep up to date with the latest technology and material advances to provide the very best solution to your specific roofing needs.



**TOPCOAT**  
LIQUID APPLIED ROOFING

**Call 800.266.5677 24/7/365**





Business Development Manager  
Heather Childers P:309.339.7357  
E:heather.childers@goblusky.com

Construction Project Director  
Jordan Moreland P:309.229.7922

BluSky Restoration  
880 W Jefferson  
Morton, IL 61550

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Thank you!



105 WASHINGTON SQ - 04/08/2025 - Impact Score Report

Project Details

**Name:** 105 WASHINGTON SQ - 04/08/2025

**Program Name:** TIF

**Description:** Part of a new Roof for: Cornerstone Inn, Faire Coffee, and W Downunder. This roof also effects Lucky Charlie and Country Financial.

**Addresses:** 105 WASHINGTON SQ WASHINGTON IL 61571

Scored On: 11-Apr-2025

Boundary: Downtown Square TIF

Overall Alignment Score

38.19

Alignment Scoring Results

Eligibility Screening

<b>Can this project continue without TIF assistance?</b> Question Type: Yes/No <div>Yes - Scoring 0</div> <div>✓ No - Scoring 0</div>	Staff Answered	Earned 0
<b>Is there a commitment to occupy for at least 2 years?</b> Question Type: Yes/No <div>✓ Yes - Scoring 0</div> <div>No - Scoring 0</div>	Staff Answered	Earned 0
<b>Is the applicant in good standing with the City/State/RS?</b> Question Type: Yes/No <div>✓ Yes - Scoring 0</div> <div>No - Scoring 0</div>	Applicant Answered	Earned 0
<b>Is the developer covering at least 60% of the total project investment cost on their own account?</b> Question Type: Yes/No <div>✓ Yes - Scoring 0</div> <div>No - Scoring 0</div>	Staff Answered	Earned 0

## Social Impact

Is this business locally owned or operated by someone within the 61571 zip code?

Question Type: Dropdown List

Staff Answered

Earned 6.67

✓ Yes - Scoring 6.67

No - Scoring 0

Will this proposed project offer more retail or restaurant opportunities on nights and weekends?

Question Type: Dropdown List

Applicant Answered

Earned 0

Yes - Scoring 3.33

✓ No - Scoring 0

N/A - Scoring 3.33

## Fiscal Impact

How much new or additional annual sales tax revenue could be collected as a result of this project?

Question Type: Dropdown List

Applicant Answered

Earned 0

✓ <\$5k - Scoring 0

\$5k - \$10k - Scoring 5.125

\$11k - \$50k - Scoring 10.25

\$50k+ - Scoring 20.5

What is the total investment % pledged from the developer's private funding sources?

Question Type: Dropdown List

Applicant Answered

Earned 7

✓ 65%+ - Scoring 7

31% - 65% - Scoring 3.5

0 - 30% - Scoring 0

Please select the total investment dollars proposed to be invested by the developer.

Question Type: Dropdown List

Applicant Answered

Earned 4.9

>\$100k - Scoring 7

✓ \$50k - \$99k - Scoring 4.9

\$25k - \$49k - Scoring 2.9

<\$25k - Scoring 0.9

## Economic Impact

Is the applicant subject to the payment of property tax?

Question Type: Dropdown List

Staff Answered

Earned 10

✓ Yes - Scoring 10

No - Scoring 0

How many new jobs will be created as a result of the investment?

Question Type: Dropdown List

Staff Answered

Earned 0

✓ 0 - 1 FTE - Scoring 0

2 - 3 FTE - Scoring 1.75

4 - 5 FTE - Scoring 3.5

6 or more FTE - Scoring 7

How many existing competitors are there to this business within the city limits?

Question Type: Dropdown List

Applicant Answered

Earned 1.75

No Competitors - Scoring 3.5

✓ 1-3 Competitors - Scoring 1.75

4+ Competitors - Scoring 0

Please select all targeted INTERIOR improvements that apply to this proposal

Question Type: Checkbox List

Staff Answered

Earned 0

Plumbing / Electrical / HVAC - Scoring 3.15

Floor Plans Renovation / Buildout - Scoring 1.875

Flooring - Scoring 0.525

Please select all targeted EXTERIOR improvements that apply to this proposal

Question Type: Checkbox List

Staff Answered

Earned 0.875

New/Restored Facade or Structural Improvements - Scoring 2.8

ADA Accessibility - Scoring 1.75

Awnings or Signage - Scoring 2.625

Windows / Doors - Scoring 3.5

✓ Roof Replacement - Scoring 0.875

Painting - Scoring 1.75

Risk Safety Scoring

What is the anticipated return on investment of the proposed TIF subsidy amount compared to the projected annual property tax increment and sales tax generation?

Question Type: Dropdown List

Staff Answer:

Earned 7

0 - 3 years - Scoring 20

4 - 5 years - Scoring 10

✓ 6 - 7 years - Scoring 7

8 - 9 years - Scoring 4

10+ years - Scoring 0