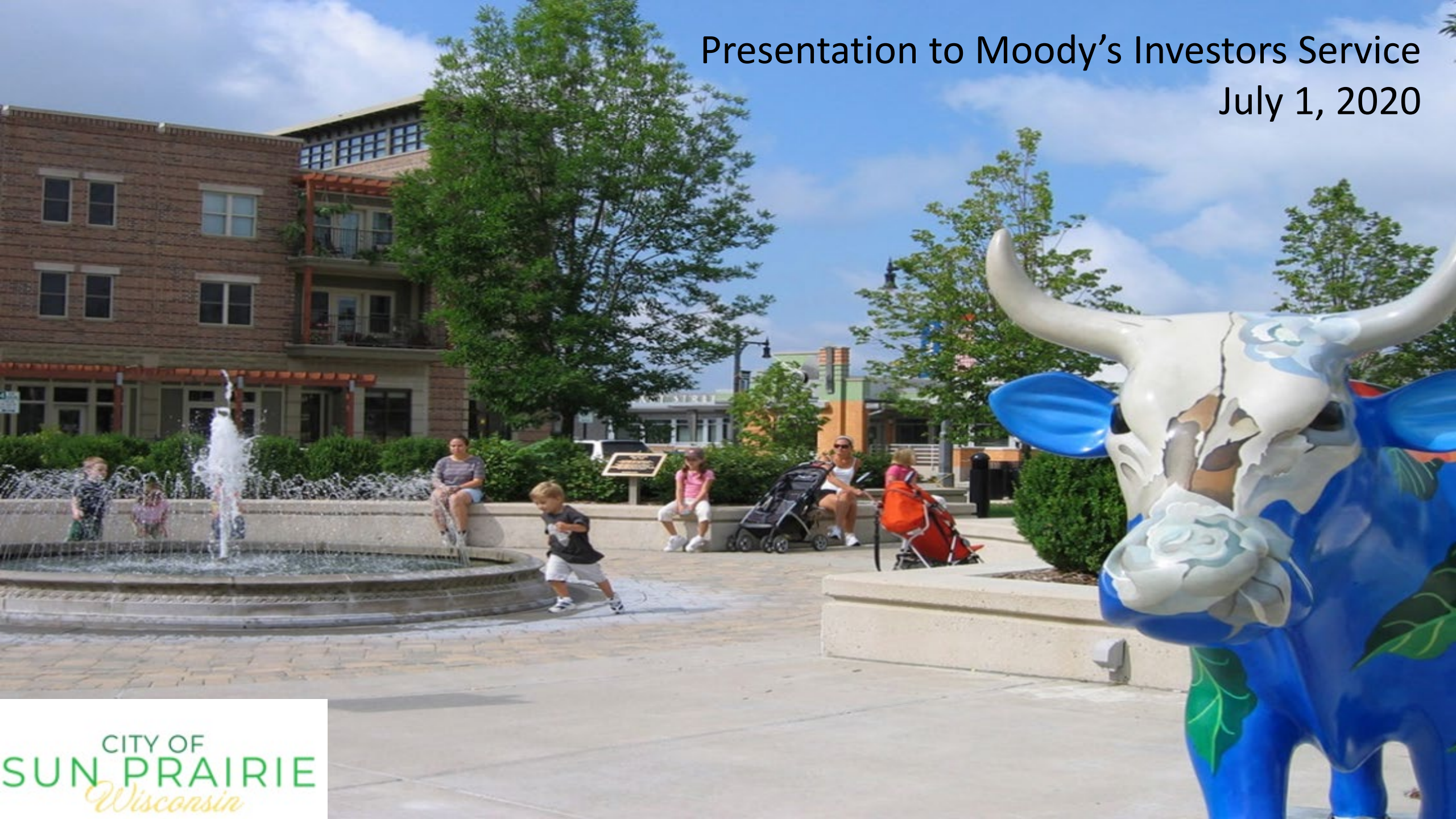


Presentation to Moody's Investors Service
July 1, 2020



List of Attendees

City of Sun Prairie

- Aaron Oppenheimer, City Administrator
- Connie DeKemper, Director of Administrative Services
- Kristin Vander Kooi, Finance Director
- Rose Schulze, Finance Manager SPU
- Neil Stechschulte, Economic Development Director

Ehlers Public Finance Advisors

- Todd Taves
- Dawn Gunderson

Moody's Investors Service

- Ben VanMetre

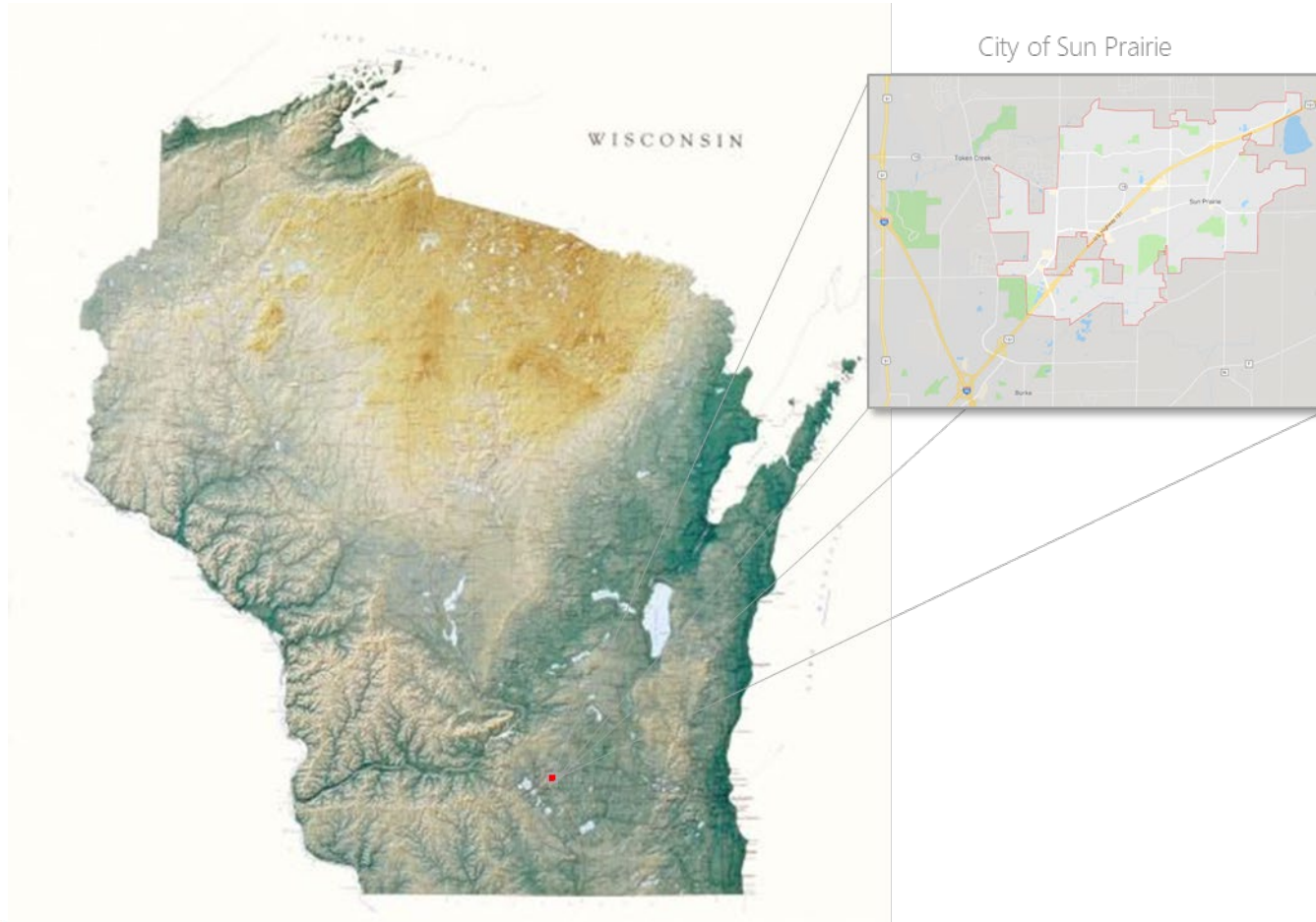


Agenda

- Community Background
- Economic Advantages
- Historical Population and Tax Base Growth
- Community Development
- Financing Plan
- Effects of COVID-19



Community Background



- Located in Dane County (Aa1), adjacent to the City of Madison (Aaa)
- Approximately 12.8 square miles
- One of the fastest growing cities in Wisconsin
- Population estimate of 35,907
- January 1, 2019 Equalized Value of \$3,634,094,300 (TID IN)



Economic Advantages

Highly Desirable Dane County Location

- 10 miles to the Dane County Regional Airport
- 155 miles to Chicago
- 75 miles to Milwaukee
- 255 miles to the Twin Cities
- I-90, I-94, and STH 151 provide convenient access
- University of Wisconsin- Madison
- Express bus service
- Sun Prairie Area School District

Unemployment Rate (12/19 and 5/20)

- City of Sun Prairie 2.50%/9.90%
- State of Wisconsin 2.40%/11.70%
- United States 3.30%/13.0%

Per Return AGI (2019)

- City of Sun Prairie \$36,998
- Dane County \$41,217
- State of Wisconsin \$32,911



Economic Advantages (cont.)

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Historical Population Growth

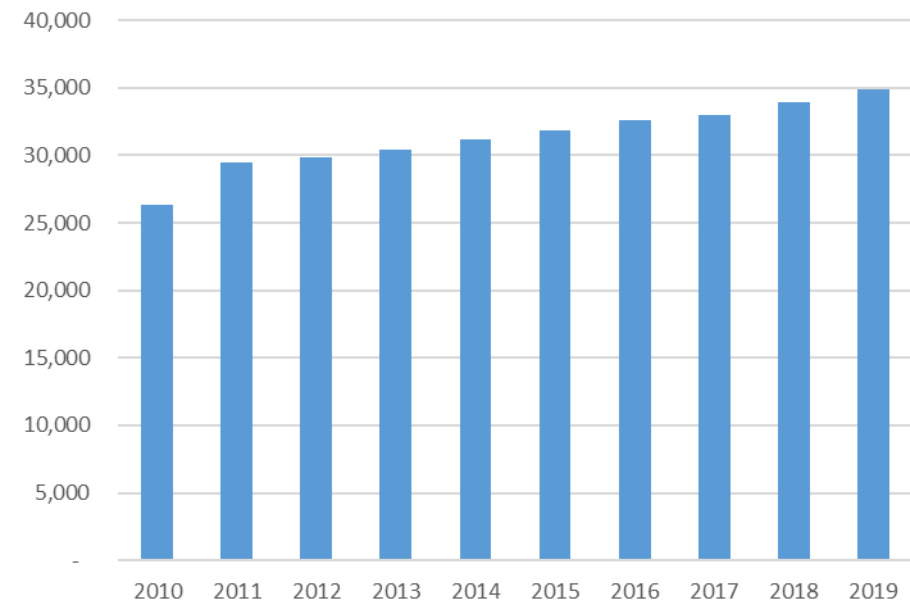
Population increased 32.5% between 2010 and 2019. From 26,300 to 34,840.

Average annual population increase since 2010 has been 874, or 3.25%,

Annual population growth of 800-1,000 persons per year projected.

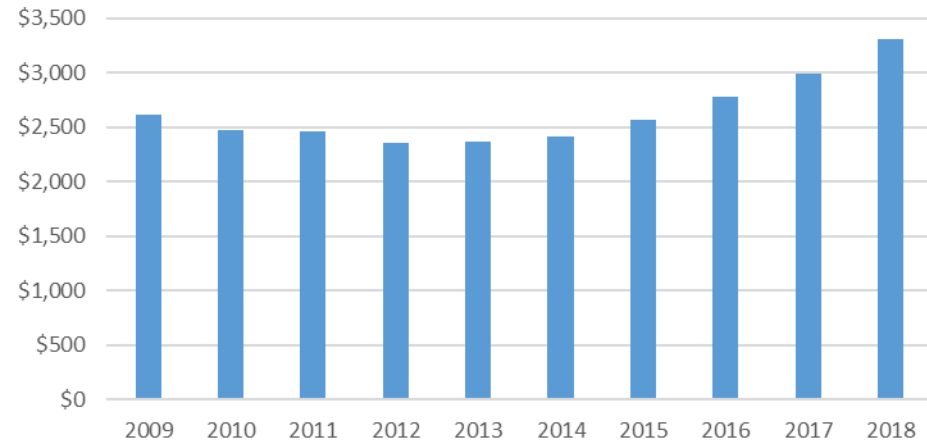
Growing at a pace to reach 50,000 by 2030.

Sun Prairie Population Growth



Historical Tax Base Growth

Sun Prairie Equalized Value Growth
(\$ in millions)



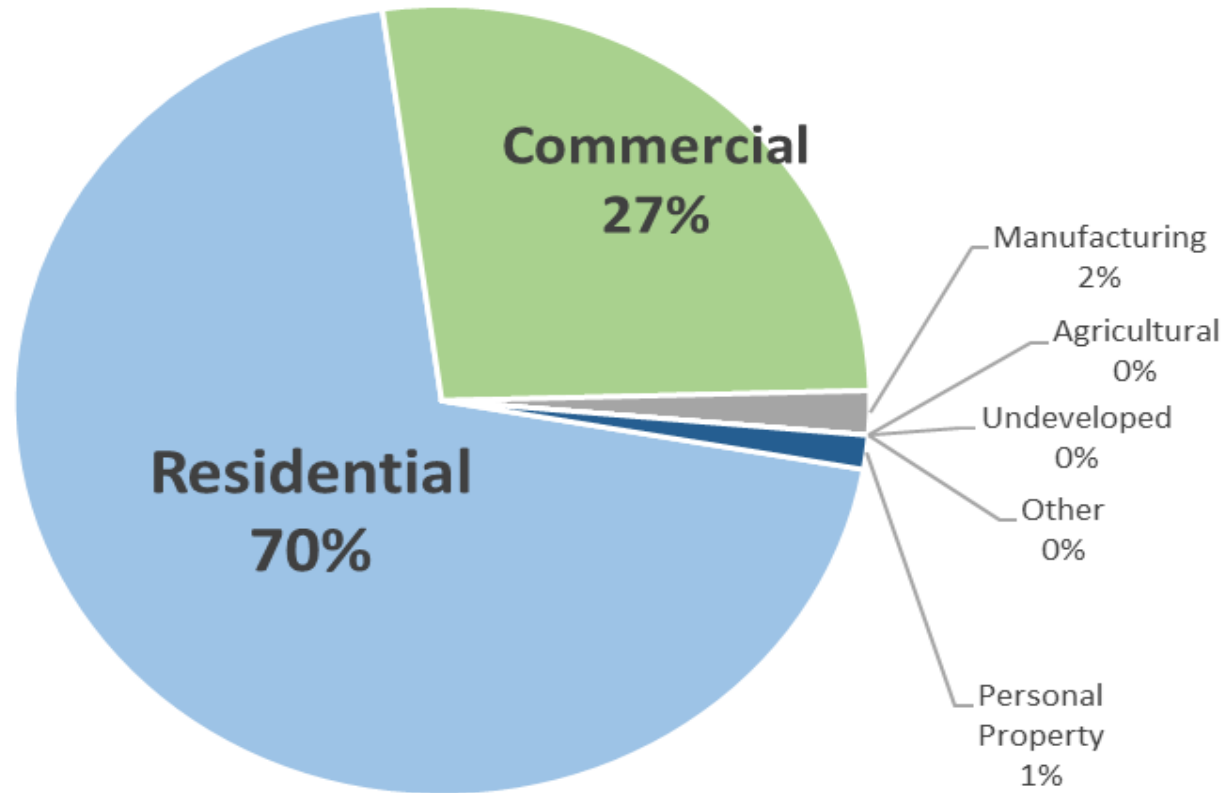
Equalized value increased 46.82% between 2010 and 2019. From \$2.475 billion to \$3.634 billion.

Projected growth in Equalized Value of 1.5% annually.



Equalized Value by Property Class (2019)

Sun Prairie Equalized Value by Class



Community Development

- Sun Prairie Strategic Work Plan
- Central Main Street Corridor Plan
- Comprehensive Plan (updated 2019)
- Parks and Open Space Plan
- Creation and Expansion of Tax Incremental Districts
- New Residential Development Areas



Community Development

Residential Development Areas

- Smith's Crossing- multiple phases
- Meadow Crossing- multiple phases
- West Prairie Village- multiple phases
- Habitat for Humanity
- Multi-family apartment complexes (Catalyst, Gorman)
- Mixed-use buildings which accommodate a variety of housing types as well as commercial/retail areas



Community Development (cont.)

Commercial Development

- MacDon built a new R&D facility
- Park 151 constructed a multi-tenant building in the Business Park. An second multi-tenant building is being constructed.
- Palmer Johnson Power Systems expansion
- SaniMatic's new facility
- Royle Printing expansion
- Continental Mapping opens in QBE building



2020 Financing Plan

				General / Cap Projects			Wastewater		Storm Water		Total Borrowing		
PROJECT		YEAR	TOTAL PROJ BUDGET	General	Prior Note	Grant		Prior	STORM	Prior	Gen. Ob.	Util. Gen. Ob.	
				Cap Projects	Funds	Funds	WWTP	Bond Funds		Bond Funds	Notes	Notes	
Street Reconstruction													
206055 - Buena Vista, Beech & Conrad Alley Reconstruction	Streets	2020	1,820,696	1,194,382	(397,055)		411,833	(411,833)	214,481	(214,481)	797,327		
206063 - Crossing Ridge & Grandview Reconstruction	Streets	2020	1,784,000	1,422,000	(142,749)		76,000	(76,000)	286,000	(286,000)	1,279,251		
206064 - Jerico Lane Reconstruction	Streets	2020	1,046,000	852,000			20,000	(20,000)	174,000	(174,000)	852,000		
206059 - Borings for 2021 Street Project Designs	Streets	2020	20,000	20,000							20,000		
206024 - Old Indian Mound Trail, Sumpter Pavement Rehab	Streets	2020	338,200	328,000			8,400	(8,400)	1,800	(1,800)	328,000		
176018 - Concrete Road Repair (Windsor St.)	Streets	2020	204,000	204,000	(35,000)						169,000		
206061 - S Thompson Road	Streets	2020	495,000	420,000			5,000	(5,000)	70,000	(70,000)	420,000		
206052 - N Bristol Street Multi-Use Path Replacement	Multi Modal	2020	200,000	200,000							200,000		
206060 - HAWK Pedestrian Crossing	Multi Modal	2020	240,000	240,000							240,000		
City Facility Projects													
191305 - Public Works Bathrooms and Cold Storage Design	Buildings & Grounds	2020	350,000	350,000	(120,000)						230,000		
201104 - Network Cabling Replacement Project	Buildings & Grounds	2020	200,000	193,500			6,000	(6,000)	500	(500)	193,500		
201509 - Teen Space Update	Buildings & Grounds	2020	50,730	50,730							50,730		
202001 - Records Management System	Buildings & Grounds	2020	82,571	82,571							82,571		
193001 - Park and Ride	Buildings & Grounds	2019	118,908	118,908							118,908		
Public Safety Radios	Buildings & Grounds	2019	794,933	794,933		(531,853)					263,080		
Park Improvements													
202009 - Vandenburg Heights Playgournd/ADA Compliance	Park Improvements	2020	353,170	353,170		(155,466)					197,704		
204014 - Liberty Park Shelter	Park Improvements	2020	350,000	350,000		(150,000)					200,000		
164001 - Skate Park Additions	Park Improvements	2020	250,000	250,000		(250,000)					-		
191707 - Splashpad and Restroom Designs	Park Improvements	2020	20,000	20,000		(20,000)					-		
204007 - Sunny Valley Park Playground Replacement	Park Improvements	2020	40,000	40,000							40,000		
194009 - Hunters Ridge Playground Replacement	Park Improvements	2019	50,000	50,000	(36,500)						13,500		
204012 - Sheehan East Park Upper Parking Lot Replacement	Park Improvements	2020	103,500	103,500							103,500		
204015 - Reserve Park Master Plan	Park Improvements	2020	25,000	25,000		(25,000)					-		



2020 Financing Plan (cont.)

Wastewater Treatment Plant											
168101 - Remove Clearwater from Sewer System	Wastewater	2020	200,000				200,000	(200,000)		-	-
208101 - Sewer TV Inspection Equipment & Software	Wastewater	2020	285,000				285,000	(4,138)		-	280,862
208103 - Sewer Main Lining	Wastewater	2020	351,000				351,000			-	351,000
Stormwater Improvements											
208530 - S Koshkonong Facility	Stormwater	2020	500,000						500,000	(500,000)	-
168530 - NW Koshkonong Facility	Stormwater	2020	3,100,000						3,100,000	(3,100,000)	-
208533 - TMDL Water Quality Projects	Stormwater	2020	200,000						200,000	(200,000)	-
208531 - Skid Steer Loader	Stormwater	2020	55,000						55,000	(55,000)	-
208104 - Koshkonong Creek Dredging	Stormwater	2020	500,000			75,000			425,000	(425,000)	-
208534 - Smith's Crossing Pond Construction	Stormwater	2020	300,000						300,000	(300,000)	-
Fleet Purchases											
207302 - Hot Box Trailer	Public Works Equip	2020	35,000	35,000							35,000
207304 - Bomag Rooler	Public Works Equip	2020	35,000	35,000							35,000
207610 - Fire SUV	Fire Equipment	2019	50,000	50,000							50,000
207403 - Lawn Sweeper	Public Works Equip	2020	35,000	23,300					11,700	(11,700)	23,300
207512 - Assistant Chief of Police Vehicle	Police Equipment	2020	49,500	49,500							49,500
SUBTOTAL											
			14,632,208	7,855,494	(731,304)	(1,132,319)	1,438,233	(731,371)	5,338,481	(5,338,481)	5,991,871
											706,862



Effects of COVID-19

2020 Revenues/Expenditures impact:

- Reduction of building permit, ambulance revenues, and public accommodation tax
- Vacancy Control savings
- Contractual Service savings (crossing guards and chip sealing)
- Program savings (Family Aquatic Center)
- Reduction of departmental meetings and training budgets
- No need to draw down on Fund Balance



Effects of COVID-19 (cont.)

2020 Revenues/Expenditures impact:

- No need to draw down fund balance
- Tracking expenditures to submit for reimbursement (FEMA, CARES Act)

2021 Anticipated Impact:

- Keep expenditures level
- Project a 0% tax increase on the average home
- Keep debt level so to use value increase for the operating levy as needed



Effects of COVID-19 (cont.)

Impacts on Essential Services:

- City buildings stayed open through the April election
- Public Safety remained on site and operational
- Deployed work from home strategies quickly
- Created virtual connections with the community
- Maintained and encouraged electronic payment options and correspondence



Summary

Significant and Sustainable Community Growth

Investment in Community Planning

Sound Financial Management

