

Town of Brookhaven
Industrial Development Agency
MEETING AGENDA
Monday, October 23 at 12:35 P.M.

1. ROLL CALL
2. MINUTES

September 20, 2023

3. CFO'S REPORT

Budget vs. Actual Report – September 30, 2023

4. APPLICATIONS

Hawkins Avenue Development RHP2, LLC - Subtenant – Ronkonkoma Tap Room, LLC
WellLife Network, Inc. / Medford Gardens Housing Development Fund Corp.
Ronk Hub NOVA, LLC
Mt. Sinai Knolls Portfolio Holdings, LLC

5. RESOLUTIONS

Hawkins Avenue Development RHP2, LLC - Subtenant – Ronkonkoma Tap Room, LLC
Ronk Hub Land Division
GGV Grove Apartments, LLC
WellLife Network, Inc. / Medford Gardens Housing Development Fund Corp.
September Morning, LLC
HSRE EB Mt. Sinai, LLC & EB at Mt. Sinai Easement Agreement Request
Port Development, LLC Request
Hydro Metal Holdings, LLC / Boilermatic Welding Industries, Inc. Request

6. CEO'S REPORT

Fairfield Knolls at Mt. Sinai Owner, LLC Letter
On the Common at Rocky Point, LLC
AIREF Station Road Logistic Center, LLC & AIREF Station Road 2, LLC Request
Scalamander Cove, LLC Request
Segme Brookhaven, LLC Request

7. EXECUTIVE SESSION

The next IDA meeting is scheduled for November 15, 2023.

TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

MEETING MINUTES

SEPTEMBER 20, 2023

MEMBERS PRESENT: Frederick C. Braun, III
Martin Callahan
Mitchell H. Pally
Gary Pollakusky
Ann-Marie Scheidt
Frank C. Trotta

EXCUSED MEMBER: Felix J. Grucci, Jr.

ALSO PRESENT: Lisa M. G. Mulligan, Chief Executive Officer
Lori LaPonte, Chief Financial Officer
Amy Illardo, Director of Marketing
Jocelyn Linse, Executive Assistant
Terri Alkon, Administrative Assistant
Annette Eaderesto, Counsel
William F. Weir, Nixon Peabody, LLP (via Zoom)
Barry Carrigan, Nixon Peabody, LLP
Howard Gross, Weinberg, Gross & Pergament (via Zoom)
William Cornachio, Rivkin Radler, LLP
Jack Kilgallen, Blue Point Brewery

Chairman Braun opened the Industrial Development Agency meeting at 8:27 A.M. on Wednesday, September 20, 2023, in the Agency's Office on the Second Floor of Brookhaven Town Hall, One Independence Hill, Farmingville, New York. A quorum was present.

MEETING MINUTES OF AUGUST 16, 2023 & SEPTEMBER 7, 2023

The motion to approve these Minutes as presented was made by Mr. Pally and seconded by Ms. Scheidt. All voted in favor.

AMERICAN BEVERAGE CRAFTS, LLC – APPLICATION

This application is for American Beverage Crafts (a subsidiary of Tilray) to purchase Blue Point Brewery and assume their IDA benefits. There are 5 years left of the PILOT and all employees

will be retained. There are a total of 8 craft breweries being purchased at a cost of approximately \$85 million.

Ms. Eaderesto joined the meeting at 8:30 A.M.

Mr. Cornachio provided some details on the financing for this purchase. Operations at the brewery will not change. It was noted that Tilray is in the cannabis industry; Tilray has committed to not bring any cannabis operations into the US unless it is permitted on a federal level. Blue Point Brewery committed to having 66 full-time equivalent employees, they currently employ 103 full-time equivalent employees.

The motion to accept the application was made by Mr. Pally, seconded by Mr. Trotta, and unanimously approved.

The motion to approve the resolution was made by Mr. Callahan and seconded by Mr. Pally. All voted in favor.

CFO'S REPORT

Budget vs. Actual Report

Ms. LaPonte presented the Actual vs. Budget Report for the period of January 1, 2023 through August 31, 2023. To date there have been four closings as well as one in September. Interest income is above budget and expenditures are below budget except for office supplies and depreciation due to the purchase of new computers and related equipment.

2024 Budget

The Finance Committee recommended approving the draft budget for 2024 that is due to be filed with PARIS by October 31, 2023. The motion to accept the recommendation of the Finance Committee and authorize filing with the PARIS system was made by Mr. Pally, seconded by Ms. Scheidt, and unanimously approved.

All payroll taxes and related withholdings have been paid timely in accordance with Federal and State guidelines. All regulatory reports have been made in a timely fashion.

The motion to accept the CFO's report was made by Mr. Trotta and seconded by Mr. Pollakusky. All voted in favor.

CEO'S REPORT

Job Creation Numbers

Responses were received from projects not meeting their job creation numbers. Upon review, the majority had reasonable explanations; two were brought to the Board's attention. Crestwood Farms will be contacted for more information and Holtsville Industrial has an underperforming subtenant that they anticipate will be leaving soon. Some have hired more employees since December 31, 2023 so their numbers have increased.

Top Golf Event

The headcount for the event scheduled for September 27, 2023 is approximately 35 attendees.

Meeting Times

The October meeting will be held at 8:30 A.M. on the 23rd and the November 15th meeting will be held at 12:30 P.M.

Community Development Corporation (CDC) Long Island Zoning Atlas

The CDC sent a request for support for their Long Island Zoning Atlas project. This program, once completed, will have every piece of property on Long Island included with multiple zoning overlays. CDC is requesting a \$90,000 commitment for the next two years to update and manage the atlas from the IDA's on Long Island. It was noted that a few of the Board Members are affiliated with the CDC but are not paid.

Mr. Pollakusky made a motion to support this project at a cost of \$10,000 for the next two years. The motion was seconded by Mr. Callahan and unanimously approved.

IDA Meeting
September 20, 2023

The motion to close the IDA meeting at 8:57 A.M. was made by Mr. Trotta and seconded by Mr. Pally. All voted in favor.

The next IDA meeting is scheduled for Monday, October 23, 2023.

DRAFT

AIREF Station Road Logistics Center LLC & AIREF Station Road 2 LLC
301 Route 17 North, Suite 206
Rutherford, NJ 07070

September 14, 2023

Via email (lmulligan@brookhavenida.org)

Town of Brookhaven Industrial Development Agency
1 Independence Hill, 2nd Floor
Farmingville, NY 11738
Attention: Lisa M.G. Mulligan, Executive Director

Re: Request for Extension of Preliminary Inducement
AIREF Station Road Logistics Center LLC & AIREF Station Road 2 LLC (“AIREF”)
AIREF @ Bellport Industrial/Warehouse Project - Application for financial assistance

Dear Ms. Mulligan:

We received your letter dated August 22, 2023 noting the Town of Brookhaven Industrial Development Agency’s recently adopted application and resolution expiration policy and its applicability to our existing IDA application.

As you may be aware, the AIREF @ Bellport project received a positive declaration under SEQRA from the Town of Brookhaven Planning Board, which has resulted in a lengthier approval process for the project. Most recently, the Town’s Planning Board held a joint DEIS/Site Plan public hearing on September 11, 2023. Two additional Planning Board hearings will be required for AIREF to secure FEIS acceptance, final SEQRA determination, and site plan approval. At this time, the earliest AIREF expects to have all required Town Planning Board approvals is sometime in the first quarter of 2024. In light of the foregoing, AIREF respectfully requests an extension of the deadline to have a public hearing and seek final IDA approval, until August 31, 2024.

Please feel free to contact me if you would like to discuss this matter.

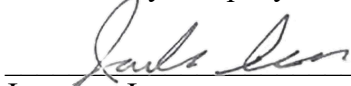
Very truly yours,

AIREF Station Road Logistics Center LLC,

a Delaware limited liability company

By: Ares Industrial Real Estate Fund OP LP,
a Delaware limited partnership, its Sole Member

By: Ares Industrial Real Estate Fund GP LLC,
a Delaware limited liability company, its General Partner


By: 
Name: Jonathan Isser
Title: Vice President

AIREF Station Road 2 LLC,

a Delaware limited liability company

By: Ares Industrial Real Estate Fund OP LP,
a Delaware limited partnership, its Sole Member

By: Ares Industrial Real Estate Fund GP LLC,
a Delaware limited liability company, its General Partner

By: 
Name: Jonathan Isser
Title: Vice President



FORCHELLI
DEEGAN
TERRANA

DANIEL S. DORNFELD
PARTNER
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DDORNFELD@FORCHELLILAW.COM

October 2, 2023

Town of Brookhaven Industrial Development Agency
One Independence Hill
Farmingville NY 11738
Attn: Lisa MG Mulligan, Chief Executive Officer

Re: ***Request for Consent to add Roof mounted solar energy production facility
Project: Hydro Metal Holdings, LLC /Boilermatic Welding Industries, Inc.
-- 20 Pinehurst Drive, Bellport NY 11713***

Dear Ms. Mulligan:

As you are aware, this firm represents Hydro Metal Holdings, LLC and Boilermatic Welding Industries, Inc. (“Boilermatic”), which acquired the property at 20 Pinehurst Drive, Bellport, NY (the “Property”), with the Town of Brookhaven Industrial Development Agency’s (“TOBIDA”) assistance.

My client wishes to install a roof mounted solar energy production facility on their building at 20 Pinehurst Drive, Bellport NY. It is expected that 15% of the power generated will be used by Boilermatic and the balance will be sold back to the utility.

It has been suggested that this installation would require the approval of the TOBIDA. We hereby request that the TOBIDA consent to such installation. We believe becoming more environmentally sustainable will not only benefit my client, but will also benefit the residents of Brookhaven, not to mention society as a whole.

Thank you for your consideration. Should you wish to discuss, please do not hesitate to reach out.

Very truly yours,

Forchelli Deegan Terrana LLP

By: *Daniel S. Dornfeld*
Daniel S. Dornfeld

Fairfield Knolls at Mount Sinai Owner LLC

c/o Fairfield Properties

538 Broadhollow Road – Third Floor East

Melville New York 11747

631-499-6386

September 27, 2023

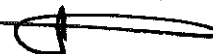
Town of Brookhaven Industrial Development Agency

Reference: Engel Burman at Mount Sinai, LLC – Withdrawal of Application

Dear Sirs/Madam:

As you are aware, on July 11, 2023 Fairfield Acquisition LLC and Engel Burman at Deer Park LLC entered into a Purchase and Sale Agreement (the "PSA") for the purchase of the property known as Sutton Landing at Mount Sinai located at 300 Sutton Court, Mount Sinai, New York.

Subsequent thereto, on or about July 18, 2023, Fairfield Knolls at Mount Sinai Owner LLC, as assignee of Fairfield Acquisition LLC ("Fairfield"), submitted an application to the Town of Brookhaven Industrial Development Agency ("TOBIDA").

Please be advised that the PSA has been terminated and is of no further force or effect. Please be further advised that Fairfield hereby withdraws the prior application to TOBIDA and said application is of no further force or effect. 

RE: IDA 

We thank you for your consideration and look forward to future opportunities.

Very truly yours,

Fairfield Knolls at Mount Sinai LLC

By:



By: Gary Broxmeyer, A Manager



By: Michael Broxmeyer, A Manager

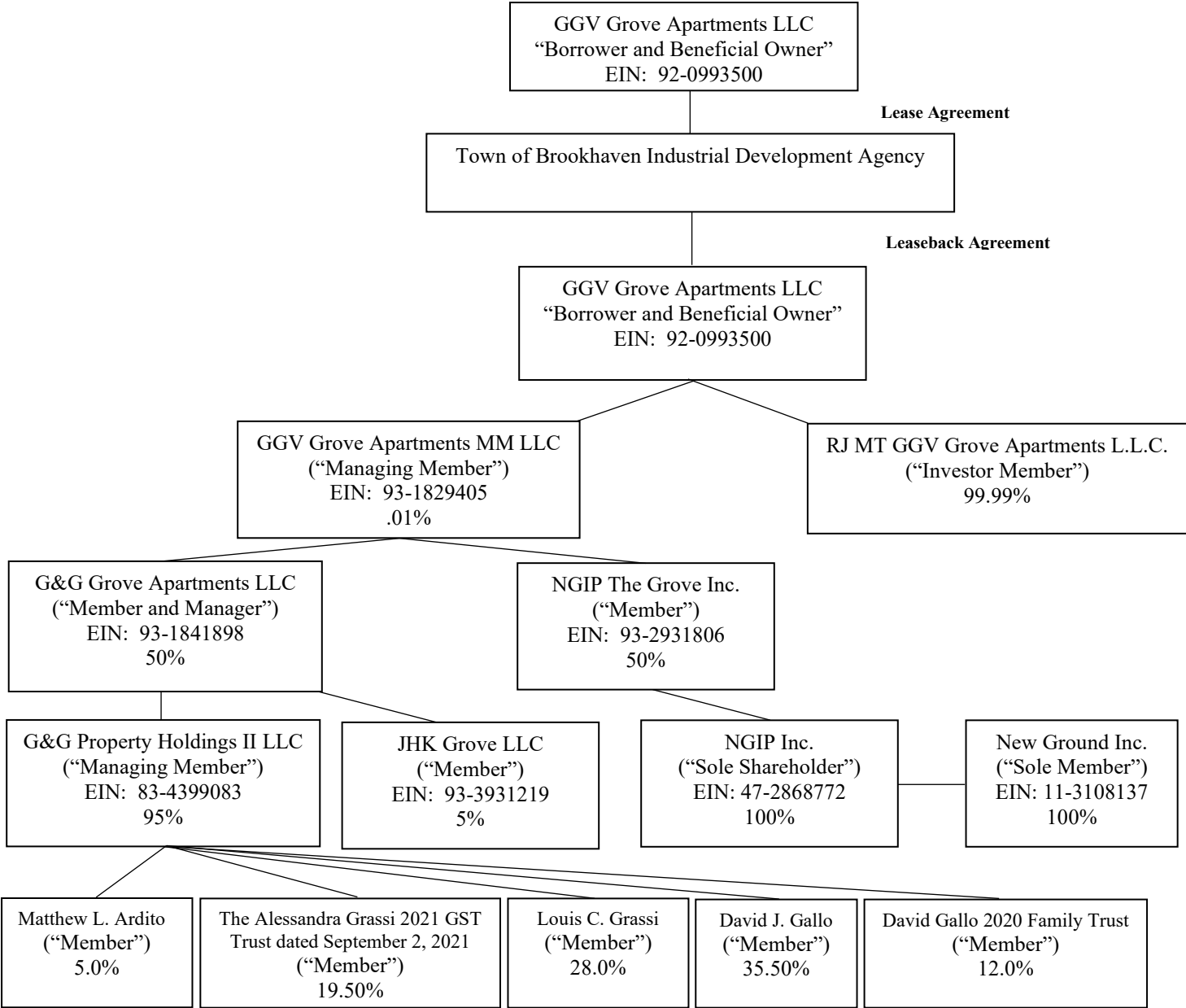
GGV Grove Apartments DRAFT PILOT

YEAR		PILOT
1	\$	55,000
2	\$	56,100
3	\$	57,222
4	\$	58,366
5	\$	59,534
6	\$	60,724
7	\$	61,939
8	\$	63,178
9	\$	64,441
10	\$	65,730
11	\$	67,045
12	\$	68,386
13	\$	69,753
14	\$	71,148
15	\$	72,571
16	\$	74,023
17	\$	75,503
18	\$	77,013
19	\$	78,554
20	\$	80,125
21	\$	81,727
22	\$	83,362
23	\$	85,029
24	\$	86,729
25	\$	88,464
26	\$	90,233
27	\$	92,038
28	\$	93,879
29	\$	95,756
30	\$	97,671

**PROPOSED PILOT BENEFITS ARE FOR DISCUSSION PURPOSES ONLY AND
HAVE NOT BEEN APPROVED BY THE AGENCY.**

**PROPOSED PILOT BENEFITS ARE
FOR DISCUSSION PURPOSES ONLY
AND HAVE NOT BEEN APPROVED BY**

THE GROVE APARTMENTS - ORGANIZATIONAL STRUCTURE



ECONOMIC IMPACT ANALYSIS

The Grove Apartments Multifamily Residential

400 East Main Street
Hamlet of East Patchogue, Town of Brookhaven, New York

NPV No. 08262

Prepared for:

Georgica Green Ventures, LLC
c/o Allison Giosa-Ekblom
50 Jericho Quadrangle, Suite 118
Jericho, NY 11753

Prepared by:



NELSON POPE VOORHIS

environmental • land use • planning

70 Maxess Road
Melville, NY 11747

Contact: Charles J. Voorhis, CEP, AICP, Partner
o: 631.427.5665 | cvoorhis@nelsonpopevoorhis.com

December 6, 2022

TABLE OF CONTENTS

Executive Summary	ii
1.0 Introduction	1
1.1 Project Overview	1
1.2 Needs and Objectives	3
2.0 Methodology	6
3.0 Economic Impacts	8
3.1 Definition of Economic Impacts	8
3.2 Key Findings	9
3.2.1 Economic Impacts of Construction	9
3.2.2 Economic Impacts of Annual Operations	10
4.0 References	12
Attachment A	NPV Economic Qualifications

EXECUTIVE SUMMARY

This analysis examines the economic impacts that are anticipated to occur through the construction and annual operations of a multifamily residential development to be known as The Grove Apartments, located at 400 East Main Street, East Patchogue. The subject site is located on the southeast corner of East Main Street (also known as Montauk Highway and County Route 80) and Grove Avenue in the **Hamlet of East Patchogue**, Town of Brookhaven, Suffolk County, New York. The land uses surrounding the project site are generally comprised of commercial land uses along Montauk Highway with residential neighborhoods north of East Main Street and to the south of the property.

The proposed project will provide a **55-unit multifamily residential development** and associated amenities (leasing office, community room, fitness room, and kids playroom) in three detached 2-story buildings along with approximately 1,000 square feet (SF) of retail space and approximately 800 SF of non-profit space designated for New Ground, a Long Island-based non-profit organization with over 25 years of housing and supportive service experience. Out of the 55 housing units proposed, 17 would be designated as permanent supportive housing for victims/survivors of domestic violence through New Ground, who will provide services including, but not limited to domestic violence safety planning, housing stability, individual counseling, financial literacy, legal assistance, employment training, children and family services and community building. The potential employment benefits of the retail and nonprofit space were not evaluated in this economic analysis; the analysis focuses solely on the economic benefits related to construction and operations of the multifamily residential units.

The proposed development will provide 55 units at affordable rates for households earning between 50% and 90% of the area median income (AMI). The proposed development seeks to provide a variety of unit sizes to accommodate the diverse needs of the community including 21 one-bedroom apartments, 28 two-bedroom apartments, and 6 three-bedroom apartments.

The proposed project responds to the public need for increased housing opportunities, including affordable and workforce housing opportunities. Housing costs have skyrocketed, housing availability has fallen, and local businesses and institutions are no longer able to fill essential positions to meet customer demand during what should be a post-pandemic recovery. The shortage of housing and demand for workers impacts many across the employment spectrum.

The proposed multifamily residential development will support local businesses in East Patchogue and the surrounding areas, bringing increased patronage and spending power to the community. Consumer activity from the increase in residents will ripple through the local community, creating beneficial economic and fiscal impacts throughout East Patchogue, the Town of Brookhaven, Suffolk County, and the region as a whole. In addition, the proposed project will create strong economic activity by providing jobs during construction as quantified in this report.

Economic benefits include direct economic impacts, as well as those indirect and induced impacts that are projected to occur – on output, employment, and labor income – during both the 18-month construction period, and annually upon stabilized operations of the proposed project. During construction, direct, indirect, and induced impacts of the proposed project are estimated to result in **\$27,112,250** in **total output**, **139.30 jobs** (total full-time equivalent [FTE] jobs), and **\$12,446,434** in **labor income** (total wages). During annual operations, direct, indirect, and induced impacts of the proposed project are projected to total **\$1,165,860** in **output** (total revenue), **3.1 jobs** (total FTE jobs), and **\$234,670** in **labor income** (total wages).

In summary, the proposed project is beneficial to economic conditions of the hamlet of East Patchogue, the Town of Brookhaven, Suffolk County, and the region.

1.0 INTRODUCTION

Nelson, Pope & Voorhis, LLC (NPV) has been requested to prepare an economic impact analysis for a proposed multifamily residential development to be known as The Grove Apartments, 400 East Main Street in the Hamlet of East Patchogue, Town of Brookhaven. NPV is a professional environmental and planning firm with qualifications and expertise to prepare economic impact analyses, and has a track record of similar completed projects, as well as residential and commercial market analysis and related economic development services to private and municipal clients. The economic qualifications of the firm and personnel are provided in **Attachment A**.

1.1 Project Overview

This analysis examines the economic impacts that are anticipated to occur through the construction and annual operations of a 55-unit multifamily residential development comprised within three 2-story buildings. In addition, the proposed development includes approximately 1,000 SF of retail space and approximately 800 SF of non-profit space designated for New Ground, a Long Island-based non-profit organization with over 25 years of housing and supportive service experience.

The proposed development will primarily target the local workforce and family households by providing 55 affordable units for households earning between 50% and 90% of the area median income. More specifically, as proposed, 17 units will be targeted for households earning up to 50% of AMI, 26 units to households earning up to 60% of AMI, 7 units households earning up to 80% of AMI, and 5 units households earning up to 90% of AMI.

The proposed development seeks to provide a variety of unit sizes to accommodate the diverse needs of the community and includes 21 one-bedroom apartments, 28 two-bedroom apartments and 6 three-bedroom apartments. The anticipated monthly rental rates range between \$1,227-\$2,045 for the one-bedroom units, \$1,457-\$2,601 for the two-bedroom units, and \$1,671-\$2,994 for the three-bedroom units.

This proposal meets the New York State Housing Goal for an Integrated Supportive Housing Project that will provide 17 units of permanent supportive housing to victims/survivors of domestic violence (“DV”) through New Ground, a Long Island-based non-profit organization with over 25 years of housing and supportive service experience. Georgica Green Ventures, LLC (GGV) and New Ground have secured a conditional award letter from the Empire State Supportive Housing Initiative (ESSHI) for the proposed 17 supportive units (30% of total units). According to New Ground, the Suffolk County DV hotline receives over 4,000 calls annually from individuals and/or families in need. With only 2 Suffolk County emergency housing shelters, both at full capacity, there are over 100 households on the waitlist for immediate safe housing. The proposed development would be the first permanent rental housing available for victims/survivors of domestic violence and their families on Long Island. The site plan includes

non-profit space designated to New Ground which will be used to provide on-site supportive services to the 17 ESSHI units. Through an ESSHI funding award, New Ground will provide services including, but not limited to domestic violence safety planning, housing stability, individual counseling, financial literacy, legal assistance, employment training, children and family services and community building. The proposed development is in a market area that has significant unmet demand for affordable and DV supportive housing with a severely cost-burdened renter population. Providing secure, peaceful, and dignifying housing is a fundamental human right with affordability that will significantly improve economic stability while in a great location walkable to downtown with easy access to employment opportunities and transportation options.

The applicant is requesting a PILOT in the amount of \$600 per unit, or \$33,000 per year. After review and verification of the financial model and applicable term sheets, the PILOT amount requested by the applicant is necessary ensure the financial feasibility of the proposed housing development. The total governmental funds available to help finance affordable/supportive mixed income housing projects are limited by the federal, state and county term sheets which availability is compounded by rising interest rates. The Grove Apartments is currently requesting the maximum eligible funding allowances through New York State Homes and Community Renewal (NYSHCR) and Suffolk County Acquisition/Infrastructure Funding Program. If the annual PILOT payment is in excess of what is being requested, it will reduce the supportable debt for the property and the proposed development will not be financially feasible resulting in the inability to provide this community with a transformative, mixed-use, mixed income multifamily and supportive housing downtown development.

This proposed PILOT request is consistent with similarly situated affordable/supportive housing developments approved throughout Nassau and Suffolk County. As per NYSHCR affordable housing developments are required to demonstrate a PILOT agreement co-terminus with the NYSHCR regulatory period for at least 30 years and up to 50 years. The requested PILOT amount of \$33,000 per year is consistent with comparable affordable housing developments across Nassau and Suffolk County. A PILOT payment in excess of what is being requested would put the property in jeopardy of meeting NYSHCR Financial thresholds and ultimately make the development infeasible.

The subject site is located on the southeast corner of East Main Street and Grove Avenue in the **hamlet of East Patchogue**, Town of Brookhaven, Suffolk County, New York. The area surrounding the project site is primarily comprised of commercial land uses along East Main Street with residential neighborhoods to the north and south of properties fronting on the highway.

The following analysis examines and quantifies the economic impacts that are anticipated to result from the proposed development. **Section 2.0** outlines the methodology and the sources of data used to project the economic impacts generated in this analysis. **Section 3.0** summarizes the economic conditions related to the proposed project. **Section 3.1** defines

economic impacts for the purpose of the report, and **Section 3.2** presents the key findings of the direct economic impacts, as well as those indirect and induced impacts that are projected to occur – on output, employment, and labor income – during both the 18-month construction period, and annually upon stabilized operations of the proposed project. As previously noted, these projections anticipate stabilization of the economy in post-pandemic conditions. A summary of these key economic findings is provided in **Table 1**.

TABLE 1
SUMMARY OF KEY ECONOMIC FINDINGS

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
<i>Economic Impacts during Construction</i>			
Direct Impact	\$18,861,036	93.20	\$9,430,518
Indirect Impact	\$2,371,228	12.79	\$893,518
Induced Impact	\$5,879,986	33.31	\$2,122,398
Total Impact	\$27,112,250	139.30	\$12,446,434
<i>Economic Impacts during Annual Operations</i>			
Direct Impact	\$1,165,860	1.5	\$105,596
Indirect Impact	\$272,039	1.0	\$87,547
Induced Impact	\$114,718	0.6	\$41,526
Total Impact	\$1,552,617	3.1	\$234,670

Source: Data provided by Georgica Green Ventures, LLC; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

Lastly, **Section 4.0** outlines the references and sources of information utilized in this analysis, and as previously noted, the economic qualifications of the firm and personnel are provided in **Attachment A**.

1.2 Needs and Objectives

The proposed project responds to the public need for additional quality rental multifamily housing units in East Patchogue and the Town of Brookhaven. The project provides a positive contribution toward addressing demand for such housing needs. The residents of the proposed housing units will also support local businesses in the community, bringing increased patronage and spending power to the community. Consumer activity will ripple through the local community, creating beneficial economic impacts throughout East Patchogue, the Town of Brookhaven, Suffolk County, and the region as a whole.

The Town of Brookhaven’s Comprehensive Land Use Plan discusses the then-current residential demographics including household size, population density, dwelling unit type availability, and factors of wealth and age. Based on these demographics the plan lays out the then-existing

residential land use conditions, identifies the problems and needs in residential land use, and offers recommendations for satisfying these needs and fixing these problems. The plan specifically identifies the need for a greater amount and diversity of housing options. In 1996, when the Brookhaven Comprehensive Land Use Plan was published, certain trends are noted such as a decreasing average household size, an increasing need for smaller sized rental housing options, and an increase in population density. In the recommended residential land use and zoning changes section it is noted, *“...the siting of additional multi-family housing needs to be addressed. Consideration should be given to placement of such housing along major roadways in place of commercial zoning in some areas. They should also be considered for locations adjacent to activity centers to create a sense of place, and the need to continue to provide a choice of housing types for an aging population desiring to remain in the community as well as affordable housing for the young.”* The proposed multifamily development is sited along a major roadway in a commercially zoned district and is in an area adjacent to commercial uses and activity centers such as restaurants, pharmacies, banks, the Patchogue-Medford Library, retail establishments, and open space/recreation areas. In addition, the proposed project seeks to provide primarily affordable and workforce housing units in a variety of bedroom sizes to serve the needs of a wide variety of residents.

According to Suffolk County’s Framework for the Future – Comprehensive Plan 2035, *“demographic changes occurring within Suffolk County over the past two decades have created a new housing demand profile that includes a higher proportion of smaller, multi-family units, a higher proportion of rental units, and more units that are priced at levels that are affordable to households earning under \$75,000 annually.”* Nearly 80% of all residential units in Brookhaven are single family homes. The current housing stock in Brookhaven lacks a diversity which is essential to support a thriving diverse community and meet the needs of all residents. In addition to the overabundance of single-family homes in Brookhaven, there is also a shortage of rentals. The US Census Bureau estimates that over 80% of housing units are owner-occupied, while only approximately 20% of housing units are renter-occupied. There is significant need for multifamily residential developments in the local community. While the number of housing units has increased in Brookhaven, the majority of those units have been single family homes that are not attainable for low to moderate income households and the growing demand for affordable and workforce housing units.

A market study for the proposed project was prepared by Newmark Knight & Frank (NKF). The *“Comprehensive Market Study Proposed Affordable Family Housing Development at The Grove at Patchogue”* identified supply and demand trends in small affordable multifamily housing in the subject area of Suffolk County and demonstrates that there is sufficient demand for the proposed housing development in the area. In addition, the study concludes that the project will not cause undue economic harm to the existing rental stock in the area. Finally, the study evaluates the position of the proposed 55-unit multifamily housing development in the context of current market conditions. Trends identified in the NKF study support the conclusions of the aforementioned town and county comprehensive plans as they relate to the increasing demand for affordable rental housing and lack of supply. The conclusions identify a lack of new tax

credit affordable family housing in the subject area, the extensive waitlists for affordable units in the area, and data which indicates that over 40% of renters in the area a cost burdened as these households are currently paying more than 35% of their income on rent. The study concludes that strong support is anticipated *“for the project as intended with an advantage toward achievable market rents in an area where limited new affordable housing has been added for these household sizes and income tiers. There is clear demand in the area based on the low capture rate and the high number of income-qualified households not living in affordable tax credit housing that would support the project notwithstanding the superior quality, condition, and amenities.”*

As economic stability returns following the coronavirus pandemic of 2020-22, the proposed project is expected to contribute to the long-term economic health of the community. More specifically, the proposed project will advance the planning goals of the Town and will establish many new construction jobs and housing opportunities that will help in the post-pandemic recovery. The proposed project responds to the Town’s desire to provide such rental housing opportunities in the area, as recognized in various comprehensive planning documents and evidenced by current conditions within the surrounding community.

2.0 METHODOLOGY

Various data and information from federal, state, local, and commercial data sources was used to analyze the existing conditions and projected economic and fiscal impacts stemming from the construction and annual operation of the proposed development.

Georgica Green Ventures, LLC supplied information regarding the construction cost and construction schedule, building size, unit mix, anticipated rental rates, and operations employees and salaries.

United States Bureau of Labor Statistics and New York State Department of Labor publish the Occupational Employment Statistics survey. This survey was used to estimate the wages earned among those employed within “construction and extraction,” occupations in the Long Island labor market. These wages were assumed for each of the workers responsible for the construction of the proposed project.

IMPLAN (formerly known as the Minnesota IMPLAN Group) developed an economic impact modeling system called IMPLAN, short for “IMppact analysis for PLANning.” The program was developed in the 1970s through the United States Department of Agriculture’s Forest Service and was privatized in 1993.

IMPLAN is built on a mathematical input-output (I-O) model to express relationships between various sectors of the economy in a specific geographic location. The I-O model assumes fixed relationships between producers and their suppliers based on demand, and the inter-industry relationships within a region largely determine how that economy will respond to change. In an I-O model, the increase in demand for a certain product or service causes a multiplier effect; increased demand for a product affects the producer of the product, the producer’s employees, the producer’s suppliers, the supplier’s employees, and so on, ultimately generating a total impact in the economy that is greater than the initial change in demand.

The IMPLAN model is a method for estimating local economic multipliers, including those pertaining to production, value-added, employment, wage, and supplier data. IMPLAN differentiates in its software and data sets between 576 sectors that are recognized by the United States Department of Commerce. Multipliers are available for all states, counties and zip codes, and are derived from production, employment and trade data from sources including the United States Census Bureau, County Business Patterns, Annual Survey of Government Employment, Annual Survey of Retail Trade; United States Bureau of Labor Statistics, Quarterly Census of Employment and Wages, Consumer Expenditure Survey; United States Department of Labor; Office of Management and Budget; United States Department of Commerce; Internal Revenue Service; United States Department of Agriculture, National Agricultural Statistical Service; Federal Procurement Data Center; and United States Bureau of Economic Analysis, Regional Economic Information System, Survey of Current Business, among other national, regional, state and local data sources.

IMPLAN is widely accepted as the industry standard for estimating how much a one-time or sustained increase in economic activity in a particular region will be supplied by industries located in the region. Federal government agencies such as the Army Corps of Engineers, Bureau of Economic Analysis, Bureau of Land Management, Environmental Protection Agency, Federal Reserve Bank, Fish and Wildlife Service, and National Park Service have used the multipliers to study the local impact of government regulation on specific industries and to assess the local economic impacts of Federal actions. State and local governments including New York State Department of Labor, New York State Division of the Budget, New York State Office of the State Comptroller, New York State Assembly and New York City Economic Development Corporation, have used the multipliers to estimate the regional economic impacts of government policies and projects and of events, such as the location of new businesses within their state, or to assess the impacts of tourism. Likewise, businesses, universities and private consultants have used the multipliers to estimate the economic impacts of a wide range of projects, such as building a new sports facility or expanding an airport; of natural disasters; of student spending; or of special events, such as national political conventions.

NPV personnel have received formal IMPLAN training through IMPLAN and possess the qualifications to project economic impacts for a multitude of project types using this software. For the purpose of this analysis, multipliers specific to socio-economic data in Suffolk County's "Construction of new multifamily residential structures" industry, were analyzed to determine the direct, indirect, and induced economic impacts during the proposed project's construction period. Moreover, multipliers specific to socio-economic data in Suffolk County's "Tenant occupied housing" industry were analyzed to determine the direct, indirect, and induced economic impacts during the annual operations of the proposed project. A summary of these impacts can be found in **Section 3.2.1** and **Section 3.2.2** of this analysis.

3.0 ECONOMIC IMPACTS

As noted in **Section 1.0**, this analysis summarizes the existing conditions and the economic and fiscal impacts associated with the proposed multifamily residential development, consisting of 55 rental housing units for households earning 50% to 90% of the HUD guidelines for average median income for the Nassau-Suffolk Region (AMI). The project will consist of 21 one-bedroom apartments, 28 two-bedroom apartments and 6 three-bedroom apartments. Economic impacts include direct, indirect, and induced benefits on output, employment, and associated labor income during the construction phase and during a stabilized year of annual operations. It is noted that these analyses are based on conditions over 30 months into the coronavirus pandemic and therefore represent conditions as the construction industry regains momentum and the economy stabilizes in post-pandemic conditions.

The proposed project will generate immediate construction jobs, as well as increased job opportunities related to the operations and management of the facility. Such economic benefits are most crucial to the economic well-being throughout the East Patchogue community, the Town of Brookhaven, Suffolk County, and the region as a whole.

A summary of findings is provided herein, with detailed methodologies and references provided throughout this analysis. This analysis was prepared using methods, data and information that are considered to be industry standard for such economic impact analyses.

3.1 Definition of Economic Impacts

A **direct impact** arises from the first round of buying and selling and includes the production of changes and expenditures made as a result of the proposed action. These direct impacts can be used to identify additional rounds of buying and selling for other sectors of the economy and to identify the impact of spending by local households. During construction, the direct impact includes the number of construction employees, their salaries, and most of the expenditures that are anticipated to be incurred by the developer. It generally includes expenditures related to demolition, construction, purchase of materials, engineering, architecture, and environmental consultants. During operations, direct impacts include the salaries of employees of the development (such as maintenance and management), and direct output would be in the form of monthly rental revenue.

An **indirect impact** refers to the increase in sales of other industry sectors stemming from business-to-business purchases in the supply chain due to the initial input purchases, which include further round-by-round sales. The indirect impacts on output related to construction include additional business to business rounds of buying and selling throughout the supply chain.

An **induced impact** accounts for the changes in household spending resulting from the labor income generated by the employees of the proposed action during construction and operations, resulting from direct and indirect impacts. The total impact is the sum of the direct,

indirect and induced impacts.

3.2 Key Findings

3.2.1 Economic Impacts of Construction

A detailed analysis of direct, indirect, and induced impacts generated during the construction period is outlined below. It is important to note that each of these impacts are temporary and are projected to occur only while the proposed project is being constructed. As previously noted, these projections anticipate stabilization of the economy in post-pandemic conditions.

- For the purpose of this analysis, it is anticipated that construction of the proposed project will commence in July 2023, with the construction period anticipated to occur over a period of 18 months.¹
- The proposed project is projected to represent over \$18.8 million² in construction costs over the 18-month construction period.³ This \$18.8 million investment in direct annual output is projected to generate an indirect impact of over \$2.3 million, and an induced impact of an additional \$5.8 million, bringing the total economic impact output to over \$27.1 million during the 18-month construction period.⁴
- During the construction period, direct employment refers to the number of short-term jobs necessary to complete the construction of the proposed project. The construction period is anticipated to generate 93.2 full time equivalent (FTE) jobs, which are anticipated to last the entire duration of the 18-month construction period.
- The 93.2 FTE jobs created during the construction period will have an indirect impact of 12.79 FTE jobs and an induced impact of 33.31 FTE jobs in other industry sectors, bringing the total impact of the 18-month construction period to 139.30 FTE jobs.⁵ This job creation – direct, as well as indirect and induced – presents opportunities for persons who remain unemployed throughout the region.
- During the construction period, direct labor income refers to the annual earnings, wages, or salary paid to each of the workers responsible for the construction of the proposed project. Labor income typically comprises approximately 50% of the cost of residential construction; the remaining portion represents the cost of materials.⁶

¹ Construction schedule provided by Georgica Green Ventures, LLC in November 2022.

² For the purpose of this analysis, this figure and all other figures in the construction portion of this analysis reflect 2023 dollars, the year in which construction is assumed to commence.

³ Construction costs provided by Georgica Green Ventures, LLC in November 2022. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

⁴ According to IMPLAN, a multiplier of 1.521609 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand through the “Construction of new multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

⁵ According to IMPLAN, a multiplier of 10.74 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand through the “Construction of multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

⁶ Construction/renovations labor and materials estimates per design group Nelson + Pope.

- Labor income is projected to total \$97,749 per employee⁷ for the 18-month construction period, resulting in \$9.5 million in collective earnings among the 93.2 FTE employees. This labor income is projected to have an indirect impact of over \$890,000 and an induced impact of over \$2.1 million, bringing the total economic impact of the 18-month construction period to over \$12.4 million in labor income.⁸

A summary of key economic findings projected to occur during the 18-month construction period is provided in **Table 2**.

TABLE 2
SUMMARY OF KEY ECONOMIC FINDINGS DURING 18-MONTH CONSTRUCTION PERIOD

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
Direct Impact	\$18,861,036	93.20	\$9,430,518
Indirect Impact	\$2,371,228	12.79	\$893,518
Induced Impact	\$5,879,986	33.31	\$2,122,398
Total Impact	\$27,112,250	139.30	\$12,446,434

Source: Data provided by Georgica Green Ventures, LLC; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

3.2.2 Economic Impacts of Annual Operations

A detailed analysis of direct, indirect, and induced impacts generated annually during operations is outlined below. Each of these impacts is permanent and on-going and they are projected on an annual basis, assuming continued stabilized operations. As previously noted, these projections anticipate stabilization of the economy in post-pandemic conditions.

- It is assumed that the proposed project will begin the operational phase of development upon the completion of the 18-month construction period and achieve full occupancy in July 2025. For the purpose of this operations analysis, the first year of stabilized operations is assumed to occur in 2026.
- Annual output will be generated in the form of monthly rental revenue of the residential units totaling \$1,165,860.

⁷ New York State Department of Labor’s Occupational Employment Statistics survey reports a median wage of \$63,268 among those employed within construction and extraction occupations in the Long Island labor market. Data was collected between November 2018 and May 2021, and then updated to the first quarter of 2022 by making cost-of-living adjustments. An additional 3% per year increase was added to the average annual wage to approximate salaries in 2023, the year construction is anticipated to commence.

⁸ According to IMPLAN, a multiplier of 0.806574 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand through the “Construction of multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

- The annual operational revenues are projected to generate an indirect impact of over \$272,000, and an induced impact of over \$114,000 per year. This additional output is generated through round-by-round sales made at various merchants in other sectors of the regional economy. These include local retailers, service providers, banks, grocers, restaurants, financial institutions, insurance companies, health and legal services providers, and other establishments in the region.
- The sum of the direct, indirect, and induced impacts results in a total economic impact on output of over \$1.55 million during annual operations.⁹
- The proposed operation of the project is anticipated to generate 1.5 FTE jobs on site.¹⁰
- The 1.5 FTE jobs will have an indirect impact of 1.0 FTE employees and an induced impact of 0.6 FTE employees in other industry sectors, bringing the total economic impact of employment to 3.1 FTE jobs during annual operations.¹¹
- The 1.5 FTE jobs will generate a total of \$105,596 in collective labor income (salaries and benefits).¹² This labor income will have an indirect impact of over \$87,000 and an induced impact of \$41,000, bringing the total economic impact of labor income to \$234,670 during a stabilized year of operations of the proposed project.¹³

A summary of key economic findings projected during annual operations is provided in **Table 3**.

TABLE 3
SUMMARY OF KEY ECONOMIC FINDINGS DURING ANNUAL OPERATIONS

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
Direct Impact	\$1,165,860	1.5	\$105,596
Indirect Impact	\$272,039	1.0	\$87,547
Induced Impact	\$114,718	0.6	\$41,526
Total Impact	\$1,552,617	3.1	\$234,670

Source: Data provided by Georgica Green Ventures, LLC; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN.

⁹ According to IMPLAN, a multiplier of 1.375349 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by the “Tenant occupied housing” (IMPLAN Sector 448) in Suffolk County, New York.

¹⁰ Assumptions pertaining to the direct employment based on 0.04 employees per housing unit.

¹¹ According to IMPLAN, a multiplier of 7.88 represents the total dollar change in employment that occurs in all industries for each additional dollar of output delivered to final demand by the “Tenant occupied housing” (IMPLAN Sector 448) in Suffolk County, New York.

¹² Assumptions pertaining to the employment compensation provided by Georgica Green Ventures, LLC. It is important to note that all assumptions are estimates based upon market conditions as of the date of preparation of this analysis.

¹³ According to IMPLAN, a multiplier of 0.286447 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand of the “Tenant occupied housing” (IMPLAN Sector 448) in Suffolk County, New York.

4.0 REFERENCES

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ATTACHMENT A
Nelson Pope Voorhis
Economic Analysis Qualifications

STATEMENT OF QUALIFICATIONS ECONOMIC AND FISCAL IMPACT ANALYSIS



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environmental • land use • planning

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TABLE OF CONTENTS

INTRODUCTION	1
KEY PERSONNEL.....	3
RELEVANT EXPERIENCE.....	5

INTRODUCTION

Nelson, Pope & Voorhis, LLC (“Nelson Pope Voorhis” or “NPV”) is an environmental planning and consulting firm established in 1997 that serves governmental and private sector clients preparing creative solutions specialized in the area of complex environmental project management and land use planning/analysis. Our offices are strategically located in Melville, Long Island, NY and Suffern, NY in the Hudson River Valley. NPV consists of three divisions, created to better serve clients with high quality, innovative and responsive consulting services in all aspects of environmental planning. The three divisions are:

- **Environmental and Community Planning Division:** prepares comprehensive plans, long-term planning studies, corridor redevelopment studies, brownfield plans and comprehensive and strategic zoning amendments. The group is effective in the use of geographic information systems (GIS) mapping to evaluate issues and present baseline data. Effective community outreach strategies are developed and tailored for each project and the community in which the project is taking place. The group represents a number of planning boards in the region.
- **Phase I/II ESA and Remediation Division:** prepares Phase I/II Environmental Site Assessments with soil and groundwater sampling services, lead based paint, asbestos and radon inspection services, and all forms of environmental sampling. The division evaluates the implications of past and/or present contamination and property uses on future land uses.
- **Environmental Resource and Wetland Division:** conducts ecological assessment and planning, landscape and coastal restoration, wetland delineation and restoration, habitat assessment, conducts stormwater modeling and green infrastructure planning and implementation. This division assists clients through permitting and SEQRA processes.

The primary focus of the firm is to provide quality consulting services that meet the needs and goals of our clients while respecting the environment. We pride ourselves being extremely responsive to each client. Clients rely on NPV’s depth of experience and expertise to provide solutions to each unique project within budget and on schedule. Our clientele, some of whom we have represented for decades, recognize NPV’s capabilities and are secure in knowing that they receive quality professional services from project inception through completion. NPV’s multidisciplinary staff includes AICP-certified planners, economists, ecologists, hydrologists, certified environmental professionals, grants specialists, and GIS specialists.

As a local firm, NPV has significant expertise in performing both Economic and Fiscal Impact Analyses as well as Market Studies. We have served as a primary consultant to many private developers as well as municipalities and have established a solid track-record of completed projects and local government references throughout Long Island, with an emphasis on economic related projects.

NPV has the capabilities to provide the following services:

PHASE I/II ESA AND REMEDiation	COMMUNITY AND LAND PLANNING	ENVIRONMENTAL AND WETLAND ASSESSMENT
<p><u>ENVIRONMENTAL AUDITS</u> Phase I ESA & Due Diligence Investigations Phase II ESA Groundwater Investigations Soil Sampling, Boring and Classifications Soil Gas Surveys Monitoring Wells & Piezometers Tank Sampling Pesticide Sampling & Plans Soil Management Plans Remediation Brownfield/Voluntary Cleanup Plans RCRA Closures Superfund Sites Asbestos Surveys Influent/Effluent Sampling Lead Based Paint Surveys Subsurface Investigations Ground Penetrating Radar (GPR) Dewatering Services Pipe Camera Magnetometer Groundwater Monitoring Studies Flow Studies Water Supply Studies Nitrogen Load/TMDL Evaluation</p> <p><u>ENVIRONMENTAL ANALYSIS</u> NYS SEQRA/NYC CEQR Administration NEPA Analysis/Documentation EIS/EAF Preparation GEIS & Regional Impact Analysis Noise Monitoring & Assessment Air Impact Analysis Visual Assessment</p>	<p><u>ECONOMIC</u> Fiscal Impact Analysis Economic Impact Analysis IMPLAN and RIMS II Economic Impact Modeling School District/Community Service Impact Analysis Market Studies Niche Market Analysis Demographic Studies Economic Development Planning Business Retention & Expansion Strategies Downtown Revitalization IDA Financing Assistance</p> <p><u>PLANNING</u> Development of Feasibility Studies LEED Planning Public Outreach Meetings Demographic Analysis Municipal Review Services Planning & Zoning Analysis Build Out Analysis GIS Analysis Code Preparation & Review Downtown Revitalization Regional Planning & Land Use Plans Recreation Planning LWRP & Harbor Management Plans Grant Writing & Administration Public Outreach & Community Surveys Community Visioning District Mapping Spatial Analysis of Call Database Needs Assessment Demographic Analysis</p>	<p><u>STORMWATER MANAGEMENT</u> Stormwater Permitting Stormwater Pollution Prevention Plans (SWPPP) Erosion & Sediment Control Plans NYSDEC “Qualified Inspectors” for Construction Field Monitoring Stormwater Management Programs NYSDEC Annual Reports Construction Stormwater Field Monitoring Outfall & Infrastructure Inventory GIS Mapping & Analysis Stormwater BMP’s Stormwater Management Planning Low Impact Design</p> <p><u>ECOLOGY & WETLANDS</u> Wetland Delineation and Permits Permit Plans Restoration/Mitigation Plans Ecological Studies and Surveys Endangered Species Surveys Pond Management Plans Invasive Species Control Water Quality Evaluation Habitat Management Watershed Management Plans Environmental Education /Outreach</p> <p><u>COASTAL & WATERFRONT MANAGEMENT</u> Waterfront Management Plans Waterfront Certifications Coastal Erosion Hazard Area FEMA Compliance Shoreline Restoration Planning Ecological Landscape Design</p>

Economic and Fiscal Impact Analyses & Market Studies

NPV performs economic impact analyses and utilizes the software IMPLAN (a model that combines a set of extensive databases, economic factors, multipliers, and demographic statistics) to estimate short and long-term employment projections generated by a development. Economic impacts are determined by inputting the anticipated direct spending from construction and operations of each of the development through the IMPLAN model which may be calibrated to reflect local spending patterns. The IMPLAN model estimates the full-time job creation during construction and under operation — and the direct, indirect and induced economic benefits related to purchase of goods and services. Direct effects are the immediate result of the project

implementation. Indirect benefits stem from the purchase by local businesses/industries of goods and services from other local businesses/industries (also known as intermediate expenditures). Induced benefits reflect the spending of wages from residents (accounting for household purchases made by paid employees or from new residents in housing developments).

For fiscal impact analyses, NPV identifies project benefits and/or impacts in terms of tax revenue projections and demand for community services from various providers – including the ramifications of development on local school districts.

NPV prepares market studies to evaluate the need for a particular type of development, which include housing needs assessments, evaluation of retail gaps and surpluses, and niche market and branding studies.



KEY PERSONNEL

All NPV professionals are available to assist on an as-needed basis. Kathy Eiseman will serve as the project coordinator, working as the primary contact and assigning projects to the various professionals on the team. Specific individuals expected to provide services and their individual roles for Economic and Fiscal Impact Analyses initiatives are noted as follows:

Personnel	Qualifications, Project Role
Kathryn J. Eiseman AICP Partner	Project Oversight
Charles J. Voorhis, CEP, AICP Principal	Project Coordination
Taylor Garner, AICP Senior Environmental Planner	Project Coordination, Preparation of Reports
Valerie Monastra Principal Planner	Preparation of Reports

Nelson Pope Voorhis is managed by a select group of partners. Each provides specific expertise in the field of environmental planning, land use planning/analysis, remediation, engineering and land surveying that is unique within the industry. The diverse leadership of NPV couples the experience of our senior partners with the innovation and enthusiasm of our younger staff. Many of the team’s staff have advanced technical degrees and/or technical certifications. Such as LEED Accredited Professional (LEED AP), OSHA 40 Hour HAZWOPER, and American Institute of Certified Planners (AICP), etc.

Kathryn J. Eiseman, AICP, Partner is a Partner and Division Manager of the Environmental & Community Planning Division. She has over 20 years of planning experience in environmental planning and manages both private and public planning projects. Current projects include the Local Waterfront Revitalization Program for the Town of Islip and Brownfield Opportunity Area (BOA) for the Town of Riverhead BOA. Ms. Eiseman is the planner for the Villages of Southampton and Sag Harbor Planning Boards and directs her staff to perform site plan and subdivision reviews and advises the Board on a regular basis. She is skillful in managing complex projects and working with team members both in house and as subconsultants. Her staff is proficient in the use of GIS and design software for preparation of high-quality graphic products. Ms. Eiseman is experienced in the art of public participation and education and tailors her approach to the unique needs of each project community. She is an enthusiastic and creative planner who endeavors to bring a fresh approach to each project as well as to her position as Treasurer for the Long Island Section of the American Planning Association.

Charles Voorhis, CEP, AICP is Principal of NPV and has over 40 years of experience in environmental planning on Long Island and in the New York metropolitan area. Mr. Voorhis is a member of the American Institute of Certified Planners (AICP) and is a Certified Environmental Professional (CEP). He has a wealth of experience in managing large scale municipal projects including regional environmental planning, downtown revitalization and action planning, Generic Environmental Impact Statements, stormwater management, wetlands and coastal management, and municipal consulting. Mr. Voorhis and his firm serve as environmental planning consultants to many of New York Towns and Villages and are currently in the process of preparing several long-range planning initiatives for several Towns in Nassau and Suffolk Counties.

Taylor Garner is an environmental planner with an undergraduate degree in Environmental Science from Villanova University and a master's degree in Urban Planning with a concentration in Sustainability and the Environment from Hunter College. Ms. Garner has undergone the Formal training course in the IMPLAN Economic Modeling System IMPLAN. She oversees the preparation of market analyses and feasibility studies, niche market studies and branding plans, school district analyses, economic development strategies, as well as fiscal (projecting taxes and the impact to local jurisdictions) and economic (projecting job creating and associated revenues circulating throughout the economy) impact analyses for residential, commercial, office, industrial, recreational, hospitality, tourism and mixed-use developments. She has experience in analyzing demographic data and preparing grant applications. Ms. Garner has been involved with comprehensive plans, local waterfront revitalization plans, brownfield development, zoning plans, and public participation and community visioning processes. Ms. Garner is also experienced in the preparation and review of environmental assessment documents, including SEQRA and CEQR documents, and site plan review for the Villages of Southampton and Sag Harbor and the Town of Oyster Bay.

Valerie Monastra is an is an AICP Certified Environmental Planner with over 18 years of experience throughout the Hudson Valley in management and planning pertaining to land use development, zoning, environmental review, affordable housing and community development projects. Her educational and employment history encompass both urban and environmental planning as well as governmental administration. Ms. Monastra has experience providing planning services to New York State agencies including DOS, DEC, OPRHP and ESD and is expert in the SEQRA and NEPA processes. Ms. Monastra serves as the President of the Westchester Municipal Planning Federation. She has vast experience working on the local level with municipalities to complete plans and navigate projects through the land use approval process.

Detailed resumes can be provided upon request.

RELEVANT EXPERIENCE

The following list of projects have been selected to demonstrate the team’s qualifications and capabilities.

City of New Rochelle Downtown Overlay Zone (DOZ) Zoning Amendments (New Rochelle, NY)

NPV prepared an economic and fiscal impact analysis for the proposed 2021 Amendments to the City of New Rochelle Downtown Overlay Zone (DOZ), located in the downtown area of New Rochelle, New York. The City is proposing updates to the Theoretical Development Scenario (TDS), which was originally evaluated as part of the 2015 Generic Environmental Impact Statement (GEIS). The GEIS was prepared to evaluate potential impacts that could result from the adoption of the DOZ. The 2021 TDS changes are proposed to address the shift in demand away from certain commercial uses and to provide for additional residential and live/work options, as well as retail and restaurant options designed to integrate the outdoors and new outdoor recreational opportunities into the DOZ. Additionally, the 2021 DOZ Amendments include the continuation of the DO Zones to the south and east to add a new “Waterfront Overlay District” (“DO-7 Zone”) to allow for development on or near a newly created publicly accessible waterfront. Collectively, the 2021 DOZ Amendments (the “Proposed Action”) are intended to continue the successful growth within the entire DOZ while re-balancing the potential development impacts of a revised TDS.

The analysis examines the economic and fiscal impacts that are anticipated to occur through the implementation, construction and annual operations of the revised TDS, intended to continue growth within various zoning districts within the City’s downtown and waterfront.

Greybarn Sayville (Sayville, NY)

NPV has updated this fiscal and economic impact analysis for the Greybarn-Sayville Planned Development District (PDD) as part of the Draft Environmental Impact Statement (DEIS). The proposed project is on the site of a former Country Club, a 114.33-acre property in the hamlet of Sayville of the Town of Islip. The proposed project will include the development of 1,365 multi-family residential rental units, on-site stormwater and sanitary wastewater treatment systems, connections to the public water supply, recreational and commercial amenities (limited to the site’s residents, and including small retail/commercial spaces, interior open spaces, outdoor pool/patio areas, and an internal walking trail network), and a 25±-acre public open space along the perimeter of the site, in which a pedestrian path is proposed. The proposed project also includes expanded wastewater treatment capabilities for wastewater from downtown Sayville, and installation of a sewer main from downtown Sayville to the on-site sewage treatment plant (STP).

The project responds to the public need for increased quality rental housing opportunities in the area. The proposed project has been designed using smart growth development principles, by incorporating features and characteristics including internal walkability, sense-of-place features, safe and convenient pedestrian access to on-site amenities (within the site and limited to use of the site’s residents), and on-site recreational amenities for its residents. In addition, the proposed project will create strong economic activity by providing jobs and a solid tax base.

Concern for Independent Living (Southampton, NY)

NPV prepared a fiscal and economic impact summary to examine the fiscal and economic impacts that are anticipated to occur through the construction and annual operations of a proposed residential development with 60 workforce rental apartment units to be located on County Road 39 in the Village of Southampton. Due to the generally affluent nature of the south fork of Long Island, and many parts of Southampton in particular, the demand for workforce housing units in Southampton is strong, and there is documented need for this type of housing in the community. The proposed project responds to the Town's and community's desire to provide such rental housing opportunities in the area, as recognized in various comprehensive planning documents and evidenced by current conditions within the surrounding community.

There also remains an unmet demand for veteran housing, including housing for disabled veterans who may have a need for accessible housing and supportive services. The units will be comprised of 36 one-bedroom and 24 two-bedroom apartment units, and the proposed project will also include a 5,000 square foot (SF) community building with a gym, computer room, and community room for use by residents and staff, as well as service provision for the supportive housing units. All of the units will be designated as "affordable" units under the Town Code and will be occupied by households that meet applicable economic standards as administered by the Town. A portion of the units will be occupied by veterans, including disabled veterans and disabled veterans in need of support. The project will benefit the community by transforming an overgrown and littered site into attractive, high-quality workforce housing that will enhance the community. As economic stability returns following the coronavirus pandemic of 2020, the proposed project is expected to contribute to the long-term economic health of the community.

Superblock Long Beach (Long Beach, NY)

NPV prepared a Fiscal Impact Analysis and a Household Buying Power Analysis for a residential development in Long Beach, New York. This analysis will assist the developer in quantifying the fiscal impact that the new residential development will have on the local tax base, and the economic impact that new household spending will have on the local economy. Economic impact including construction and operational job creation was addressed in detail in the Economic Impact Summary Analysis prepared by NPV earlier in 2020. This analysis examines the fiscal impacts and the household spending that is anticipated to occur during annual operations of a new residential development including: 200 one- and two-bedroom condominiums; and, 238 market-rate and workforce studio, one- and two-bedroom rental units.

Prior to the coronavirus pandemic of 2020, the condominium market in Long Beach has been quite attractive, with a strong demand and a supply of such housing units proximate to the boardwalk, and/or with water views. The rental market has suffered from a dearth of new transit-oriented communities. The proposed residential development is responsive to this demand in Long Beach, and as economic stability returns, is expected to contribute to the long-term economic health of the community through the provision of such newly constructed luxury housing opportunities. The proposed residential development is expected to create strong economic activity by providing a solid tax base upon completion and full taxation of the project. The new residents living within the 200 condominiums and 238 rental units proposed for development will patronize downtown establishments, bringing significant new disposable income to the merchants in the community. Consumer activity will ripple through the local community, creating beneficial fiscal and economic impacts throughout Long Beach, Nassau County, and the region as a whole. Consequently, economic activity including job creation and

consumer buying power will be generated by the project.

Storage Deluxe (Valley Stream, NY)

NPV prepared a market feasibility, fiscal and economic impact summary analysis for a commercial storage facility in Valley Stream, New York. This analysis examines the feasibility in the local market, as well as fiscal and economic impacts that are anticipated to occur through the construction and annual operations of a new four-story, 140,000 square foot (SF) commercial storage facility. With the decline in the number of warehouse facilities in the region, and rising commercial rents, many companies can no longer afford large warehouses. Such businesses have nowhere to store their inventory, which is a major roadblock to their success and growth. The proposed commercial storage facility is responsive to this need and anticipates serving the needs of hundreds of local businesses in Valley Stream and surrounding communities, in a cost-effective manner.

The proposed commercial storage facility will create strong economic activity by providing new employment opportunities and will provide a tax revenue and/or payment in lieu of taxes. The analysis served to accompany the IDA application to the Town of Hempstead.

RD Industrial Site (Yaphank, NY)

NPV prepared a series of economic and fiscal calculations as part of the Land Use Application being prepared for a 47+ acre project site is located the hamlet of Yaphank, Town of Brookhaven. The proposed project includes the development of two one-story distribution warehouses, as well as a three-story self-storage building. For the purpose of this analysis, it was assumed that both distribution warehouse buildings will be occupied by a mix of industrial and office uses, with a split of 90%/10% favoring pure industrial use.

As economic stability returns following the coronavirus pandemic of 2020-21, the proposed project is expected to contribute to the long-term economic health of the community. More specifically, the proposed project will establish many new construction and operational jobs that will help in the pre- and post-pandemic recovery, as well as a solid tax base upon full build-out and full-taxation of the property.

Canoe Place Inn and Hampton Boathouses (Hampton Bays, NY)

The Canoe Place Inn (CPI) has a longstanding history and serves as an important part of the character of the Hampton Bays community. The rehabilitation the formerly vacant CPI included synergistic uses on the site reminiscent of its history, working together to draw interest for destination weddings, charity events, business conferences and other special events.

In the 2014 preparation of the Environmental Impact Statement, NPV prepared a Fiscal Impact Analysis and Assessment of Needs and Benefits for the Canoe Place Inn and Hampton Boathouses properties. The study examined and quantified the beneficial impacts to the local school district as well as the generation of annual property tax revenues. Moreover, the analysis projected the economic impacts – on output, employment and labor income – during both the construction period and annually, upon a stabilized year of operations of the rehabilitated CPI and residential project components. NPV also prepared a Residential Market Analysis for the Hampton Boathouses property on Shinnecock Canal. The analysis analyzed the relationship between the demand for, and supply of, comparable residential developments and ultimately,

quantified the amount and type of housing units that could be supported by the target market – including both those for year-round residents and seasonal residents.

In 2019, NPV prepared a Market Feasibility Analysis for CPI, for submission to the Suffolk County Industrial Development Agency (SCIDA) for tax deferral and other financial assistance. The analysis examined the demand for CPI, the local and regional tourism market and forecasted growth, and determined that CPI will establish a tourism destination that is likely to attract a significant number of visitors from outside the economic development region, and therefore eligible for SCIDA assistance.

Danford’s Hotel, Marina & Spa: Economic Planning Analysis(Port Jefferson, NY)

Danford’s Hotel, Marina & Spa is an integrated water-dependent facility in Port Jefferson, New York, and is referred to as “the anchor of Port Jefferson.” The hotel, marina, spa and restaurant are inter-related uses that support recreational/commercial boating, marine trades, marine material suppliers and related industries. The combined facility is an economic engine for Port Jefferson and the region, with the annual maintenance to, and operations of, the facility creating strong economic activity. An abundant amount of consumer activity ripples through the

local community, contributing vastly to the economy of downtown Port Jefferson, and into the Town of Brookhaven, Suffolk County and the region as a whole.

NPV prepared an Economic Planning Analysis that quantified the beneficial economic impacts associated with Danford’s Hotel, Marina & Spa. The analysis examined the direct, indirect and induced impacts on output, employment and labor income, during the annual maintenance and repair construction of the facility, as well as during annual operations of the hotel, marina & spa.

TopGolf Market Feasibility Analysis (Holtsville, New York)

Topgolf is a global sports and entertainment community, which was first launched in the United States in 2005. It has served as the pioneer in the golf entertainment industry ever since. The most recent location in Holtsville, NY includes a 65,000 square foot, state-of-the-art, multi-level golf entertainment complex, and allows for a unique experience that can be enjoyed year-round. No such facility currently exists on Long Island. The synergistic uses provided at the Topgolf Holtsville location will work together to draw interest for local residents, college students and employers, as well as persons originating from outside of the area for patronage, corporate and charity events, business conferences and other special activities. This broad combination of guests will provide economic activity both at the site and into the surrounding community.

In 2016, NPV prepared a Economic and Fiscal Impact Analysis that examined and quantified the beneficial tax revenue benefits as well as economic impacts – on output, employment and labor income – during both the construction period and annually, upon a stabilized year of operations of the proposed Entertainment Recreation Facility. In 2019, NPV prepared a Market Feasibility Analysis for Topgolf, to accompany the Industrial Development Agency (IDA) application to the Town of Brookhaven. The analysis examined the strength of the regional entertainment recreation industry, the demand for this type of use, the lack of supply of comparable facilities in the local and regional economy, and various benefits that would be accrued to the local economy and community at large, through the annual operations of the Topgolf project. The analysis concluded that

Topgolf would provide a combined entertainment and recreation facility, that but for the project, would not be reasonably available to the residents of the Town of Brookhaven or Suffolk County, and therefore it was deemed eligible and appropriate for IDA assistance.

Economic Development Chapter of the Comprehensive Plan Update (Town of Southold)

In an effort to achieve the Town's vision, five goals and numerous objectives were formed to provide direction for future decision-making pertaining to the Town's economy. Much of the Town's economic vitality is based on the Town's unique rural, historic and maritime-based character as well as its natural resources. NP&V prepared the economic chapter of the Comprehensive Plan Update for the Town of Southold to allow for the formation of appropriate recommendations and implementation strategies focused on long-term economic sustainability throughout the Town.

One of the specific tasks involved with the economic chapter of the Town's Comprehensive Plan is the zoning/build-out analysis. The Town of Southold is facing development pressure and is concerned about the impact that the current zoning may have on the Town's resources. The Town of Southold prepared a build-out analysis of several zoning districts, and NP&V funneled these findings into a model to assess the regional impact of full build-out and modified development scenarios. Ensuring quality of life, protection of environmental resources, housing needs and maintenance of the tax base were key elements of the model. This project involved the creation of a model to synthesize multiple evaluation factors to analyze the impact of full build out of the Town of Southold under its current zoning.

Niche Market and Branding Plan & Build-Out/Tax Base Analysis(Bellport, NY)

NPV worked with the Town of Brookhaven on a niche market and branding plan for the Greater Bellport community. The focus of this plan was to form a set of recommendations that outlined the necessary steps that members in the Greater Bellport community can take in order to successfully create a sense of place, community pride and positive perceptions through a more niche-oriented position in the local market. NPV recommended various initiatives to make the Greater Bellport community unique and marketable, creating a place that people want to be, where people are comfortable, and a place that people remember and come back to time and again. The niche market and branding plan strives to promote the community's niche market to new residents, visitors and economic development opportunities alike, offering the Greater Bellport community the opportunity to develop a theme that they want to be known for. NPV worked with the Town of Brookhaven on a build-out/tax base analysis, to analyze how the local school district could be impacted by growth. NPV created a GIS model to compare tax assessments for various land use scenarios to ensure an adequate tax base to support increased growth in school population without disproportionate increases in residential tax rates. This model was used to test assumptions for future development and to analyze various alternatives in an automated fashion, allowing for easy comparison of scenarios and results. Ultimately, the model will provide a reality check for future planning with respect to provision of quality community services and may provide support for creating additional commercial tax base within the district.

Town of Brookhaven Industrial Development Agency

MRB Cost Benefit Calculator



Date: October 12, 2023
 Project Title: GGV Grove Apartments LLC UPDATED
 Project Location: 400 East Main Street East Patchogue, NY

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

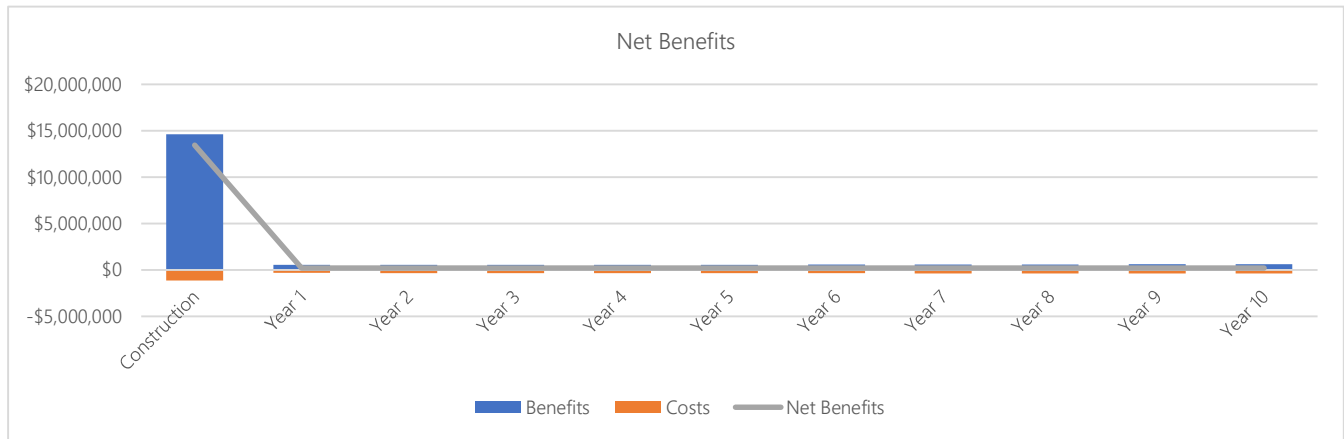
Project Total Investment
 \$33,754,854

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	147	37	185
Earnings	\$11,317,857	\$2,442,479	\$13,760,336
Local Spend	\$27,003,883	\$8,479,339	\$35,483,222

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	7	2	9
Earnings	\$15,718,112	\$3,392,088	\$19,110,200

Aggregate over life of the PILOT

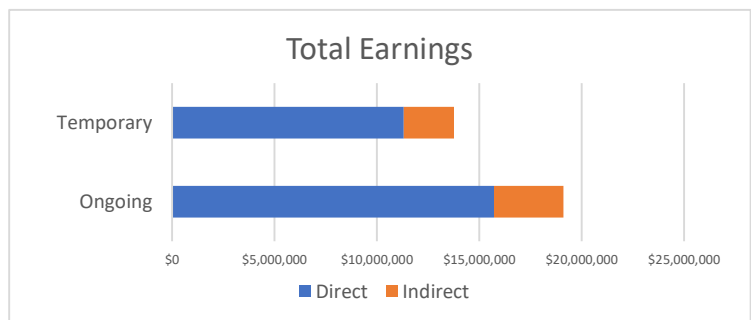
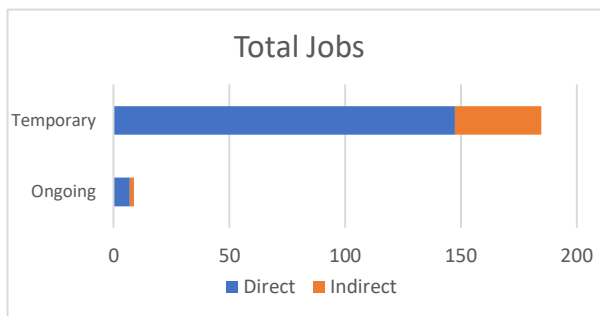
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$13,283,003	\$9,399,024
Sales Tax Exemption	\$910,552	\$910,552
Local Sales Tax Exemption	\$488,267	\$488,267
State Sales Tax Exemption	\$422,285	\$422,285
Mortgage Recording Tax Exemption	\$223,013	\$223,013
Local Mortgage Recording Tax Exemption	\$74,338	\$74,338
State Mortgage Recording Tax Exemption	\$148,675	\$148,675
Total Costs	\$14,416,568	\$10,532,589

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$33,638,612	\$28,209,845
To Private Individuals	\$32,870,536	\$27,622,306
Temporary Payroll	\$13,760,336	\$13,760,336
Ongoing Payroll	\$19,110,200	\$13,861,970
Other Payments to Private Individuals	\$0	\$0
To the Public	\$768,076	\$587,539
Increase in Property Tax Revenue	\$502,030	\$363,971
Temporary Jobs - Sales Tax Revenue	\$111,373	\$111,373
Ongoing Jobs - Sales Tax Revenue	\$154,673	\$112,195
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,709,268	\$1,436,360
To the Public	\$1,709,268	\$1,436,360
Temporary Income Tax Revenue	\$619,215	\$619,215
Ongoing Income Tax Revenue	\$859,959	\$623,789
Temporary Jobs - Sales Tax Revenue	\$96,322	\$96,322
Ongoing Jobs - Sales Tax Revenue	\$133,771	\$97,034
Total Benefits to State & Region	\$35,347,879	\$29,646,205

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$28,209,845	\$9,961,628	3:1
State	\$1,436,360	\$570,960	3:1
Grand Total	\$29,646,205	\$10,532,589	3:1

*Discounted at 2%

Additional Comments from IDA

UPDATE: Applicant's proposed project includes 55 units of affordable housing in three buildings on Montauk Highway in East Patchogue on a currently blighted site. The apartments include seventeen (17) units targeted for households earning up to 50% area median income ("AMI"), twenty-six (26) units targeted for households earning up to 60% AMI, seven (7) units targeted for households earning up to 80% AMI, five (5) units targeted for households earning up to 90% AMI. The existing structure will be demolished. The facility will include a fitness room, laundry room, a lounge and kitchenette and a mail room. Seventeen of the apartments will be set aside for victims of domestic violence with on-site supportive services provided by New Ground, a not-for-

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

RMF
RUSKIN MOSCOU FALTISCHEK P.C.
Smart Counsel. Straight Talk.

Writer's Direct Dial: (516) 663-6619
Writer's Direct Fax: (516) 663-6819
Writer's E-Mail: jchillemi@rmfpc.com

October 16, 2023

Via email

Weinberg, Gross & Pergament LLP
400 Garden City Plaza, Suite 309
Garden City, New York 11530
Attention: Howard R. Gross, Esq.

**Re: Form Application for Financial Assistance
WellLife Network Inc. Medford, New York Project**

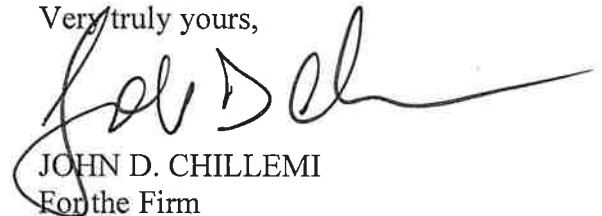
Dear Mr. Gross:

As you are aware, we represent WellLife Network Inc. After discussing the Form Application for Financial Assistance (the "Application") and the benefits requested thereunder, which was submitted to the Brookhaven IDA on September 29, 2023 via email and as supplemented by letter dated October 4, 2023 from our office, please accept this letter as a further update to the Application.

We hereby amend Part VI – Employment Data in so much that the Number of Residents of LMA is expected to be approximately 7, not 67 which was erroneously provided in the initial Application submittal. The remainder of the Application submitted remains unchanged.

Please do not hesitate to contact me if you have any questions or need any additional information.

Very truly yours,



JOHN D. CHILLEMI
For the Firm

cc: Lisa Mulligan, Brookhaven IDA CEO (via email)

1011488

EXHIBIT

PROPOSED PILOT BENEFITS ARE FOR DISCUSSION
PURPOSES ONLY AND HAVE NOT APPROVED BY THE
AGENCY BOARD.

Schedule of payments-in-lieu-of-taxes: Town of Brookhaven (including any existing incorporated village and any village which may be incorporated after the date hereof, within which the Facility is wholly or partially located), Patchogue-Medford School District, Suffolk County and Appropriate Special Districts

Property Address: Horseblock Road, Medford, New York (6.827 acre parcel of land located at Horseblock Road, Medford, New York approximately 700 feet northwesterly from the intersection of the westerly side of Eagle Avenue and the northerly side of Horseblock Road

Tax Map No.: 0200-700.00-01.00-004.002

School District: Patchogue-Medford School District

Formula:

"**Shelter Rent**" shall mean the total rents received from the occupants of the Facility less the cost of providing to the occupants of the Facility electricity, gas, heat, and other utilities. Total rents shall include rent supplements and subsidies received from the federal government, the state or a municipality on behalf of such occupants, but shall not include (1) any rent subsidies from the government pursuant to section eight of the United States Housing Act of nineteen hundred thirty-seven, as amended, or (ii) interest reduction payments pursuant to subdivision (a) of section two hundred one of the Federal Housing and Urban Development Act of nineteen hundred sixty-eight.

The Company will make payments in lieu of taxes ("**PILOT Payments**") for the Facility for a period of thirty (30) years (the "**PILOT Period**"), commencing with the tax year immediately succeeding the delivery of the certificate of occupancy for the Facility in amounts equivalent to ten per centum (10%) of the annual Shelter Rent of the Facility in the calendar year preceding the year in which any such payment is due, provided that the first year of the PILOT Period, PILOT Payments shall be calculated based on a good faith estimate of the Shelter Rent provided by the Company.

Town of Brookhaven Industrial Development Agency

MRB Cost Benefit Calculator



Date: October 12, 2023
 Project Title: WellLife Network/Medford Gardens
 Project Location: North of Horseblock Rd (West of Eagle Ave & Shopping Center) Medford

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

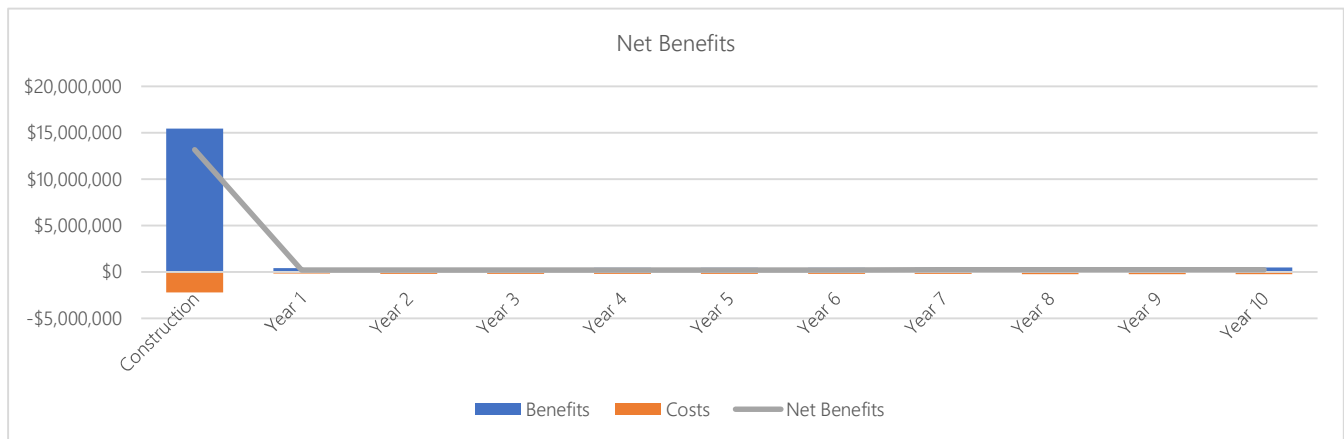
Project Total Investment
 \$38,031,356

		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		156	39	195
Earnings		\$11,954,765	\$2,579,929	\$14,534,694
Local Spend		\$28,523,517	\$8,956,510	\$37,480,027

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		7	1	8
Earnings		\$11,481,056	\$1,473,282	\$12,954,338

Aggregate over life of the PILOT

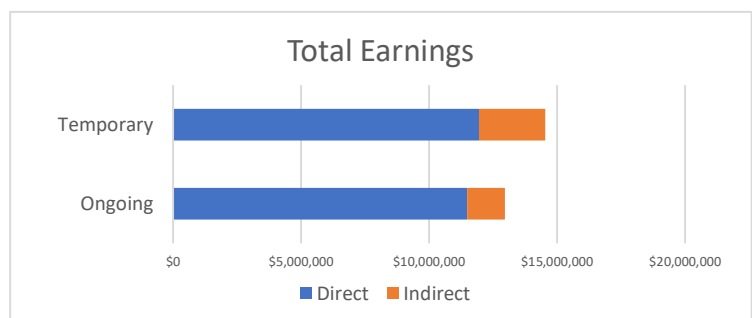
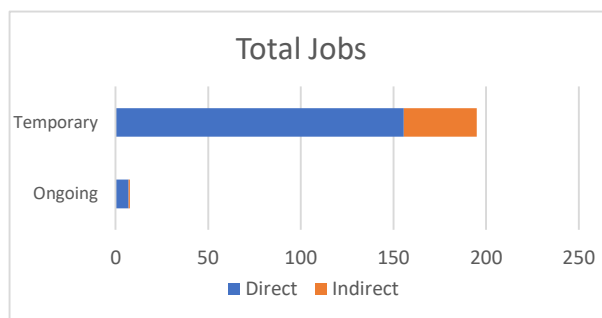
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$8,905,927	\$6,271,393
Sales Tax Exemption	\$2,102,416	\$2,102,416
Local Sales Tax Exemption	\$1,127,382	\$1,127,382
State Sales Tax Exemption	\$975,033	\$975,033
Mortgage Recording Tax Exemption	\$131,250	\$131,250
Local Mortgage Recording Tax Exemption	\$43,750	\$43,750
State Mortgage Recording Tax Exemption	\$87,500	\$87,500
Total Costs	\$11,139,593	\$8,505,059

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$30,332,705	\$26,058,772
To Private Individuals	\$27,489,031	\$23,931,385
Temporary Payroll	\$14,534,694	\$14,534,694
Ongoing Payroll	\$12,954,338	\$9,396,691
Other Payments to Private Individuals	\$0	\$0
To the Public	\$2,843,674	\$2,127,387
Increase in Property Tax Revenue	\$2,621,184	\$1,933,693
Temporary Jobs - Sales Tax Revenue	\$117,640	\$117,640
Ongoing Jobs - Sales Tax Revenue	\$104,849	\$76,054
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,429,430	\$1,244,432
To the Public	\$1,429,430	\$1,244,432
Temporary Income Tax Revenue	\$654,061	\$654,061
Ongoing Income Tax Revenue	\$582,945	\$422,851
Temporary Jobs - Sales Tax Revenue	\$101,743	\$101,743
Ongoing Jobs - Sales Tax Revenue	\$90,680	\$65,777
Total Benefits to State & Region	\$31,762,135	\$27,303,204

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$26,058,772	\$7,442,526	4:1
State	\$1,244,432	\$1,062,533	1:1
Grand Total	\$27,303,204	\$8,505,059	3:1

*Discounted at 2%

Additional Comments from IDA

Applicant's proposed project includes 66 units of affordable, senior housing (plus one unit for a 24/7 onsite Super) on Horseblock Rd in Medford on an approximately 7 acre, vacant site. The facility will include a fitness room, laundry room, and a mail room. Thirty-three of the apartments will be set aside for individuals who have a disabling condition (17 units for individuals with a serious mental illness and 16 units for chronically homeless individuals) with on-site supportive services provided by WellLife. These individuals will pay 30% of their income towards rent. The remaining 33 units will be split with 8-units for individuals who earn 40% of the AMI, 8-units for individuals who earn 50% of the AMI and 17-units for individuals who earn 60% of the AMI. As per the

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

ECONOMIC & FISCAL FEASIBILITY STUDY

Medford Gardens Senior Housing Development

SCTM#: 200-700-1-4.2

Horseblock Road

Medford, NY

NPV No.23183

Prepared for:

WellLife Network Inc.
1985 Marcus Avenue, Suite 100
New Hyde Park, NY 11042
Contact: Sherry Tucker

Brookhaven Industrial Development Agency
1 Independence Hill
Farmingville, NY 11738

Prepared by:



NELSON POPE VOORHIS

environmental • land use • planning

70 Maxess Road
Melville, NY 11747
Contact: Kathy Eiseman, AICP
o: 631.427.5665 | keiseman@nelsonpopevoorhis.com

September 26, 2023

TABLE OF CONTENTS

Executive Summary.....	1
1.0 Introduction and Purpose.....	3
2.0 Methodology	7
3.0 Demographics and Local Trends	10
3.1 Demographics	10
3.2 National Regional and Local Housing Market Trends	16
4.0 Consistency with Existing Comprehensive Planning Documents	18
5.0 Summary of Economic and Fiscal Impacts.....	22
6.0 References.....	32

ATTACHMENTS

A NPV Qualifications

EXECUTIVE SUMMARY

This Feasibility Study examines the existing conditions and the economic and fiscal impacts that are anticipated to occur through the construction and annual operations of a senior rental residential development to be known as Medford Gardens. This report further includes demographic information and a review of planning documents that further support the need for the proposed project and its consistency with established planning goals of the Town and County.

The subject site is located on the north side of Horseblock Road in the **hamlet of Medford**, Town of Brookhaven, Suffolk County, New York. The subject property is currently vacant land and is surrounded by a mix of commercial uses (including restaurants/food establishments, retail shops, and a fitness center), single-family residences, a nursing home facility, and a few semi-industrial uses (storage facility, truck sales). The proposed project will provide a **67-unit senior multifamily residential development**, consisting of 10 studios, 56 one-bedroom units, and one unit dedicated for the building manager that will not generate rent. All units will be designated as affordable to residents earning between 30% and 60% of the Area Median Income (AMI). In addition, 33 of the proposed units will utilize New York State Office of Mental Health's Empire State Supportive Housing Initiative (ESSHI) subsidies to house and provide services to individuals with disabilities.

The proposed project responds to the public need for increased housing opportunities, including senior, rental, and affordable housing opportunities. Housing costs have skyrocketed, housing availability has fallen, and local businesses and institutions are no longer able to fill essential positions to meet customer demand during what should be a post-pandemic recovery. Consumer activity from the increase in residents and employees of the proposed project will ripple through the local community, creating beneficial economic and fiscal impacts throughout the hamlet of Medford, the Town of Brookhaven, Suffolk County, and the region as a whole.

Economic benefit includes direct economic impacts, as well as those indirect and induced impacts that are projected to occur – on output, employment and labor income – during both the 19-month construction period, and annually upon stabilized operations of the proposed project. During **construction**, direct, indirect, and induced impacts of the proposed project are estimated to result in nearly **\$37.1 million in total output, 170 jobs** (total full-time equivalent [FTE] jobs), and over **\$16.8 million in labor income** (total wages). During **annual operations**, direct, indirect, and induced impacts of the proposed project are expected to result in over **\$1.3 million in output** (total revenue), **8.8 jobs** (total FTE jobs), and over **\$460,000 in labor income** (total wages).

In addition to the job creation benefits summarized above, this study analyzes the projected fiscal impacts based on a stabilized year of operations and full taxation based on current assessments and projected revenues. The proposed project is expected to provide a significant increase in tax revenue as compared to the existing conditions of the property at the time of full occupancy and full taxation as quantified in this report, particularly in consideration that as an age-restricted

community, the development will not result in increased costs to the school district related to additional school aged children.

The Applicant will be applying to the Town of Brookhaven Industrial Development Agency (IDA) to participate in its Payment in Lieu of Taxes (PILOT) program. IDA tax deferral promotes beneficial development/redevelopment and creates jobs while supplementing taxes and meeting other goals such as increasing senior affordable housing options. Since the exact terms of the PILOT have not yet been negotiated, this study analyzes the projected fiscal impacts based on a stabilized year of operations and full taxation. This projection of tax revenues is useful in assisting with an understanding of existing and future taxes to help structure a PILOT agreement. Any tax deferral programs will delay and phase-in full taxation.

Under full taxation, the proposed project is projected to generate significantly more tax revenue than the current conditions of the property. It is estimated that the proposed project would generate **\$133,546** in annual taxes under full taxation of the property, of which **\$92,179** would be allocated to the **Patchogue-Medford Union Free School District**. The current taxes generated by the property are \$3,181 in annual taxes, of which \$2,196 is allocated to the school district.

In summary, the proposed project will be beneficial to economic conditions in the hamlet of Medford, the Town of Brookhaven, Suffolk County, and the region, as a result of job creation (construction and operations) and provides an increase in revenue to local taxing jurisdictions. Overall, the project is economically and socially beneficial as discussed in more detail in the following sections of this Feasibility Study.

1.0 INTRODUCTION AND PURPOSE

Nelson Pope Voorhis (NPV) has been requested to prepare an economic and fiscal impact analysis for the proposed senior housing development, known as Medford Gardens, located on the north side of Horseblock Road in the hamlet of Medford, Town of Brookhaven, Suffolk County, New York. The location can be more specifically described as Suffolk County Tax Map District 200, Section 700, Block 1, Lot 4.2.

NPV is a professional environmental and planning firm with qualifications and expertise to prepare economic and fiscal impact analyses, and has a track record of similar completed projects, as well as residential and commercial market analysis and related economic development services to private and municipal clients. The economic qualifications of the firm and personnel are provided in **Attachment A**.

This analysis examines the fiscal and economic impacts that are anticipated to occur through the construction and annual operations of the proposed **67-unit senior multifamily residential development**, consisting of 10 studios, 56 one-bedroom units, and one unit dedicated for the building manager that will not generate rent. All units will be designated as affordable to residents earning between 30% and 60% of the Area Median Income (AMI). In addition, 33 of the proposed units will utilize New York State Office of Mental Health's Empire State Supportive Housing Initiative (ESSHI) subsidies to provide housing and services to individuals with disabilities.

The proposed project responds to the public need for increased housing opportunities, including senior, rental, and affordable housing opportunities. Housing costs have skyrocketed, housing availability has fallen, and local businesses and institutions are no longer able to fill essential positions to meet customer demand during what should be a post-pandemic recovery. Consumer activity from the increase in residents and employees of the proposed project will ripple through the local community, creating beneficial economic and fiscal impacts throughout the hamlet of Medford, the Town of Brookhaven, Suffolk County, and the region as a whole. The proposed project is expected to provide a significant increase in tax revenue as compared to the existing conditions of the property at the time of full occupancy and full taxation, as quantified in this report. The proposed project responds to the Town's desire to provide such rental housing opportunities in the area, as recognized in various comprehensive planning documents and evidenced by current conditions within the surrounding community.

As economic stability returns following the coronavirus pandemic of 2020-22, the proposed project is expected to contribute to the long-term economic health of the community. More specifically, the proposed project will advance the planning goals of the Town and will establish many new construction jobs and additional housing opportunities that will help in the post-pandemic recovery. The proposed project will also create short- and long-term economic benefits by providing increased tax revenue as compared to the existing vacant condition of the site.

The following analysis examines and quantifies the fiscal and economic impacts that are anticipated to result from the proposed Medford Gardens senior rental residential development. **Section 2.0** outlines the methodology and the sources of data used to project the fiscal and economic impacts generated in this analysis. **Section 3.0** examines and summarizes demographics and trends specific to the hamlet of Medford, the Town of Brookhaven and Suffolk County. In addition, this section examines trends among the local, regional and national housing market. **Section 4.0** analyzes relevant town and local planning documents specific to the community and summarizes the proposed project’s consistency with such reports. **Section 5.0** outlines the direct economic impacts, as well as those indirect and induced impacts that are estimated to occur – on output, employment and labor income – during both the 19-month construction period, and annually upon stabilized operations of the proposed Medford Gardens senior rental residential development. These projections anticipate stabilization of the economy in post-pandemic conditions. A summary of these key economic findings is provided in **Table 1**.

TABLE 1
SUMMARY OF KEY ECONOMIC FINDINGS

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
<i>Economic Impacts during Construction</i>			
Direct Impact	\$25,725,836	111.40	\$12,862,918
Indirect Impact	\$3,527,763	17.31	\$1,253,410
Induced Impact	\$7,844,227	41.62	\$2,734,989
Total Impact	\$37,097,825	170.33	\$16,851,317
<i>Projected Economic Impacts during Annual Operations</i>			
Direct Impact	\$954,120	7.00	\$322,728
Indirect Impact	\$200,430	0.68	\$64,750
Induced Impact	\$215,023	1.13	\$74,995
Total Impact	\$1,369,574	8.81	\$462,473

Source: Data provided by WellLife Network Inc; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

Section 5.0 also summarizes the existing fiscal conditions – including enrollment, budget, and current tax rates and levies for the Patchogue-Medford Union Free School District (UFSD). This section summarizes the land use and tax base composition, detailed budgets and the current tax rates and levies for the Town of Brookhaven and Suffolk County. Moreover, this section summarizes the fiscal impacts that are anticipated to result from the proposed project. These include tax revenues that would be allocated to each of the local taxing jurisdictions.

The Applicant will be applying to the Town of Brookhaven Industrial Development Agency (IDA) to participate in its Payment in Lieu of Taxes (PILOT) program. IDA tax deferral promotes beneficial development/redevelopment and creates jobs while supplementing taxes and meeting other goals such as increasing senior affordable housing options. Since the exact terms of the PILOT have not yet been negotiated, this study analyzes the projected fiscal impacts based on a stabilized year of operations and full taxation. This projection of tax revenues is useful in assisting with an understanding of existing and future taxes to help structure a PILOT agreement. Any tax deferral programs will delay and phase-in full taxation.

Under full taxation, the proposed project is projected to generate significantly more tax revenue than the current conditions of the property. It is estimated that the proposed project would generate \$133,546 in annual taxes under full taxation of the property, of which \$92,179 would be allocated to the Patchogue-Medford Union Free School District. The current taxes generated by the property are \$3,181 in annual taxes, of which \$2,196 is allocated to the school district. The distribution of anticipated tax revenues is shown in **Table 2**.

TABLE 2
TAX REVENUE COMPARISON

Taxing Jurisdiction	Current Tax Revenue	Full Taxation Estimated Revenue	Estimated Change in Tax Revenue	Tax Revenue Percent Distribution
Total School Taxes	\$2,357	\$98,962	\$96,605	74.1%
School District- Patchogue-Medford UFSD	\$2,196	\$92,179	\$89,983	69.0%
Library District- Patchogue-Medford UFSD	\$162	\$6,783	\$6,622	5.1%
Total County Taxes	\$365	\$15,339	\$14,973	11.5%
County of Suffolk	\$21	\$898	\$876	0.7%
County of Suffolk - Police	\$344	\$14,441	\$14,097	10.8%
Total Town Taxes	\$197	\$8,274	\$8,077	6.2%
Town - Town Wide Fund	\$48	\$1,996	\$1,949	1.5%
Highway - Town Wide Fund	\$14	\$574	\$561	0.4%
Town- Part Town Fund	\$15	\$630	\$615	0.5%
Highway- Part Town Fund/Snow Removal	\$121	\$5,074	\$4,953	3.8%
Other Taxes	\$261	\$10,971	\$10,710	8.2%
New York State MTA Tax	\$1	\$48	\$46	0.0%
Open Space Preservation	\$18	\$735	\$718	0.6%
Fire Districts - Medford	\$136	\$5,695	\$5,559	4.3%
Lighting Districts - Brookhaven	\$10	\$410	\$400	0.3%
Ambulance District - Medford	\$60	\$2,536	\$2,475	1.9%
Real Property Tax Law	\$30	\$1,246	\$1,216	0.9%
Out of County Tuition	\$6	\$233	\$228	0.2%
Suffolk County Community College Tax	\$2	\$69	\$67	0.1%
TOTAL: ALL TAXING JURISDICTIONS	\$3,181	\$133,546	\$130,365	100.0%

Source: Tax bills provided by the Town of Brookhaven Assessor's Office; Analysis by Nelson, Pope & Voorhis, LLC.

Lastly, **Section 6.0** outlines the references and sources of information utilized in this analysis.

2.0 METHODOLOGY

Various data and information from federal, state, local, and commercial data sources was used to analyze the existing conditions and projected fiscal and economic impacts stemming from the construction and annual operation of the proposed Medford Gardens senior housing development.

WellLife Network, Inc. supplied information regarding the estimated rental rates, unit mix, construction cost and construction schedule, as well as the estimated employment and employee salaries during the annual operations of the proposed project.

Patchogue-Medford Union Free School District provided data pertaining to the district budget, enrollment trends and per-pupil education costs.

The Town of Brookhaven and Suffolk County provided information regarding approved budgets and current tax rates for the parcels that comprise the subject property. This tax information was used to compare the existing revenues to those that are projected to be generated upon full build-out and full taxation of the proposed project.

New York State Education Department provided New York State District Report Cards and the Fiscal Accountability Summary reports specific to the Patchogue-Medford UFSD. This information allows for an analysis of how the development may affect the school district's enrollment.

New York State Office of Real Property Services supplied data pertaining to the existing tax base and tax revenues for the Town of Brookhaven. This information was used to better understand how local budgets and taxing jurisdictions will be affected by the proposed project.

United States Bureau of Labor Statistics and New York State Department of Labor publish the Occupational Employment Statistics survey. This survey was used to estimate the wages earned among those employed within "construction and extraction" occupations in the Long Island labor market. These wages were assumed for each of the workers responsible for the construction of the proposed project.

United States Census Bureau provided the latest population counts and other pertinent demographic data for Medford, the Town of Brookhaven, and Suffolk County.

Environmental Systems Research Institute, Inc. (ESRI) generated on-demand demographic reports specific to hamlet of Medford, the Town of Brookhaven and Suffolk County through their *Business Analyst Online* program. Specifically, data was collected for the 2010 Census, 2020 Census and 2023 estimates for population and housing characteristics, as well as five-year (2028) population and housing projections for the Medford hamlet, Town of Brookhaven and Suffolk County. All estimates and projections provided by ESRI draw upon data from sources including

the Current Population Survey, American Community Survey, Census of Retail Trade (all via the United States Census Bureau), Consumer Expenditure Survey (via the United States Bureau of Labor Statistics), United States Postal Service, Internal Revenue Service, National Bureau of Economic Research, and other commercial and federal data sources.

IMPLAN (formerly known as the Minnesota IMPLAN Group) developed an economic impact modeling system called IMPLAN, short for “impact analysis for planning.” The program was developed in the 1970s through the United States Department of Agriculture’s Forest Service, and was privatized in 1993.

IMPLAN is built on a mathematical input-output (I-O) model to express relationships between various sectors of the economy in a specific geographic location. The I-O model assumes fixed relationships between producers and their suppliers based on demand, and the inter-industry relationships within a region largely determine how that economy will respond to change. In an I-O model, the increase in demand for a certain product or service causes a multiplier effect; increased demand for a product affects the producer of the product, the producer’s employees, the producer’s suppliers, the supplier’s employees, and so on, ultimately generating a total impact in the economy that is greater than the initial change in demand.

The IMPLAN model is a method for estimating local economic multipliers, including those pertaining to production, value-added, employment, wage and supplier data. IMPLAN differentiates in its software and data sets between 546 sectors that are recognized by the United States Department of Commerce. Multipliers are available for all states, counties and zip codes, and are derived from production, employment and trade data from sources including the United States Census Bureau, County Business Patterns, Annual Survey of Government Employment, Annual Survey of Retail Trade; United States Bureau of Labor Statistics, Quarterly Census of Employment and Wages, Consumer Expenditure Survey; United States Department of Labor; Office of Management and Budget; United States Department of Commerce; Internal Revenue Service; United States Department of Agriculture, National Agricultural Statistical Service; Federal Procurement Data Center; and United States Bureau of Economic Analysis, Regional Economic Information System, Survey of Current Business, among other national, regional, state and local data sources.

IMPLAN is widely accepted as the industry standard for estimating how much a one-time or sustained increase in economic activity in a particular region will be supplied by industries located in the region. Federal government agencies such as the Army Corps of Engineers, Bureau of Economic Analysis, Bureau of Land Management, Environmental Protection Agency, Federal Reserve Bank, Fish and Wildlife Service, and National Park Service have used the multipliers to study the local impact of government regulation on specific industries and to assess the local economic impacts of Federal actions. State and local governments including New York State Department of Labor, New York State Division of the Budget, New York State Office of the State Comptroller, New York State Assembly and New York City Economic Development Corporation, have used the multipliers to estimate the regional economic impacts of government policies and

projects and of events, such as the location of new businesses within their state, or to assess the impacts of tourism. Likewise, businesses, universities and private consultants have used the multipliers to estimate the economic impacts of a wide range of projects, such as building a new sports facility or expanding an airport; of natural disasters; of student spending; or of special events, such as national political conventions.

NPV personnel have received formal IMPLAN training through IMPLAN, and possess the qualifications to project economic impacts for a multitude of project types using this software. For the purpose of this analysis, multipliers specific to socio-economic data in Suffolk County's "Construction of new multifamily residential structures" industry were analyzed to determine the direct, indirect and induced economic impacts during the construction period of the proposed project. Moreover, multipliers specific to socio-economic data in Suffolk County's "Tenant-occupied housing" industry were analyzed to determine the direct, indirect and induced economic impacts during the annual operations of the proposed project. A summary of these economic impacts can be found in **Section 5.0** of this analysis.

3.0 DEMOGRAPHICS AND HOUSING TRENDS

As noted in **Section 1.0**, this section examines demographics and socioeconomic characteristics, as well as trends specific to the Medford community, the Town of Brookhaven and Suffolk County. In addition, this section summarizes trends among the local, regional and national housing market.

3.1 Demographics

Population

Trends in the residential population and in the number of households were examined for Medford,¹ the Town of Brookhaven and Suffolk County. An analysis of past data, coupled with current estimates and projections, illustrates the changing needs of the community, and how such needs can be addressed within the local housing market – including the proposed Medford Gardens development.

As seen in **Table 3** and **Chart 1**, the populations within Medford and Brookhaven stayed relatively constant and the population in Suffolk County increased between 2010 and 2020. During this time period, the population of Medford increased by 0.43%, or by approximately 105 persons. The population within the Town of Brookhaven decreased by 0.04% or by approximately 189 residents. Suffolk County witnessed population growth of nearly 32,300 people, increasing by approximately 2.16% between 2010 and 2020.²

Current estimates and projections suggest a slight decline in population for Medford, the Town of Brookhaven as well as Suffolk County through 2028. Based on the available standard demographic references, population within Medford is expected to decrease by 374 persons, declining by 1.54% between 2020 and 2023, followed by a decline of 582 persons or 2.44% between 2023 and 2028. The population within the Town of Brookhaven is estimated to have decreased by 131 residents or 0.03% between 2020 and 2023 with a further decline of 3,305 residents or 0.68% between 2023 and 2028. Population growth within Suffolk County is projected to decrease by 0.13% (1,984 persons) between 2020 and 2023, and 0.86% (13,030 persons) between 2023 and 2028.

It is important to note that these population projections do not account for specific developments currently in the planning or approval process. Moreover, while such factors are examined at the local level, projections are not based solely upon specific build-out scenarios or land use analyses. Rather, the projections are based upon historical trends and current estimates at the county level, a time series of county-to-county migration data, a historical analysis of residential building permit data and residential postal delivery counts. Such data is supplemented with available

¹ Medford demographics are based on the Medford Census Designated Place (CDP) per the US Census.

² ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, August 31, 2023.

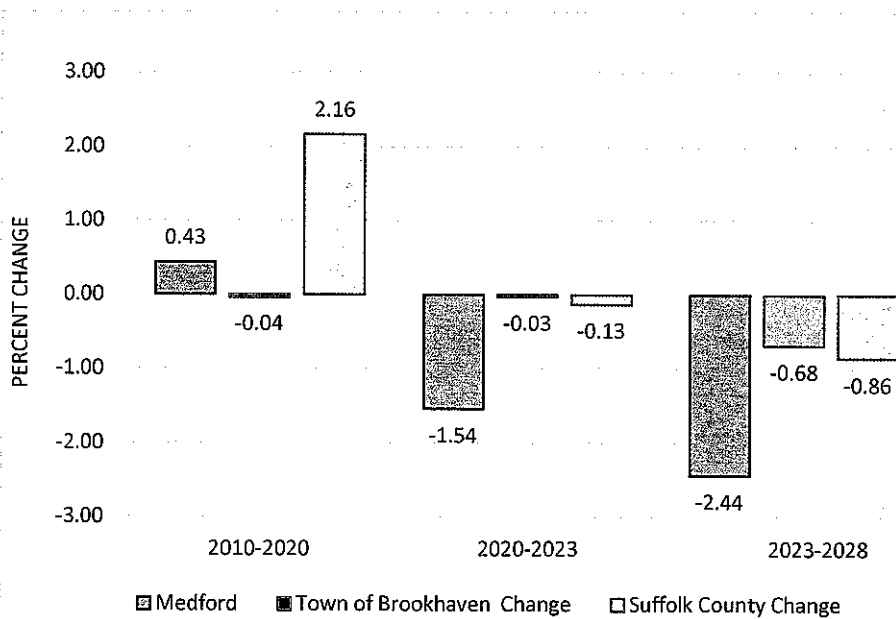
information generated by nationwide databases, statistics providers and demographic and spatial analysis tools.

**TABLE 3
 POPULATION TRENDS**

Year	Medford	Town of Brookhaven	Suffolk County
2010	24,142	485,962	1,493,641
2020	24,247	485,773	1,525,920
2023 (Estimate)	23,873	485,642	1,523,936
2028 (Projection)	23,291	482,337	1,510,906

Source: United States Bureau of the Census; ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

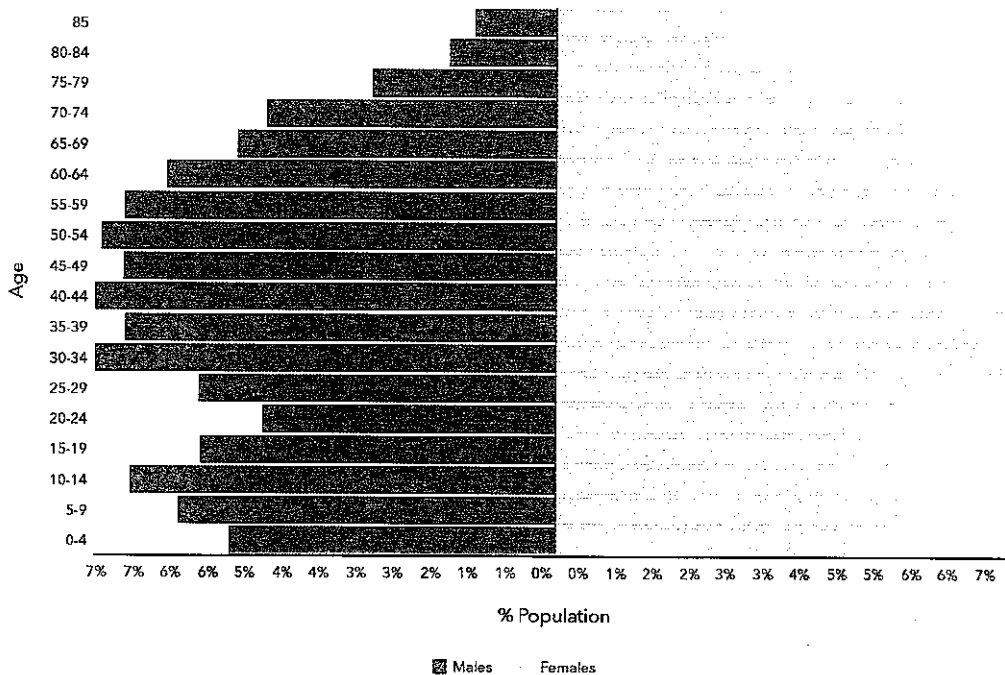
**CHART 1
 PERCENT CHANGE IN POPULATION TRENDS**



Source: ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

Examining detailed age demographics of Medford indicates that there is a significant senior population residing within the hamlet. In Medford, the population of individuals 50+ is significant and expected to increase. Between 2010 and 2020, the population of individuals 50+ grew by 7.8% of the population, from 31.70% to 39.5%.

**CHART 2
 MEDFORD AGE PYRAMID**



Source: ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

Housing Units

The number of housing units within the Town of Brookhaven and Suffolk County has witnessed an increase in each of the time periods analyzed since 2010 as seen in **Table 4**. However, while Medford experienced an increase of 245 units between 2010 and 2020, there was a decrease of 34 units between 2020 and 2023 followed by a projected decrease of 33 units between 2023 and 2028. The increase in housing units was greatest for all three geographic areas between 2010 and 2020 when the increases in populations were also the greatest. The 2028 projections for number of housing units are 8,349 units, 181,334 units, and 586,653 units in Medford, Brookhaven, and Suffolk County, respectively.⁴

Housing unit projection does not account for specific developments currently in the planning or approval process. Moreover, while such factors are examined at the local level, projections are not based solely upon specific build-out scenarios or land use analyses.

**TABLE 4
HOUSING UNIT TRENDS**

Year	Medford	Town of Brookhaven	Suffolk County
2010	8,171	174,999	570,091
2020	8,418	178,581	578,940
2023 (Estimate)	8,382	180,686	584,653
2028 (Projection)	8,349	181,334	586,903

Source: United States Bureau of the Census; ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

As seen in **Table 5**, the 2023 estimated average household size in Medford is 2.92 persons.⁴ This is higher than the average household size of that in the Town of Brookhaven, at 2.78 persons per household, and that of Suffolk County, at 2.87 persons per household.

**TABLE 5
AVERAGE HOUSEHOLD SIZE: 2023 (ESTIMATE)**

Geographic Area	Household Size
Medford	2.92
Town of Brookhaven	2.78
Suffolk County	2.87

Source: ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

There is a large percentage of householders that are 55+ in age for the three geographic areas analyzed, with this percentage of the overall population expected to increase by 2028 as seen in **Table 6**. Medford is expected to experience an increase of 9% in the population aged 55 and over between 2010 and 2028. The Town of Brookhaven is expected to experience an increase of 10.5% and Suffolk County an increase of 10.9% of this age group between 2010 and 2028.

**TABLE 6
PERCENT HOUSHOLDERS 55+**

Year	Medford	Town of Brookhaven	Suffolk County
2010	41.9%	41.5%	43.7%
2023 (Estimate)	49.9%	50.7%	53.3%
2028 (Projection)	50.9%	52.0%	54.6%

Source: ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

Tenure

As seen in **Table 7**, the majority of housing units in each geographic location are owner-occupied. Medford has the smallest share of rental properties when compared to the Town of Brookhaven and Suffolk County, with renter occupied units comprising 13.5% of the housing stock. This is 5.5% less than the Town of Brookhaven (19.0%) and 3.5% less than Suffolk County as a whole (17.0%). Medford also has lower vacancy rates at 4.0% compared to the Town of Brookhaven, at 6.5%, and Suffolk County at 10.9%, indicating demand for housing. It is noted that the information provided in **Table 6** represents total housing tenure and does not differentiate between different types of housing (i.e., single family, townhomes, apartments).

**TABLE 7
 HOUSING TENURE: 2023 (ESTIMATE)**

Housing Type	East Patchogue	Town of Brookhaven	Suffolk County
Total Housing Units	8,382	180,686	584,653
Owner-Occupied	82.5%	74.5%	72.1%
Renter-Occupied	13.5%	19.0%	17.0%
Vacant Housing Units	4.0%	6.5%	10.9%

Source: ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

As seen in **Table 8**, the median gross rent is highest in Medford at \$1,996 followed by the Town of Brookhaven at \$1,951 and Suffolk County at \$1,895. Although rental rates were the most expensive in Medford, hamlet has the lowest median value of owner-occupied housing units at \$463,604. The Town of Brookhaven is slightly higher at \$472,839 followed by Suffolk County with the highest median value of \$539,048 as seen in **Table 9**.

**TABLE 8
 MEDIAN GROSS RENT: 2021 (ACS ESTIMATE)**

Geographic Area	Median Rent
Medford	\$1,996
Town of Brookhaven	\$1,951
Suffolk County	\$1,895

Source: ACS 5-Year Estimate; Analysis by Nelson, Pope & Voorhis, LLC.

**TABLE 9
 MEDIAN VALUE OF OWNER-OCCUPIED HOUSING UNITS:
 2023 (ESTIMATE)**

Geographic Area	Median Value
Medford	\$463,604
Town of Brookhaven	\$472,839
Suffolk County	\$539,048

Source: ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

Income

Household income serves as a primary measure in determining affordability among various housing options within a given community. As seen in **Table 10**, households in Medford have a median income of approximately \$105,125. The median household income within the Town of Brookhaven and Suffolk County is slightly higher than that of Medford – at \$108,125 and \$115,114 respectively. Median household income for 55+ households is significantly lower in all geographic areas studies as part of this analysis. Medford’s 55+ median household income is the lowest at approximately \$76,634, followed by the Town of Brookhaven at \$86,285 and Suffolk County at \$94,878.³

**TABLE 10
 MEDIAN HOUSEHOLD INCOME: 2023 (ESTIMATE)**

Geographic Area	Household Income	Median Household Income for Households 55+
Medford	\$105,125	\$76,634
Town of Brookhaven	\$108,596	\$86,285
Suffolk County	\$115,114	\$94,878

Source: ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

3.2 National, Regional and Local Housing Market Trends

Current and projected local, regional and national housing conditions are an important component to understanding the market for new housing in the Medford community. Many external economic forces are shaping the local housing market conditions in the community, Suffolk County and the Long Island region as a whole.

The housing market is impacted by many factors and can rapidly change in response to changing economic conditions. Over the past five years, the housing market has been impacted greatly by world-wide events, such as the Covid-19 pandemic. In December 2019, home construction was at its highest levels in 13 years.⁴ Nationally, new housing had been demanded to meet the needs of the young workforce. Conversely, aging long-term residences were being developed as infill multi-family housing in many downtown settings. According to the National Association of Realtors, Long Island residential real estate ranks as the 9th highest-priced metropolitan area in the nation as of the third quarter of 2019.

However, the increased cost of building materials and recent supply chain issues have increased the cost of construction which has in turn negatively impacted housing affordability as prices of

³ ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, August 31 2023.

⁴ The Associated Press, “New US home construction dips again in February” March 18, 2020, accessed via Long Island Business News.

new and existing homes are soaring.⁵ Additionally, as many first-time homebuyers are unable to purchase a home due to competition and surging home prices, these higher-income buyers are flooding the rental market and have created an unfavorable situation for lower- and moderate-income renters looking for apartments.⁶

These trends were greatly exacerbated during the Covid-19 pandemic as competition for a limited housing stock increased rapidly and significantly as residents of New York City and other nearby urban areas moved farther east to Long Island due to a desire for more space in response to the pandemic. The pandemic also impacted supply chains, with decreased availability and increased shipping times for building materials, causing delays and increasing overall costs.

More recent trends suggest a national housing market that is weaker overall than the spikes observed during the height of the pandemic as high mortgage rates, elevated home prices and constrained housing inventory (49% below historic averages) all contribute to the affordability crisis. Mortgage rates are higher than experienced in decades with the average 30-year fixed rate peaking at 7.23% in August 2023. Year-over-year existing monthly home sales dipped in July for the second consecutive month, slipping by 2.25 to a six-month low. The Federal Reserve recently approved a 0.25 percentage point rate hike in July in an effort to control inflation resulting in a current 5.25%-5.5% interest rate. For a housing recovery to occur there would need to be an increase in inventory, lower interest rates, and lower mortgage rates; however, this is not predicted to occur in the near future.⁷

The housing market on Long Island is reflective of national trends, but there remain several issues and challenges specific to the region. Long Island faces several housing challenges including a shortage of rental housing, an exodus of young adults, and meeting the housing needs of a growing elderly population. Long Island is largely built out or limited by zoning, and subsequently, is feeling the pressure of unmet housing demand. Due to the lack of appropriate housing for younger adults, the percentage of population over 65 on Long Island is increasing rapidly. Population projections for Long Island as whole estimate that the trend will continue. By 2040, the number of people over 65 is expected to increase by 40%, while its population under 35 could shrink by 13%.⁸ An aging population requires diverse housing options such as multifamily and rental options. Overall, rental properties on Long Island and regionally remain limited, with an average vacancy rate of only 3.3% throughout the New York-Newark-Jersey City metropolitan area.⁹ As of 2021, the median gross rent for the hamlet of Medford was \$1,996, which was more than the median gross rent in the Town of Brookhaven (\$1,951) and Suffolk County (\$1,895).

⁵Nasdaq. "Will Housing ETFs Suffer as New Home Sales Dip in February." March 24, 2020.

<https://www.nasdaq.com/articles/will-housing-etfs-suffer-as-new-home-sales-dip-in-february>

⁶Business Insider. "Owning a home is no longer the American dream" January 22, 2022. <https://www.businessinsider.com/rent-prices-rising-high-demand-few-affordable-apartments-2022-1>

⁷Forbes Advisor, "Housing Market Predictions for 2023: When Will Home Prices Be Affordable Again." September 7 2023.

⁸Regional Plan Association. "Long Island Housing Data Profiles"

⁹<https://ipropertymanagement.com/research/rental-vacancy-rate#new-york>

Long Island is experiencing a similar housing crisis with high home prices, low inventory, and high mortgage rates, all taking a toll on housing sales. Median price of closed home sales in Nassau County reached \$725,000 in August 2023 and \$585,750 in Suffolk County according to OneKey MLS. These all-time high home prices can be directly attributed to severe lack of homes on the market with inventory at historically low levels. According to OneKey MLS there are currently approximately 5,107 homes for sale on Long Island which is down from 6,854 homes listed at the end of August 2022.¹⁰

Rent increases, the cost of living, the disparity between supply and demand combined with the pandemic have intensified the affordable housing crisis on Long Island and in New York City. Overall, rental properties remain limited, with an average vacancy rate of only 3.3% throughout the New York-Newark-Jersey City metropolitan area.¹¹ As of 2021, the median gross rent for the hamlet of Medford was \$1,996, which was more than the median gross rent in the Town of Brookhaven (\$1,951) and Suffolk County (\$1,895).

Therefore, there remains a high demand for housing including workforce and senior affordable housing throughout Long Island communities, including the Town of Brookhaven and the hamlet of Medford.

¹⁰ LI Business News, "LI Home Prices Hit New Highs Amid Scant Supply." September 13 2023.

¹¹ <https://ipropertymanagement.com/research/rental-vacancy-rate#new-york>

4.0 CONSISTENCY WITH EXISTING COMPREHENSIVE PLANNING DOCUMENTS

As noted in **Section 1.0**, this section analyzes relevant town and local planning documents specific to the Medford community (where applicable) and summarizes the proposed project's consistency with such reports. This includes the *Town of Brookhaven Comprehensive Land Use Plan* (prepared in 1996) Suffolk County Planning Commission's *Smart Communities through Smart Growth* plan (2000), Suffolk County's *Smart Growth Committee Report: Analysis and Prioritization of the Recommendations of the Smart Growth Policy Plan for Suffolk County* (2003), Medford Vision Update (2010), and Suffolk County Comprehensive Master Plan 2023 (2015). This section also summarizes The Newmark Comprehensive Market Study, conducted for the proposed project in August 2023.

Town of Brookhaven Comprehensive Land Use Plan (1996)

The *Town of Brookhaven Comprehensive Land Use Plan* (1996 Comprehensive Plan) sets several general goals, identifies environmental resources, discusses existing land uses, provides broad policies and recommendations, and includes a land use map depicting recommended future land uses and development patterns.

The 1996 Comprehensive Plan notes that the Town created a variety of methods to promote multifamily housing. In addition, the Plan notes methods to increase affordable housing such as incentives to developers through the Department of Housing, Community Development and Governmental Affairs. This office has fast-tracked qualified affordable housing projects and worked with non-profit affordable housing entities to increase the pool of affordable housing. The 1996 Comprehensive Plan also recognized that the housing supply may create additional need for new development to meet future population demands.

Planning recommendations and goals in the 1996 Comprehensive Plan that are generally applicable to the proposed project are as follows:

- Consideration should be given to placement of high density residential rather than additional shopping centers along already congested highways and adjacent to activity centers to create a sense of place.
- There is a need to continue to provide a choice of housing types for an aging population desiring to remain in the community as well as affordable housing for the young.
- Higher density residential housing tends to be occupied by fewer people, therefore limiting population growth.

Prior to the preparation of the Town wide Comprehensive Plan there were Hamlet Plans developed that are referenced and incorporated into the Comprehensive Plan. Medford's Mini Master Plan specifically recommends providing affordable housing for all segments of the population, specifically senior citizens.

Overall, the proposed project complies with the intent and advances the recommendations provided in the *Town of Brookhaven Comprehensive Land Use Plan* as the Medford Gardens senior housing development will provide additional affordable senior housing options.

Smart Growth Policy Plan for Suffolk County (2000)

The 2000 *Smart Growth Policy Plan for Suffolk County* (2000 Smart Growth Plan) was prepared as required by legislation adopted by the Suffolk County Legislature effective March 30, 2000 establishing a Smart Growth Policy for Suffolk County. The purpose of the 2000 Smart Growth Plan was to highlight and examine various laws, regulations, policies and programs of Suffolk County in order to recommend changes to encourage smart growth. The 2000 Smart Growth Plan discusses eight principles of "Smart Growth" development (that corresponds with Smart Growth Policy legislation) that can be used as guidelines for further development in communities. These principles include:

- Direct development to strengthen existing communities;
- Encourage consultation and collaboration between communities;
- Preserve open spaces, natural and historic resources and working farms;
- Encourage compact and orderly development;
- Provide transportation choices;
- Provide a variety of housing choices;
- Encourage permitted processes that are predictable, certain, efficient and final;
- Encourage consistency of government policies and programs;

The 2000 Smart Growth Plan provides 43 recommendations to implement and advance these eight principles throughout Suffolk County. The recommendations that are relevant to the proposed project include continuing county housing initiatives to promote affordably priced homes. In addition, in the Smart Growth Public Hearing Transcripts, there was a preference for higher density housing developments over commercial shopping centers.

The Medford Gardens senior housing development is consistent with these principles and recommendations in that the proposed project will provide additional affordable housing opportunities, specifically for seniors.

Suffolk County Smart Growth Committee Report: Analysis and Prioritization of the Recommendations of the Smart Growth Policy Plan for Suffolk County (2003)

The Suffolk County Smart Growth Committee Report (Smart Growth Report) was prepared to prioritize the 43 recommendations provided in the 2000 *Smart Growth Policy Plan for Suffolk County* (2000 Smart Growth Plan). The Suffolk County Legislature assembled a Smart Growth Committee to review and prioritize the recommendations of the 2000 Smart Growth Plan. Of the five top priority recommendations endorsed by the Smart Growth Committee, one overall priority recommendation that relates to the proposed project was to "encourage the provision of a variety of housing choices."

Medford Vision Update (2010)

The 2010 Medford Vision Plan was prepared as an update to the 1994 Medford Hamlet Comprehensive Plan. The 1994 Plan listed eleven goals, most of which are still applicable today. One goal is to provide affordable housing for all segments of the population, particularly senior citizens. This goal was further expanded in the 2010 updated Vision Statement to provide a diversity of housing for all segments of the population. A majority of respondents to the Medford community survey supported the statement “a mix of housing types would allow the young, elderly, and families to live in the same neighborhood”.

Suffolk County Comprehensive Master Plan 2023 – Framework For The Future

The Suffolk County Planning Commission drafted the “Suffolk County Comprehensive Master Plan 2035” in 2015 in order to create a blueprint for the future of Suffolk County. Long-term planning goals are intended to guide activities related to growth in Suffolk County. Suffolk County’s land use is largely comprised of low-density residential development with scattered single use commercial areas. This pattern of development can no longer be sustained by the network of transportation, water, and wastewater infrastructure and cannot easily accommodate further residential growth or economic development. Future planning in the region will require special attention to the relationship between land use, the overall economy, traffic and transportation systems, as well as natural and built resources.

Long term planning goals outlined in the Plan include (1) to provide the foundation for sustainable growth and resiliency of Suffolk County and (2) to encourage economic development that will help to retain and attract business and create jobs for Suffolk County residents. In order to attain these long-term aspirational goals, the Plan identifies six key objectives one of which is to provide equitable, affordable, and fair housing.

Many of the housing-related issues in Suffolk County, such as the shortfall in workforce and senior housing, as well as a lack of multi-family housing, have manifested themselves over the past several decades and are now posing an obstacle for the County on its path to continued, sustainable growth. The County identifies the need for increased affordable and fair housing. Lack of affordable housing means that existing as well as potential residents are priced out of the market. Demographic changes occurring within Suffolk County over the past two decades have created a new housing demand profile that includes a higher proportion of smaller, multi-family units, a higher proportion of rental units, and more units that are priced at levels that are affordable to households earning under \$75,000 annually. While the demand has shifted towards smaller multifamily units, single family homes continue to be built at a faster pace, and existing inventory of multifamily housing remains low.

Newmark Comprehensive Market Study Proposed Senior Housing

Newmark completed a study for the proposed Medford Gardens senior development in August 2023. The objectives of the study were to (1) demonstrate that sufficient demand exists for the proposal in the market area, (2) demonstrate that the proposed project will not cause any undue economic harm on the existing rental stock in the market area, and (3) evaluate the positioning

of the subject's structure within the context of the current market conditions in the area and evaluate rent advantage.

The study found that there is a defined need for this project as affordable housing for seniors in the Medford area is extremely limited. Any existing affordable units have extensive waitlists and limited turnover. The occupancy rate for comparable units in the primary market area is 99%. In addition, 35% of local renters earn less than \$30,000 per year. The rent and unit mix of the proposed development will attract income qualified renter households not currently living in affordable housing.

In addition, the study noted that affordable options for seniors in Medford include only one older complex north of the site that is regularly fully occupied with a waitlist. Other options include Conifer Village and Pinehurst which have a combined total of 300 units; however, there are typically limited turnover and regular waitlists populated by existing renters and homeowners. Other age restricted affordable options in Patchogue are older deep subsidy developments with rental assistance built in the last 20 years with extensive waitlists as well as 35 affordable units included as part of the Fairway Manor property. The only pipeline project in the area is the recently approved GGV Grove Apartments on East Main Street in Patchogue with 55 mixed income workforce units in a walkup building.

The study concludes that considering the wait lists at other affordable projects within the Primary Housing Market Area (PMA), and the number of age and income eligible households for each unit type after elimination of the existing affordable housing, there would be no negative impact on the existing affordable housing stock based on the development of the new housing units for seniors. There has been ongoing new market rate and affordable development that have been well supported. The subject site is well located for development of an age-restricted housing complex given the availability of services in the immediate area including medical care, groceries, a pharmacy and other conveniences. There is a clear demand in the area based on the low capture rate and the high number of income-qualified households not living in affordable tax credit housing that would support the project.

5.0 SUMMARY OF ECONOMIC AND FISCAL IMPACTS

As noted in **Section 1.0**, this analysis summarizes the existing conditions and the fiscal and economic impacts that are associated with the development of Medford Gardens. Fiscal impacts include the generation of property tax revenues and their distribution among local taxing jurisdictions. Economic impacts include direct, indirect and induced benefits on output, employment and associated labor income during the 19-month construction phase and during a stabilized year of annual operations.

The proposed project will increase the distribution of tax ratables throughout the Patchogue-Medford UFSD, the Town of Brookhaven and Suffolk County, as compared to the existing conditions of the site. Moreover, the proposed project will generate immediate construction jobs as well as permanent employment opportunities for Town and area residents. Such fiscal and economic benefits are most crucial for the economic well-being throughout the Medford community, the greater Long Island region and New York State.

A summary of findings is provided herein, with detailed methodologies and references provided throughout this analysis. This analysis was prepared using methods, data and information that are considered to be industry standard for such fiscal and economic impact analyses.

Definition of Economic Impacts

A **direct impact** arises from the first round of buying and selling and includes the production of changes and expenditures made as a result of the proposed action. These direct impacts can be used to identify additional rounds of buying and selling for other sectors of the economy and to identify the impact of spending by local households. During construction, the direct impact includes the number of construction employees, their salaries, and most of the expenditures that are anticipated to be incurred by the developer. It generally includes expenditures related to demolition, construction, purchase of materials, engineering, architecture, and environmental consultants. During operations, direct impacts include the salaries of employees of the development (such as maintenance and management), and direct output would be in the form of monthly rental rates for the proposed apartments.

An **indirect impact** refers to the increase in sales of other industry sectors stemming from business-to-business purchases in the supply chain due to the initial input purchases, which include further round-by-round sales. The indirect impacts on output related to construction include additional purchases within the supply chain.

An **induced impact** accounts for the changes in household spending resulting from the labor income generated by the employees of the proposed action during construction and operations, resulting from direct and indirect impacts.

The **total impact** is the sum of the direct, indirect and induced impacts.

Key Findings

Economic Impacts of Construction

A detailed analysis of direct, indirect and induced impacts generated during the 19-month construction period is outlined below. It is important to note that each of these impacts is temporary and are projected to occur only while the proposed project is being constructed.

- For the purpose of this analysis, it is anticipated that construction of the proposed project will commence in spring 2024, with the construction period anticipated to occur over a period of approximately 19 months, culminating in late 2025.¹²
- The proposed project is projected to represent approximately \$25.7 million¹³ in construction costs over the 19-month construction period.¹⁴ This \$25.7 million in direct annual output is projected to generate an indirect impact of over \$3.5 million, and an induced impact of an additional \$7.8 million, bringing the total economic impact on output to nearly \$37.1 million during the 19-month construction period.¹⁵
- During the construction period, direct employment refers to the number of short-term jobs necessary to complete the construction of the proposed project. The construction period is anticipated to generate 111.4 full-time equivalent (FTE) jobs, which are anticipated to last the entire duration of the 19-month construction period.
- The 111.4 FTE jobs created during the construction period are anticipated to have an indirect impact of 17.31 FTE employees and an induced impact of 41.62 FTE employees in other industry sectors, bringing the total impact of the 19-month construction period to 170.33 FTE jobs.¹⁶ This job creation – direct, as well as indirect and induced – presents opportunities for persons who remain unemployed throughout the region.
- During the construction period, direct labor income refers to the annual earnings, wages, or salary paid to each of the workers responsible for the construction of the proposed project. Labor income typically comprises approximately 50% of the cost of residential construction; the remaining portion represents the cost of materials.¹⁷

¹² Construction schedule provided by WellLife Network Inc. in September 2023.

¹³ For the purpose of this analysis, this figure and all other figures in the construction portion of this analysis reflect 2024 dollars, the year in which construction is assumed to commence.

¹⁴ Construction costs provided by WellLife Network Inc. in September 2023. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

¹⁵ According to IMPLAN, a multiplier of 1.538445 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand through the “Construction of new multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

¹⁶ According to IMPLAN, a multiplier of 9.64 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand through the “Construction of new multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

¹⁷ Construction/renovations labor and materials estimates per architectural design group Nelson + Pope.

- Labor income is projected to average approximately \$71,000 per year, per employee.¹⁸ When applied to the 19-month construction period, this represents an average of approximately \$110,000 per FTE employee, and over \$12.8 million in collective earnings among the 111.4 FTE employees. This labor income is projected to have an indirect impact of over \$1.2 million and an induced impact of over \$2.7 million, bringing the total economic impact of the 19-month construction period to over \$16.8 million in labor income.¹⁹

A summary of key economic findings projected to occur during the 19-month construction period is provided in **Table 11**.

TABLE 11
SUMMARY OF KEY ECONOMIC FINDINGS
DURING 19-MONTH CONSTRUCTION PERIOD

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
Direct Impact	\$25,725,836	111.40	\$12,862,918
Indirect Impact	\$3,527,763	17.31	\$1,253,410
Induced Impact	\$7,844,227	41.62	\$2,734,989
Total Impact	\$37,097,825	170.33	\$16,851,317

Source: Data provided by WellLife Network Inc; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

Economic Impacts of Annual Operations

A detailed analysis of direct, indirect and induced impacts generated annually during operations is outlined below. It is important to note that each of these impacts is permanent and on-going and they are projected on an annual basis, assuming continued stabilized operations.

- It is assumed that the proposed project will begin the operational phase of development upon the completion of the 19-month construction period. For the purpose of this analysis, the first year of stabilized operations is assumed to occur in 2026, which will be the first full year of operations.

¹⁸ New York State Department of Labor’s Occupational Employment Statistics survey reports a median wage of \$68,768 among those employed within construction and extraction occupations in the Long Island labor market. The Occupational Employment and Wage Statistics (OEWS) program provides estimates of employment and wages for nearly 800 job titles across New York State. These are estimates of the number of workers by occupation and the typical wages paid to people in those jobs. Wage information has been updated to the first quarter of 2023 by making cost-of-living adjustments.. An additional annual inflation factor of three percent (3%) was applied to the average wage, to reflect wages at the commencement of the construction period – estimated to occur in 2024 for the purpose of this analysis.

¹⁹ According to IMPLAN, a multiplier of 0.822728 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand through the “Construction of new multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

- Annual output will be generated in the form of monthly rental income. The anticipated rental rents for the various unit types proposed are as follows:²⁰
 - \$1,100 for each studio unit; and,
 - A range of \$975 to \$1,460 for each one-bedroom unit.
- Annual rental income is anticipated to total approximately \$950,000.
- The annual operational revenues are projected to generate an indirect impact of approximately \$200,000 and an induced impact of over \$215,000 per year. This additional output is generated through round-by-round sales made at various merchants in other sectors of the regional economy. These include local retailers, service providers, banks, grocers, restaurants, financial institutions, insurance companies, health and legal services providers, and other establishments in the region.
- The sum of the direct, indirect and induced impacts results in a total economic impact on output of over \$1.3 million per year during annual operations.²¹
- The proposed project is anticipated to generate 7.0 FTE jobs on site.²² The 7.0 FTE jobs is expected to have an indirect impact of 0.68 FTE employees and an induced impact of 1.13 FTE employees in other industry sectors, bringing the total economic impact of employment to 8.81 FTE jobs during annual operations.²³
- The 7.0 FTE jobs are estimated to generate a total of \$322,728 in collective labor income. This labor income includes an average employee salary of \$40,000²⁴ and benefits equal to approximately 15% of the total salaries for the residential positions.²⁵
- The approximately \$322,000 in labor income is projected to have an indirect impact of over \$60,000 and an induced impact of over \$70,000, bringing the total economic impact of labor income to over \$460,000 during annual operations.²⁶

A summary of key economic findings projected to occur during annual operations is provided in **Table 12**.

²⁰ Assumptions pertaining to monthly rental rates provided by WellLife Network Inc. in September 2023. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

²¹ According to IMPLAN, a multiplier of 1.296519 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by the "Tenant-occupied housing" (IMPLAN Sector 448) industry, in Suffolk County, New York.

²² Assumptions pertaining to the direct employment of the proposed project provided by WellLife Network Inc. in September 2023.

²³ According to IMPLAN, a multiplier of 6.91 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand by "Tenant-occupied housing" (IMPLAN Sector 448) in Suffolk County, New York.

²⁴ Assumptions pertaining to the number of employees and annual salaries within the proposed project provided by WellLife Network Inc. in September 2023.

²⁵ According to IMPLAN, a multiplier of 1.152601 represents the total benefits specific to employee salaries among "Tenant-occupied housing" (IMPLAN Sector 448) in Suffolk County, New York.

²⁶ According to IMPLAN, a multiplier of 0.170305 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand by "Tenant-occupied housing" (IMPLAN Sector 448), in Suffolk County, New York.

TABLE 12
SUMMARY OF KEY ECONOMIC FINDINGS DURING ANNUAL OPERATIONS

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
Direct Impact	\$954,120	7.00	\$322,728
Indirect Impact	\$200,430	0.68	\$64,750
Induced Impact	\$215,023	1.13	\$74,995
Total Impact	\$1,369,574	8.81	\$462,473

Source: Data provided by WellLife Network Inc; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

Existing Fiscal Conditions

- The vast majority of assessed parcels in the Town of Brookhaven are residential properties, comprising 74.1% of the total number of parcels. However, such properties comprise 46.9% of the Town’s tax base²⁷ and cause the greatest burden on community services.
- The Town of Brookhaven adopted an operating budget of \$328.6 million for the 2023 fiscal year.²⁸
- Suffolk County adopted a 2022 operating budget with expenditures of \$3.972 billion and revenues of \$5.114 billion.²⁹
- The proposed project is located within the boundaries of the Patchogue-Medford UFSD. The latest American Community Survey data (2021 5-Year estimates) suggest that 97.9% of all school-aged children who are enrolled in school and reside within the school district boundaries attended public schools; the remaining 2.1% of school-aged children attend private schools.
- Student enrollment within the Patchogue-Medford UFSD has decreased by 577 students, or 7.3% – over the ten years between the 2012-13 and 2021-22 academic years.³⁰
- According to the New York State School Report Card Fiscal Accountability Summary for the Patchogue-Medford UFSD, expenditures averaged \$24,747 per student during the 2021-22 academic year.³¹
- For the 2022 fiscal year, school district expenditures totaled over \$244.3 million, of which over \$125.5 million was spent on education and nearly \$50.0 million was spent on employee benefits. The total revenue for this year was over \$252.5 million, of which nearly \$108.1 million was levied through real property taxes and assessments, over \$77.2 million through state aid, and over \$15.6 million through federal aid.³²
- The Patchogue-Medford UFSD adopted a balanced budget for the 2023-2024 academic

²⁷ New York State Office of Real Property Services, 2022 Annual Assessment Rolls, 2022 Parcel Counts by Individual Property Class Code.

²⁸ Town of Brookhaven, “2023 Adopted Operating Budget.”

²⁹ Suffolk County, “2023 Adopted Operating Budget Suffolk County Volume 1,” 2022.

³⁰ New York State Department of Education.

³¹ New York State Department of Education.

³² Office of the New York State Comptroller.

year, with revenues and expenditures totaling over \$231.3 million.³³

- Prior to the coronavirus pandemic of 2020-22, unemployment had been decreasing substantially since its peak in 2010-2012. Unemployment in the Town, County, Long Island and New York State increased significantly in 2020; but started to decline in 2021 and continued to decline in 2022. As of July 2023 (the most recent data available), approximately 8,400 persons – 3.1% of the Town’s labor force – were unemployed. While it is important to note that this data has not been seasonally adjusted, the July 2023 unemployment rate for the Town was equal to Suffolk County’s unemployment rate (3.1% of the labor force – or 25,500 persons) and marginally higher than Long Island’s unemployment rate (approximately 47,000 person or 3.1% of the County’s labor force). However, the Town, County, and Long Island unemployment rates are all lower than New York State’s overall unemployment rate of 4.1% (407,400 persons).
- The project site is currently taxed at a rate of 410.462 per \$100 of assessed valuation and an assessed value of 775. This translates into a current generation of \$3,181 in property tax revenues for the subject property.³⁴ The existing distribution of tax revenues is shown in **Table 13**.

³³ Patchogue-Medford UFSD.

³⁴ Town of Brookhaven Assessor’s Office.

**TABLE 13
 EXISTING TAX REVENUES**

Taxing Jurisdiction	Current Tax Rate (per \$100 Assessed)	Current Tax Revenue	Tax Revenue Percent Distribution
Total School Taxes	304.166	\$2,357	74.1%
School District- Patchogue-Medford UFSD	283.317	\$2,196	69.0%
Library District- Patchogue-Medford UFSD	20.849	\$162	5.1%
Total County Taxes	47.144	\$365	11.5%
County of Suffolk	2.759	\$21	0.7%
County of Suffolk - Police	44.385	\$344	10.8%
Total Town Taxes	25.431	\$197	6.2%
Town - Town Wide Fund	6.135	\$48	1.5%
Highway - Town Wide Fund	1.765	\$14	0.4%
Town- Part Town Fund	1.937	\$15	0.5%
Highway- Part Town Fund/Snow Removal	15.594	\$121	3.8%
Other Taxes	33.721	\$261	8.2%
New York State MTA Tax	0.146	\$1	0.0%
Open Space Preservation	2.260	\$18	0.6%
Fire Districts - Medford	17.504	\$136	4.3%
Lighting Districts - Brookhaven	1.259	\$10	0.3%
Ambulance District - Medford	7.794	\$60	1.9%
Real Property Tax Law	3.830	\$30	0.9%
Out of County Tuition	0.717	\$6	0.2%
Suffolk County Community College Tax	0.211	\$2	0.1%
TOTAL: ALL TAXING JURISDICTIONS	410.462	\$3,181	100.0%

Source: Tax bills provided by the Town of Brookhaven Assessor's Office; Analysis by Nelson, Pope & Voorhis, LLC.

Anticipated Fiscal Impacts

- The project is proposed to include the development of 67 senior rental residential units, which includes one unit for the building manager that will not generate rental revenues. Therefore, the proposed Medford Gardens development will not result in additional school aged children residing in the community or attending the Patchogue-Medford Union Free School District.
- For taxing purposes, the total estimated market valuation of the proposed project is based upon rental rates ranging from an anticipated \$975 to \$1,460 per month for the residential units.³⁵ As shown in **Table 14**, monthly rental rates for the 66 rent-generating units will total an estimated \$954,120 per year.
-

³⁵ Residential rental rates provided by WellLife Network Inc. in September 2023.

**TABLE 14
 ANTICIPATED RENTAL RATES**

Unit Type	Number of Units	Monthly Rental Rate	Total Gross Rent
Studio (ESSHI subsidy, 30% AMI)	8	\$1,100	\$105,600
Studio (ESSHI subsidy, 50% AMI)	2	\$1,100	\$26,400
One Bedroom (40% AMI)	10	\$975	\$117,000
One Bedroom (50% AMI)	10	\$1,218	\$146,160
One Bedroom (60% AMI)	13	\$1,460	\$227,760
One Bedroom (ESSHI subsidy, 30% AMI)	20	\$1,200	\$288,000
One Bedroom (ESSHI subsidy, 50% AMI)	3	\$1,200	\$43,200
Total: All Rental Units	66	--	\$954,120

Source: Data provided by Rechler Equity Development LLC; Analysis by Nelson, Pope & Voorhis, LLC.

- After applying estimated loss from vacancies of 5%, as well as an expense ratio of 40%, a capitalization rate of 0.1 and a Town equalization rate of 0.62%³⁶, the estimated assessed valuation of the proposed project upon full build-out and occupancy is approximately \$32,535. This is shown in Table 15.

**TABLE 15
 ESTIMATED ASSESSED VALUATION**

Parameter	Value
Gross Annual Rents	\$954,120
Estimated Loss from Vacancies	5%
Expense Ratio	40%
Net Income	\$524,766
Capitalization Rate	0.1
Estimated Market Value	\$5,247,660
2022 Equalization Rate	0.62%
Assessed Value	\$32,535

- When the estimated assessed valuation of \$32,535 is applied to the current tax rates, the proposed project is projected to generate \$133,546 in annual taxes under full build-out and full taxation of the property. This represents a net increase of over \$130,000 per year when compared to existing site conditions. The distribution of tax revenues is shown in Table 16.
- Fiscal impacts are projected based on full build-out and full taxation based on current assessments and projected revenues. It is noted that any tax deferral programs will delay and phase-in full taxation. The projection of tax revenues is useful in determining an

³⁶ New York State Office of Real Property Tax Services Municipal Profiles.

understanding of existing and future taxes to assist the IDA in decision-making when developing a PILOT payment schedule.

- An analysis of estimated taxes under full buildout and full taxation, represents a significant increase in tax revenue generated by the property resulting from the proposed development. The majority of the tax revenue generated (approximately 69%) is estimated to be for the Patchogue-Medford UFSD. Since the proposed project is a senior housing development, no increase in student enrollment or increase in costs to the school district are anticipated. The increase in tax revenue generated by the project could ease the district's need to tap into additional fund balances and could also help alleviate an increased burden on other taxpayers throughout the district.

**TABLE 16
 ANTICIPATED TAX REVENUE GENERATION**

Taxing Jurisdiction	Current Tax Revenue	Full Taxation Estimated Revenue	Change in Tax Revenue
Total School Taxes	\$2,357	\$98,962	\$96,605
School District- Patchogue-Medford UFSD	\$2,196	\$92,179	\$89,983
Library District- Patchogue-Medford UFSD	\$162	\$6,783	\$6,622
Total County Taxes	\$365	\$15,339	\$14,973
County of Suffolk	\$21	\$898	\$876
County of Suffolk - Police	\$344	\$14,441	\$14,097
Total Town Taxes	\$197	\$8,274	\$8,077
Town - Town Wide Fund	\$48	\$1,996	\$1,949
Highway - Town Wide Fund	\$14	\$574	\$561
Town- Part Town Fund	\$15	\$630	\$615
Highway- Part Town Fund/Snow Removal	\$121	\$5,074	\$4,953
Other Taxes	\$261	\$10,971	\$10,710
New York State MTA Tax	\$1	\$48	\$46
Open Space Preservation	\$18	\$735	\$718
Fire Districts - Medford	\$136	\$5,695	\$5,559
Lighting Districts - Brookhaven	\$10	\$410	\$400
Ambulance District - Medford	\$60	\$2,536	\$2,475
Real Property Tax Law	\$30	\$1,246	\$1,216
Out of County Tuition	\$6	\$233	\$228
Suffolk County Community College Tax	\$2	\$69	\$67
TOTAL: ALL TAXING JURISDICTIONS	\$3,181	\$133,546	\$130,365

Source: Tax bills provided by the Town of Brookhaven Assessor's Office; Analysis by Nelson, Pope & Voorhis, LLC.

6.0 REFERENCES

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Suffolk County Planning Commission, 2003. Suffolk County Smart Growth Committee Report: Analysis and Prioritization of the Recommendations of the Smart Growth Policy Plan for Suffolk County. Hauppauge, New York, 2000.

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ATTACHMENT A
Nelson, Pope & Voorhis, LLC
Economic Analysis Qualifications

RMF
RUSKIN MOSCOU FALTISCHEK P.C.
Smart Counsel. Straight Talk.

October 4, 2023

Via email hgross@wgplaw.com

Howard R. Gross, Esq.
Weinberg, Gross & Pergament LLP
400 Garden City Plaza
Garden City, NY 11530

**Re: Form Application for Financial Assistance
WellLife Network Inc. Medford, New York Project**

Dear Mr. Gross:

As you are aware, we represent WellLife Network Inc. After discussing the Form Application for Financial Assistance (“Application”) and the benefits requested thereunder, which was submitted to the Brookhaven IDA on September 29, 2023 via email and Federal Express and to you via email on September 29, 2023, please accept this letter as an update to the Application.

We hereby amend Part V – Project Benefits Part 1. Mortgage Recording Tax Benefit and Part 2. Sales and Use Tax Benefit as follows:

1. Mortgage Recording Tax Benefit:

- A. Mortgage Amount for exemption (include sum total of construction/permanent/bridge financing):

\$17,500,000.00

- B. Estimated Mortgage Recording Tax Exemption (product of Mortgage Amount and .75%):

\$131,250.00

RMF
RUSKIN MOSCOU FALTISCHEK P.C.
Smart Counsel. Straight Talk.

2. Sales and Use Tax Benefit:

- A. Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax (such amount to benefit from the Agency's exemption):

\$24,375,836.00

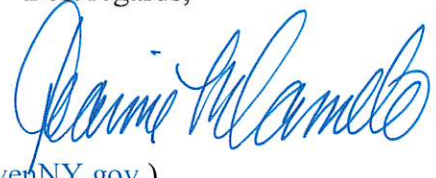
- B. Estimated State and local Sales and Use Tax exemption (product of 8.625% and figure above):

\$2,102,415.86

- C. If you project has a landlord/tenant (owner/user) agreement, please provide a breakdown of the number in "B" above:
- i. Owner: Not Applicable
 - ii. User: Not Applicable

The remainder of the Application submitted remains unchanged. Please do not hesitate to contact me if you have any questions or need any additional information.

Best regards,



cc: Lisa Mulligan, CEO (via email LMulligan@BrookhavenNY.gov)



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Town of Brookhaven IDA

September 29, 2023

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Via email and Federal Express

Town of Brookhaven
Industrial Development Agency
c/o Town of Brookhaven Division of Economic Development
One Independence Hill
Farmingville, NY 11738
Attn: Lisa Mulligan, CEO

Re: Form Application for Financial Assistance

Dear Ms. Mulligan:

Please accept this revised cover letter and the enclosed updated and revised Form Application for Financial Assistance (“Application”) in place of the cover letter and Application submitted to you on August 3, 2022. Also enclosed is the Nelson Pope Voorhis Feasibility Study prepared for both WellLife Network Inc. (“WellLife”) and your agency, as well as an updated Sources and Uses Schedule.

WellLife is a 501(c)3 human service organization, whose mission is to empower individuals and families with diverse needs to realize their full potential for achieving meaningful goals, guided by principles of independence, wellness, safety and recovery. A leader in creating an array of recovery-based housing, WellLife provides service-enriched community residences and apartments to provide independent living arrangements with ongoing supports. WellLife currently provides housing services in more than 1,000 beds throughout NYC and Long Island.

WellLife Organizational Information

WellLife, established more than 40 years ago, has assisted more than one million people in achieving greater independence. WellLife is one of the region’s largest and most diversified voluntary, not-for-profit health and human services organizations. WellLife’s extensive network of providers for behavioral health, family and children, developmental disabilities, rehabilitation & vocational training, residential/community education and health awareness services, assists more than 25,000 individuals and families each year. WellLife has been a leader in creating an array of recovery-based housing, from service-



enriched community residences and apartments to independent community living and mixed-use affordable housing developments with supports. WellLife works closely with business, government, and voluntary and philanthropic communities to develop innovative services to meet community needs. WellLife programs are licensed and approved for service by several governmental agencies, including the U.S. Dept. of Health, NYS Office of Mental Health, Office for People with Developmental Disabilities, Office of Addiction Services and Supports, and the NYC Dept. of Health and Mental Hygiene. WellLife programs are designed to help each person achieve their health and life's goals by providing high quality, value-based and cost-efficient services that meet the ever-changing needs of our community. WellLife is committed to being the provider of choice, known for life-changing and outcome-driven services. The integrated delivery network operated by WellLife assists our most vulnerable participants to successfully negotiate the complex health care environment in order to obtain and utilize all the supports they need, when they need them.

Since the early 1980s, WellLife has been providing to the most vulnerable New Yorker a continuum of residential services, health home care coordination, services for the developmentally disabled, addiction recovery services, children/family services, peer services, advocacy, outreach, and education to individuals recovering from disabling conditions in NYC/Long Island. WellLife has been meeting the growing challenges confronted by people living with developmental disabilities, mental illness and co-occurring substance use disorders.

Medford Gardens Overview

Medford Gardens will be a newly constructed, age-restricted, (55+), 67-unit, mixed-use apartment development in Medford. WellLife is proposing a 3-story apartment building that will provide safe, secure, and affordable housing to individuals who are 55 years or older. This mixed-use residence will house individuals with disabilities (described in further under housing support services paragraphs) in the supportive housing units and individuals who meet income eligibility in the community/affordable units. Individuals that meet supportive housing criteria will be referred by the Long Island Continuum of Care, Coordinated Entry System that is directed by the Long Island Coalition for the Homeless.

The project will require partial clearing of the approximately 7-acre site on Horseblock Road. The development will include an on-site sewage treatment plant, connected walking paths, outdoor recreation space, landscaped gardens, and parking. It will be a fully electric development. WellLife is partnering with energy consultants to create an energy efficient building for the residents to enjoy.

WellLife, in advancement of the State's supportive housing goal, is proposing to develop 33 units of permanent supportive housing at Medford Gardens for individuals who are

over 55 and have a disabling condition, which represents 49% of the residential units in the development. Of the 33 units, seventeen apartments will be identified for individuals with a serious mental illness (“SMI”) and sixteen apartments will be set aside for chronically homeless individuals. There will be one two-bedroom apartment designated for a 24/7 onsite superintendent. The 33 apartments will have support services provided by WellLife staff located onsite and in the nearby community. WellLife was awarded an Empire State Supportive Housing Initiative (“ESSHI”) grant, as well as a Homeless Housing and Assistance Program (“HHAP”) grant, to provide housing and support services for individuals with physical and/or mental disabilities in the community, who meet the ESSHI definition of homeless, and who are over 55+ and have a disabling condition.

The main entrance to the development will be off Horseblock Rd. The supportive housing building lobby will consist of a concierge desk, mailboxes and seating areas and will connect directly to the staff offices and community room. A fitness room will also be provided, and laundry facilities will be located on each floor. Bulk and bicycle storage are provided for the tenant’s use. All amenities will be accessible by elevator. There will be 24/7 front desk coverage in addition to the onsite, live-in, superintendent.

Housing Support Services

WellLife’s services are designed to help residents to maximize their potential. Access to safe, quality, affordable housing, that provides the supports necessary for independent living constitutes one of the most basic and powerful social determinants of health. Individuals in need of supportive housing are often trapped in a cycle of crisis and housing instability that our supportive housing model is designed to address. WellLife will effectively serve individuals by providing individualized, recovery-oriented services by trained trauma informed staff. This approach includes frontloading services upon admission and gradually reducing services as individuals become more independent and integrate into their communities. Services will be person-centered, flexible, and directed toward helping ALL residents maintain physical and emotional health, participate in treatment and rehabilitative services, assist with educational and employment goals, sustain healthy relationships, and, over-all, improve their quality of life and that of the greater community (addressed in community impact below).

All services will be informed by evidence-based practices and trauma-informed care, promoting wellness and recovery, and is consistent with WellLife’s commitment to disparities elimination and cultural competence. Individuals with mental health disabilities have a complex set of identified housing and service needs. WellLife operates over 1000 units of supportive housing on Long Island and in NYC and has extensive experience providing community housing services to individuals with mental health challenges, many residents arrive with individualized needs that require tailored services to assist them during their transition to their new home.

WellLife will provide an array of long-term housing assistance and support services to people living with SMI. By stabilizing housing and addressing basic needs, WellLife staff will focus on reducing housing instability and connect and retain clients in medical care. WellLife will provide safe, affordable, and permanent housing and supportive services for individuals with SMI on site and via linkages in the community. Supportive services focus on issues related to ongoing access to primary care, behavioral health needs, chronic health conditions, nutrition and overall wellness to ensure people living with SMI maintain stable housing and enjoy improved quality of life. Tenancy preservation services assist with maintaining permanent housing for people living with SMI and who have experienced homelessness through counseling, information and skills-building activities, and referral services.

WellLife's supportive housing services are designed to help ALL residents establish functional, satisfying lives, of their choice to the greatest extent possible. The primary purposes of the services provided are to develop independence, wellness self-management, and the pursuit of important relationships, careers, and other opportunities. Due to the needs of the target population, services will focus on retaining housing, focusing on complex co-morbid medical issues, co-occurring disorders, integration into the community and the development of healthy coping skills. WellLife Network will support individuals and families address their social determinants of health that include but are not limited to the achievement of greater independence and self-sufficiency through stable housing with rental subsidies, vocational training, and employment counseling. WellLife vocational staff will assess the local community for tenant employment opportunities in local businesses, assisting to address the workforce shortage across the county.

Medford Gardens staffing pattern will include seven (7) newly created, full-time, onsite staff members. These seven staff members will have desks and shared office space located in the new building.

- Direct service professionals (DSP): 4 (full time) DSPs assist residents with day-to-day needs and manage access of visitors and guests to the building. DSPs are onsite 24/7, scheduled in shifts, day, evening and overnight. DSPs coordinate with housing case managers, building maintenance staff and external service providers.
- Housing Case Managers: 2 (full time) are assigned a case load of residents that assist with life skill development, coordinate with medical and behavioral health teams, assist with benefits and entitlements, provide supportive counseling and general day to day assistance as needed.
- Program Director: provides supervision and oversight for the entire program.

- Part-time and per-diem staff will be utilized to provide coverage for time off, sick days, vacations and holidays.

There will be additional WellLife staff assisting the residents of Medford Gardens from the intake division, property management division, clinical services division, general services and entitlements. These staff will not have offices at Medford Gardens, but will provide services to the residents as needed, as a visitor at Medford Gardens, or at our Coram Community Center located at 3600 Route 112.

WellLife's Suffolk County construction partner, BELFOR, approximates 120 construction jobs will be created during the building phase.

Affordable, Income Eligible Housing

The proposed project targets a mixed (55 and over) population of affordable housing serving a wide band of incomes from 30% to 60% of AMI. Individuals will be eligible to apply for an apartment during the open application process approximately 3 months before construction completion. WellLife will partner with Long Island Housing Partnership or Community Development Corporation of Long Island to conduct the affordable housing lottery. WellLife will partner with CGMR Compliance Partners LLC to certify tenants' income and assets to ensure housing tax credit compliance prior to residency.

The Low-Income Housing Tax Credit (LIHTC) subsidizes a portion of the acquisition, construction, and rehabilitation of affordable rental housing for low- and moderate-income tenants. The LIHTC was enacted as part of the 1986 Tax Reform Act. Since the mid-1990s, the LIHTC program has supported the construction or rehabilitation of about 110,000 affordable rental units each year. The federal government issues tax credits to state and territorial governments. State housing agencies then award the credits to private developers of affordable rental housing projects through a competitive process. Developers generally sell the credits to private investors to obtain funding. Once the housing project is placed in service (essentially, made available to tenants), investors can claim the LIHTC over a 10-year period.

Rental Costs

\$1,200 Supportive/Subsidized units, renter pays 30% of their income (33 units)

40% AMI (8 units) - \$975/month, eligible individuals can earn up to \$40,700

50% AMI (8 units) - \$1,218/month, eligible individuals can earn up to \$50,900

60% AMI (17 units) - \$1,460/month, eligible individuals can earn up to \$61,100

The Fair Market Rate (FMR) of one-bedroom rental apartments in Suffolk County \$2,000 per month.

Medford Gardens Ownership Structure

The Project site is owned by Medford Gardens Housing Development Fund Corp ("HDFC"). The HDFC will hold fee title to the project and will act as the nominee for Medford Gardens, LLC, a to-be-formed New York limited liability company, which in turn will be the beneficial owner of the Project pursuant to the terms of a Nominee Agreement between the HDFC and Medford Gardens, LLC. The Medford Gardens, LLC general partner will be Medford Gardens MM, LLC, a to-be-formed New York limited liability company. The applicant, WellLife Network Inc., will also be the sole shareholder of Medford Gardens, LLC. The applicant will also act as the service provider and manager for the project. Please see the Medford Gardens Organizational Structure attached as Exhibit A hereto.

Local Community Impact

In Suffolk County, according to the Long Island Housing Data Profiles, published by Regional Plan Association (RPA.org) in 2020, 54.8% of renters in Medford were considered rent-burdened, spending more than 30% of their income on housing costs. Over the last two decades, Long Island incomes have failed to keep up with housing costs, for both owners and renters. When adjusted for inflation, the median income for Long Island has fallen slightly since 2000, while median housing costs have increased by 24%. Furthermore, housing needs differ with age, with younger and older adults typically requiring smaller housing units than families. Long Island's housing stock is helping drive a demographic shift toward older households. With a lack of appropriate housing for younger adults and difficulties in attracting new businesses, the percentage of Long Island's population over 65 is increasing rapidly, while its share of younger households is shrinking. Medford Gardens creates opportunities for older, low-income residents to downsize their living space and create housing opportunities for younger individuals and families in the community.

The positive community impact of Medford Gardens and the most obvious economic benefit of affordable housing is the increase in discretionary spending. For low-income and disabled individuals rent is the biggest and most important expense each month. When income loss threatens the ability to meet rent payments, the likelihood of spending money on anything other than the most basic needs harms the local economy. When affordable housing residents can make their rent payments, they're able to spend more on local purchases and go beyond the bare necessities to buy healthy food, have better access to healthcare, and spend more at nearby businesses.

Affordable housing results in fewer evictions for communities. The threat of evictions is a significant concern for workers making just enough to pay their rent every month. The repercussions of evictions of low-income individuals can likely have long-lasting effects that impact generations in a family. Evictions spark a cycle of instability for individuals

and often take years to recover from. This has a ripple effect in their communities and harms a community's social and economic wellbeing. Thus, housing stability is at the heart of affordable housing, it is designed to prevent evictions and provide support and renters who are at risk of eviction.

Housing is an important social determinant of health. Safe, secure, affordable housing is a component that drastically influences a person's physical and mental well-being. Poverty severely limits people's options, which is why poverty is linked to a vast range of health problems, both acute and chronic in nature. Individuals with access to quality affordable housing options, are far less likely to face environmental threats, and far more likely to have enough income for healthy food options and routine medical care which lowers the risk of severe chronic health problems. The more people can spend on adequate healthcare and fresh food, the better and healthier the local economy becomes.

Medford Gardens Development Team

The development team for Medford Gardens includes:

- Lead Developer: WellLife Network Inc.
- Local Consultant: Kelly Development, Mike Kelly & Barbara O'Brien
- Housing Consultant: CSD Housing LLC.
- Architect: H2M Architects and Engineers
- Contractor: BELFOR
- Site Plan Engineering: Labcrew Engineering
- STP Engineering: Nelson & Pope Engineering
- Land Use Attorney: Joe Buzzell, Buzzell, Blanda & Visconti
- HDFC Formation: Danielle Katz, Barclay Damon

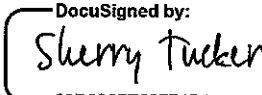
The proposed Medford Gardens project will primarily be funded by low-income housing tax credits which require the building to be owned by a for-profit entity. As such, Medford Gardens, LLC will be formed for this PILOT application. WellLife Network, Inc. ("WellLife") will ultimately control all activity at the building as the managing member as discussed throughout this document. Please see attached organizational chart for additional information on HDFC formation and ownership.

Town of Brookhaven
Page 8 of 8

September 29, 2023

WellLife Network is submitting this application in connection with our New York State funding application which requires a PILOT. Please contact me with any questions or comments. Thank you.

Sincerely,

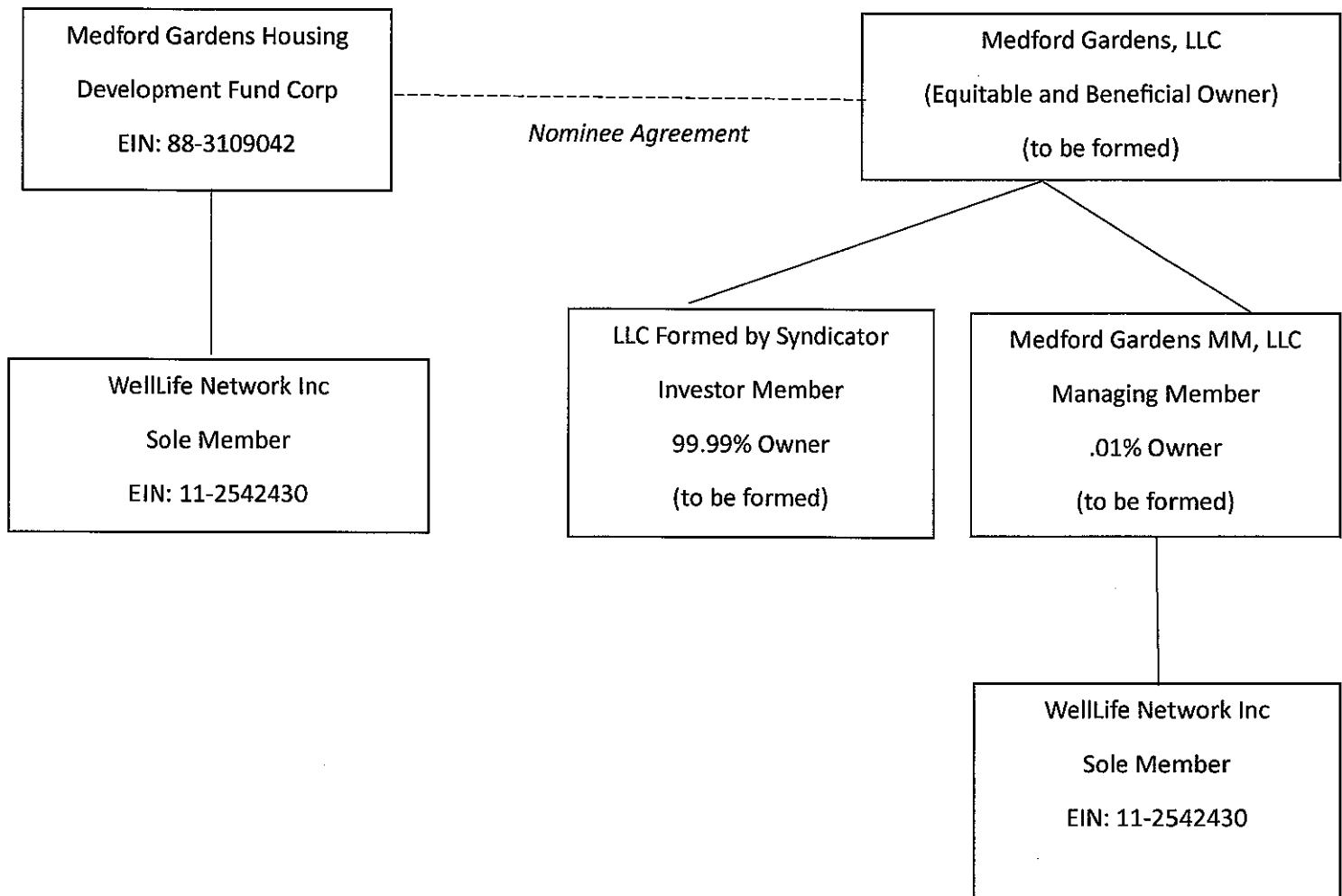
DocuSigned by:

60D9997528774B1...
Sherry Tucker
CEO

cc: Howard Gross, Esq. (via email)

EXHIBIT A

Medford Gardens
Organizational Structure

Ownership:



The Project site is under control via a purchase and sale agreement and will be acquired by Medford Gardens Housing Development Fund Corp ("HDFC"). The HDFC will hold fee title to the project and will act as the nominee for Medford Gardens, LLC., a to-be-formed New York limited liability company, which in turn will be the beneficial owner of the Project pursuant to the terms of a Nominee Agreement between the HDFC and Medford Gardens, LLC. The Medford Gardens, LLC Managing Member will be Medford Gardens MM, LLC, a to-be-formed New York limited liability company. The applicant, WellLife Network Inc., will also be the sole shareholder of Medford Gardens, LLC. The applicant will also act as the service provider and manager for the project.

SOURCES AND USES

Project Name: Medford Gardens
 Applicant: WellLife Network
 Project County: Suffolk County
 Units: 67

Annual LIHTC Request	\$1,809,000	LIHTC Pay-in	Proposed \$0.9000	Net \$0.9000
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Annual SLIHC Request	\$500,000	SLIHC Pay-in	\$0.7000	\$0.7000
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Construction Sources	Amount	Assistance Type	Financing Term Months	Interest Rate	Lien Position		Per Unit	% of total
Merchants Capital	\$17,800,000	Loan	28	8.250%	1		\$265,672	46.43%
LIHTC Equity	\$7,325,717	Equity	N/A	N/A	N/A		\$109,339	19.11%
SLIHC Equity	\$1,574,843	Equity	N/A	N/A	N/A		\$23,505	4.11%
							\$0	0.00%
Deferred Working Capital & Reserves	\$204,547	Other	N/A	N/A	N/A		\$3,053	0.53%
Deferred Developer Fee	\$3,444,320	Other	N/A	N/A	N/A		\$51,408	8.98%
HHAP	\$7,990,000	Loan	28	0.000%	2		\$119,254	20.84%
							\$0	0.00%
							\$0	0.00%
							\$0	0.00%
							\$0	0.00%
							\$0	0.00%
							\$0	0.00%
							\$0	0.00%
							\$0	0.00%
Total Construction Sources	\$38,339,426						\$572,230	100.00%
Permanent Sources								
	Amount	Assistance Type	Financing Term Years	Interest Rate	Lien Position	Regulatory Term (years)	Per Unit	% of total
Permanent Loan	\$0	Loan	30	8.500%	1	N/A	\$0	0.00%
LIHTC Equity	\$16,279,372	Equity	N/A	N/A	N/A	50	\$242,976	42.46%
SLIHC Equity	\$3,499,650	Equity	N/A	N/A	N/A	50	\$52,234	9.13%
HTF	\$4,725,000	Loan	30	0.500%	2	40	\$70,522	12.32%
Federal Housing Trust Funds	\$4,013,031	Loan	30	0.000%	2	40	\$59,896	10.47%
Sponsor Loan - Deferred Developer Fee	\$642,387	Loan	30	1.000%	4	N/A	\$9,588	1.68%
HOME	\$1,189,986	Loan	30	0.000%	2	40	\$17,761	3.10%
				0.000%			\$0	0.00%
HHAP	\$7,990,000	Loan	30	0.000%	3	40	\$119,254	20.84%
	\$0			0.000%			\$0	0.00%
	\$0			0.000%			\$0	0.00%
	\$0			0.000%			\$0	0.00%
	\$0			0.000%			\$0	0.00%
							\$0	0.00%
							\$0	0.00%
Total Permanent Sources	\$38,339,426						\$572,230	100.00%
Uses								
	Amount						Per Unit	% of total
Acquisition Costs	\$2,900,000						\$43,284	7.56%
Hard Construction Costs	\$24,375,836						\$363,818	63.58%
Soft Costs	\$7,059,044						\$105,359	18.41%
Reserves	\$204,547						\$3,053	0.53%
Developer Fee	\$3,800,000						\$56,716	9.91%
Total Uses	\$38,339,426						\$572,230	100.00%

The numbers on this schedule will continue to change until the construction financing closes. New York State and the construction lender will not allow the financing to close without the investor funding at least 30% of the equity during the construction period. The typical range is 30-50% of equity during construction. Please note that the state will not put their subsidy funds in during construction on a 9% LIHTC project.

**STATEMENT OF QUALIFICATIONS
ECONOMIC AND FISCAL IMPACT ANALYSIS**



NELSON POPE VOORHIS
environmental • land use • planning

70 Maxess Road
Melville, NY 11747
Contact: Charles J. Voorhis, CEP, AICP, Principal
o: 631.427.5665 | cvoorhis@nelsonpopevoorhis.com

TABLE OF CONTENTS

INTRODUCTION	1
KEY PERSONNEL.....	3
RELEVANT EXPERIENCE.....	5

INTRODUCTION

Nelson, Pope & Voorhis, LLC (“Nelson Pope Voorhis” or “NPV”) is an environmental planning and consulting firm established in 1997 that serves governmental and private sector clients preparing creative solutions specialized in the area of complex environmental project management and land use planning/analysis. Our offices are strategically located in Melville, Long Island, NY and Suffern, NY in the Hudson River Valley. NPV consists of three divisions, created to better serve clients with high quality, innovative and responsive consulting services in all aspects of environmental planning. The three divisions are:

- **Environmental and Community Planning Division:** prepares comprehensive plans, long-term planning studies, corridor redevelopment studies, brownfield plans and comprehensive and strategic zoning amendments. The group is effective in the use of geographic information systems (GIS) mapping to evaluate issues and present baseline data. Effective community outreach strategies are developed and tailored for each project and the community in which the project is taking place. The group represents a number of planning boards in the region.
- **Phase I/II ESA and Remediation Division:** prepares Phase I/II Environmental Site Assessments with soil and groundwater sampling services, lead based paint, asbestos and radon inspection services, and all forms of environmental sampling. The division evaluates the implications of past and/or present contamination and property uses on future land uses.
- **Environmental Resource and Wetland Division:** conducts ecological assessment and planning, landscape and coastal restoration, wetland delineation and restoration, habitat assessment, conducts stormwater modeling and green infrastructure planning and implementation. This division assists clients through permitting and SEQRA processes.

The primary focus of the firm is to provide quality consulting services that meet the needs and goals of our clients while respecting the environment. We pride ourselves being extremely responsive to each client. Clients rely on NPV’s depth of experience and expertise to provide solutions to each unique project within budget and on schedule. Our clientele, some of whom we have represented for decades, recognize NPV’s capabilities and are secure in knowing that they receive quality professional services from project inception through completion. NPV’s multidisciplinary staff includes AICP-certified planners, economists, ecologists, hydrologists, certified environmental professionals, grants specialists, and GIS specialists.

As a local firm, NPV has significant expertise in performing both Economic and Fiscal Impact Analyses as well as Market Studies. We have served as a primary consultant to many private developers as well as municipalities and have established a solid track-record of completed projects and local government references throughout Long Island, with an emphasis on economic related projects.

NPV has the capabilities to provide the following services:

PHASE I/II ESA AND REMEDATION	COMMUNITY AND LAND PLANNING	ENVIRONMENTAL AND WETLAND ASSESSMENT
<p><u>ENVIRONMENTAL AUDITS</u> Phase I ESA & Due Diligence Investigations Phase II ESA Groundwater Investigations Soil Sampling, Boring and Classifications Soil Gas Surveys Monitoring Wells & Piezometers Tank Sampling Pesticide Sampling & Plans Soil Management Plans Remediation Brownfield/Voluntary Cleanup Plans RCRA Closures Superfund Sites Asbestos Surveys Influent/Effluent Sampling Lead Based Paint Surveys Subsurface Investigations Ground Penetrating Radar (GPR) Dewatering Services Pipe Camera Magnetometer Groundwater Monitoring Studies Flow Studies Water Supply Studies Nitrogen Load/TMDL Evaluation</p> <p><u>ENVIRONMENTAL ANALYSIS</u> NYS SEQRA/NYC CEQR Administration NEPA Analysis/Documentation EIS/EAF Preparation GEIS & Regional Impact Analysis Noise Monitoring & Assessment Air Impact Analysis Visual Assessment</p>	<p><u>ECONOMIC</u> Fiscal Impact Analysis Economic Impact Analysis IMPLAN and RIMS II Economic Impact Modeling School District/Community Service Impact Analysis Market Studies Niche Market Analysis Demographic Studies Economic Development Planning Business Retention & Expansion Strategies Downtown Revitalization IDA Financing Assistance</p> <p><u>PLANNING</u> Development of Feasibility Studies LEED Planning Public Outreach Meetings Demographic Analysis Municipal Review Services Planning & Zoning Analysis Build Out Analysis GIS Analysis Code Preparation & Review Downtown Revitalization Regional Planning & Land Use Plans Recreation Planning LWRP & Harbor Management Plans Grant Writing & Administration Public Outreach & Community Surveys Community Visioning District Mapping Spatial Analysis of Call Database Needs Assessment Demographic Analysis</p>	<p><u>STORMWATER MANAGEMENT</u> Stormwater Permitting Stormwater Pollution Prevention Plans (SWPPP) Erosion & Sediment Control Plans NYSDEC "Qualified Inspectors" for Construction Field Monitoring Stormwater Management Programs NYSDEC Annual Reports Construction Stormwater Field Monitoring Outfall & Infrastructure Inventory GIS Mapping & Analysis Stormwater BMP's Stormwater Management Planning Low Impact Design</p> <p><u>ECOLOGY & WETLANDS</u> Wetland Delineation and Permits Permit Plans Restoration/Mitigation Plans Ecological Studies and Surveys Endangered Species Surveys Pond Management Plans Invasive Species Control Water Quality Evaluation Habitat Management Watershed Management Plans Environmental Education /Outreach</p> <p><u>COASTAL & WATERFRONT MANAGEMENT</u> Waterfront Management Plans Waterfront Certifications Coastal Erosion Hazard Area FEMA Compliance Shoreline Restoration Planning Ecological Landscape Design</p>

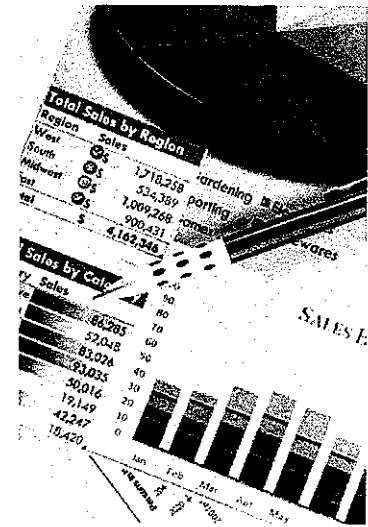
Economic and Fiscal Impact Analyses & Market Studies

NPV performs economic impact analyses and utilizes the software IMPLAN (a model that combines a set of extensive databases, economic factors, multipliers, and demographic statistics) to estimate short and long-term employment projections generated by a development. Economic impacts are determined by inputting the anticipated direct spending from construction and operations of each of the development through the IMPLAN model which may be calibrated to reflect local spending patterns. The IMPLAN model estimates the full-time job creation during construction and under operation — and the direct, indirect and induced economic benefits related to purchase of goods and services. Direct effects are the immediate result of the project

implementation. Indirect benefits stem from the purchase by local businesses/industries of goods and services from other local businesses/industries (also known as intermediate expenditures). Induced benefits reflect the spending of wages from residents (accounting for household purchases made by paid employees or from new residents in housing developments).

For fiscal impact analyses, NPV identifies project benefits and/or impacts in terms of tax revenue projections and demand for community services from various providers – including the ramifications of development on local school districts.

NPV prepares market studies to evaluate the need for a particular type of development, which include housing needs assessments, evaluation of retail gaps and surpluses, and niche market and branding studies.



KEY PERSONNEL

All NPV professionals are available to assist on an as-needed basis. Kathy Eiseman will serve as the project coordinator, working as the primary contact and assigning projects to the various professionals on the team. Specific individuals expected to provide services and their individual roles for Economic and Fiscal Impact Analyses initiatives are noted as follows:

Personnel	Qualifications, Project Role
Kathryn J. Eiseman AICP Partner	Project Oversight
Charles J. Voorhis, CEP, AICP Principal	Project Coordination
Taylor Garner, AICP Senior Environmental Planner	Project Coordination, Preparation of Reports
Valerie Monastra Principal Planner	Preparation of Reports

Nelson Pope Voorhis is managed by a select group of partners. Each provides specific expertise in the field of environmental planning, land use planning/analysis, remediation, engineering and land surveying that is unique within the industry. The diverse leadership of NPV couples the experience of our senior partners with the innovation and enthusiasm of our younger staff. Many of the team’s staff have advanced technical degrees and/or technical certifications. Such as LEED Accredited Professional (LEED AP), OSHA 40 Hour HAZWOPER, and American Institute of Certified Planners (AICP), etc.

Kathryn J. Eiseman, AICP, Partner is a Partner and Division Manager of the Environmental & Community Planning Division. She has over 20 years of planning experience in environmental planning and manages both private and public planning projects. Current projects include the Local Waterfront Revitalization Program for the Town of Islip and Brownfield Opportunity Area (BOA) for the Town of Riverhead BOA. Ms. Eiseman is the planner for the Villages of Southampton and Sag Harbor Planning Boards and directs her staff to perform site plan and subdivision reviews and advises the Board on a regular basis. She is skillful in managing complex projects and working with team members both in house and as subconsultants. Her staff is proficient in the use of GIS and design software for preparation of high-quality graphic products. Ms. Eiseman is experienced in the art of public participation and education and tailors her approach to the unique needs of each project community. She is an enthusiastic and creative planner who endeavors to bring a fresh approach to each project as well as to her position as Treasurer for the Long Island Section of the American Planning Association.

Charles Voorhis, CEP, AICP is Principal of NPV and has over 40 years of experience in environmental planning on Long Island and in the New York metropolitan area. Mr. Voorhis is a member of the American Institute of Certified Planners (AICP) and is a Certified Environmental Professional (CEP). He has a wealth of experience in managing large scale municipal projects including regional environmental planning, downtown revitalization and action planning, Generic Environmental Impact Statements, stormwater management, wetlands and coastal management, and municipal consulting. Mr. Voorhis and his firm serve as environmental planning consultants to many of New York Towns and Villages and are currently in the process of preparing several long-range planning initiatives for several Towns in Nassau and Suffolk Counties.

Taylor Garner is an environmental planner with an undergraduate degree in Environmental Science from Villanova University and a master's degree in Urban Planning with a concentration in Sustainability and the Environment from Hunter College. Ms. Garner has undergone the Formal training course in the IMPLAN Economic Modeling System IMPLAN. She oversees the preparation of market analyses and feasibility studies, niche market studies and branding plans, school district analyses, economic development strategies, as well as fiscal (projecting taxes and the impact to local jurisdictions) and economic (projecting job creating and associated revenues circulating throughout the economy) impact analyses for residential, commercial, office, industrial, recreational, hospitality, tourism and mixed-use developments. She has experience in analyzing demographic data and preparing grant applications. Ms. Garner has been involved with comprehensive plans, local waterfront revitalization plans, brownfield development, zoning plans, and public participation and community visioning processes. Ms. Garner is also experienced in the preparation and review of environmental assessment documents, including SEQRA and CEQR documents, and site plan review for the Villages of Southampton and Sag Harbor and the Town of Oyster Bay.

Valerie Monastra is an is an AICP Certified Environmental Planner with over 18 years of experience throughout the Hudson Valley in management and planning pertaining to land use development, zoning, environmental review, affordable housing and community development projects. Her educational and employment history encompass both urban and environmental planning as well as governmental administration. Ms. Monastra has experience providing planning services to New York State agencies including DOS, DEC, OPRHP and ESD and is expert in the SEQRA and NEPA processes. Ms. Monastra serves as the President of the Westchester Municipal Planning Federation. She has vast experience working on the local level with municipalities to complete plans and navigate projects through the land use approval process.

Detailed resumes can be provided upon request.

RELEVANT EXPERIENCE

The following list of projects have been selected to demonstrate the team's qualifications and capabilities.

City of New Rochelle Downtown Overlay Zone (DOZ) Zoning Amendments (New Rochelle, NY)

NPV prepared an economic and fiscal impact analysis for the proposed 2021 Amendments to the City of New Rochelle Downtown Overlay Zone (DOZ), located in the downtown area of New Rochelle, New York. The City is proposing updates to the Theoretical Development Scenario (TDS), which was originally evaluated as part of the 2015 Generic Environmental Impact Statement (GEIS). The GEIS was prepared to evaluate potential impacts that could result from the adoption of the DOZ. The 2021 TDS changes are proposed to address the shift in demand away from certain commercial uses and to provide for additional residential and live/work options, as well as retail and restaurant options designed to integrate the outdoors and new outdoor recreational opportunities into the DOZ. Additionally, the 2021 DOZ Amendments include the continuation of the DO Zones to the south and east to add a new "Waterfront Overlay District" ("DO-7 Zone") to allow for development on or near a newly created publicly accessible waterfront. Collectively, the 2021 DOZ Amendments (the "Proposed Action") are intended to continue the successful growth within the entire DOZ while re-balancing the potential development impacts of a revised TDS.

The analysis examines the economic and fiscal impacts that are anticipated to occur through the implementation, construction and annual operations of the revised TDS, intended to continue growth within various zoning districts within the City's downtown and waterfront.

Greybarn Sayville (Sayville, NY)

NPV has updated this fiscal and economic impact analysis for the Greybarn-Sayville Planned Development District (PDD) as part of the Draft Environmental Impact Statement (DEIS). The proposed project is on the site of a former Country Club, a 114.33-acre property in the hamlet of Sayville of the Town of Islip. The proposed project will include the development of 1,365 multi-family residential rental units, on-site stormwater and sanitary wastewater treatment systems, connections to the public water supply, recreational and commercial amenities (limited to the site's residents, and including small retail/commercial spaces, interior open spaces, outdoor pool/patio areas, and an internal walking trail network), and a 25±-acre public open space along the perimeter of the site, in which a pedestrian path is proposed. The proposed project also includes expanded wastewater treatment capabilities for wastewater from downtown Sayville, and installation of a sewer main from downtown Sayville to the on-site sewage treatment plant (STP).

The project responds to the public need for increased quality rental housing opportunities in the area. The proposed project has been designed using smart growth development principles, by incorporating features and characteristics including internal walkability, sense-of-place features, safe and convenient pedestrian access to on-site amenities (within the site and limited to use of the site's residents), and on-site recreational amenities for its residents. In addition, the proposed project will create strong economic activity by providing jobs and a solid tax base.

Concern for Independent Living (Southampton, NY)

NPV prepared a fiscal and economic impact summary to examine the fiscal and economic impacts that are anticipated to occur through the construction and annual operations of a proposed residential development with 60 workforce rental apartment units to be located on County Road 39 in the Village of Southampton. Due to the generally affluent nature of the south fork of Long Island, and many parts of Southampton in particular, the demand for workforce housing units in Southampton is strong, and there is documented need for this type of housing in the community. The proposed project responds to the Town's and community's desire to provide such rental housing opportunities in the area, as recognized in various comprehensive planning documents and evidenced by current conditions within the surrounding community.

There also remains an unmet demand for veteran housing, including housing for disabled veterans who may have a need for accessible housing and supportive services. The units will be comprised of 36 one-bedroom and 24 two-bedroom apartment units, and the proposed project will also include a 5,000 square foot (SF) community building with a gym, computer room, and community room for use by residents and staff, as well as service provision for the supportive housing units. All of the units will be designated as "affordable" units under the Town Code and will be occupied by households that meet applicable economic standards as administered by the Town. A portion of the units will be occupied by veterans, including disabled veterans and disabled veterans in need of support. The project will benefit the community by transforming an overgrown and littered site into attractive, high-quality workforce housing that will enhance the community. As economic stability returns following the coronavirus pandemic of 2020, the proposed project is expected to contribute to the long-term economic health of the community.

Superblock Long Beach (Long Beach, NY)

NPV prepared a Fiscal Impact Analysis and a Household Buying Power Analysis for a residential development in Long Beach, New York. This analysis will assist the developer in quantifying the fiscal impact that the new residential development will have on the local tax base, and the economic impact that new household spending will have on the local economy. Economic impact including construction and operational job creation was addressed in detail in the Economic Impact Summary Analysis prepared by NPV earlier in 2020. This analysis examines the fiscal impacts and the household spending that is anticipated to occur during annual operations of a new residential development including: 200 one- and two-bedroom condominiums; and, 238 market-rate and workforce studio, one- and two-bedroom rental units.

Prior to the coronavirus pandemic of 2020, the condominium market in Long Beach has been quite attractive, with a strong demand and a supply of such housing units proximate to the boardwalk, and/or with water views. The rental market has suffered from a dearth of new transit-oriented communities. The proposed residential development is responsive to this demand in Long Beach, and as economic stability returns, is expected to contribute to the long-term economic health of the community through the provision of such newly constructed luxury housing opportunities. The proposed residential development is expected to create strong economic activity by providing a solid tax base upon completion and full taxation of the project. The new residents living within the 200 condominiums and 238 rental units proposed for development will patronize downtown establishments, bringing significant new disposable income to the merchants in the community. Consumer activity will ripple through the local community, creating beneficial fiscal and economic impacts throughout Long Beach, Nassau County, and the region as a whole. Consequently, economic activity including job creation and

consumer buying power will be generated by the project.

Storage Deluxe (Valley Stream, NY)

NPV prepared a market feasibility, fiscal and economic impact summary analysis for a commercial storage facility in Valley Stream, New York. This analysis examines the feasibility in the local market, as well as fiscal and economic impacts that are anticipated to occur through the construction and annual operations of a new four-story, 140,000 square foot (SF) commercial storage facility. With the decline in the number of warehouse facilities in the region, and rising commercial rents, many companies can no longer afford large warehouses. Such businesses have nowhere to store their inventory, which is a major roadblock to their success and growth. The proposed commercial storage facility is responsive to this need and anticipates serving the needs of hundreds of local businesses in Valley Stream and surrounding communities, in a cost-effective manner.

The proposed commercial storage facility will create strong economic activity by providing new employment opportunities and will provide a tax revenue and/or payment in lieu of taxes. The analysis served to accompany the IDA application to the Town of Hempstead.

RD Industrial Site (Yaphank, NY)

NPV prepared a series of economic and fiscal calculations as part of the Land Use Application being prepared for a 47+ acre project site is located the hamlet of Yaphank, Town of Brookhaven. The proposed project includes the development of two one-story distribution warehouses, as well as a three-story self-storage building. For the purpose of this analysis, it was assumed that both distribution warehouse buildings will be occupied by a mix of industrial and office uses, with a split of 90%/10% favoring pure industrial use.

As economic stability returns following the coronavirus pandemic of 2020-21, the proposed project is expected to contribute to the long-term economic health of the community. More specifically, the proposed project will establish many new construction and operational jobs that will help in the pre- and post-pandemic recovery, as well as a solid tax base upon full build-out and full-taxation of the property.

Canoe Place Inn and Hampton Boathouses (Hampton Bays, NY)

The Canoe Place Inn (CPI) has a longstanding history and serves as an important part of the character of the Hampton Bays community. The rehabilitation the formerly vacant CPI included synergistic uses on the site reminiscent of its history, working together to draw interest for destination weddings, charity events, business conferences and other special events.

In the 2014 preparation of the Environmental Impact Statement, NPV prepared a Fiscal Impact Analysis and Assessment of Needs and Benefits for the Canoe Place Inn and Hampton Boathouses properties. The study examined and quantified the beneficial impacts to the local school district as well as the generation of annual property tax revenues. Moreover, the analysis projected the economic impacts – on output, employment and labor income – during both the construction period and annually, upon a stabilized year of operations of the rehabilitated CPI and residential project components. NPV also prepared a Residential Market Analysis for the Hampton Boathouses property on Shinnecock Canal. The analysis analyzed the relationship between the demand for, and supply of, comparable residential developments and ultimately,

quantified the amount and type of housing units that could be supported by the target market – including both those for year-round residents and seasonal residents.

In 2019, NPV prepared a Market Feasibility Analysis for CPI, for submission to the Suffolk County Industrial Development Agency (SCIDA) for tax deferral and other financial assistance. The analysis examined the demand for CPI, the local and regional tourism market and forecasted growth, and determined that CPI will establish a tourism destination that is likely to attract a significant number of visitors from outside the economic development region, and therefore eligible for SCIDA assistance.

Danford's Hotel, Marina & Spa: Economic Planning Analysis (Port Jefferson, NY)

Danford's Hotel, Marina & Spa is an integrated water-dependent facility in Port Jefferson, New York, and is referred to as "the anchor of Port Jefferson." The hotel, marina, spa and restaurant are inter-related uses that support recreational/commercial boating, marine trades, marine material suppliers and related industries. The combined facility is an economic engine for Port Jefferson and the region, with the annual maintenance to, and operations of, the facility creating strong economic activity. An abundant amount of consumer activity ripples through the

local community, contributing vastly to the economy of downtown Port Jefferson, and into the Town of Brookhaven, Suffolk County and the region as a whole.

NPV prepared an Economic Planning Analysis that quantified the beneficial economic impacts associated with Danford's Hotel, Marina & Spa. The analysis examined the direct, indirect and induced impacts on output, employment and labor income, during the annual maintenance and repair construction of the facility, as well as during annual operations of the hotel, marina & spa.

TopGolf Market Feasibility Analysis (Holtsville, New York)

Topgolf is a global sports and entertainment community, which was first launched in the United States in 2005. It has served as the pioneer in the golf entertainment industry ever since. The most recent location in Holtsville, NY includes a 65,000 square foot, state-of-the-art, multi-level golf entertainment complex, and allows for a unique experience that can be enjoyed year-round. No such facility currently exists on Long Island. The synergistic uses provided at the Topgolf Holtsville location will work together to draw interest for local residents, college students and employers, as well as persons originating from outside of the area for patronage, corporate and charity events, business conferences and other special activities. This broad combination of guests will provide economic activity both at the site and into the surrounding community.

In 2016, NPV prepared a Economic and Fiscal Impact Analysis that examined and quantified the beneficial tax revenue benefits as well as economic impacts – on output, employment and labor income – during both the construction period and annually, upon a stabilized year of operations of the proposed Entertainment Recreation Facility. In 2019, NPV prepared a Market Feasibility Analysis for Topgolf, to accompany the Industrial Development Agency (IDA) application to the Town of Brookhaven. The analysis examined the strength of the regional entertainment recreation industry, the demand for this type of use, the lack of supply of comparable facilities in the local and regional economy, and various benefits that would be accrued to the local economy and community at large, through the annual operations of the Topgolf project. The analysis concluded that

Topgolf would provide a combined entertainment and recreation facility, that but for the project, would not be reasonably available to the residents of the Town of Brookhaven or Suffolk County, and therefore it was deemed eligible and appropriate for IDA assistance.

***Economic Development Chapter of the Comprehensive Plan Update
(Town of Southold)***

In an effort to achieve the Town's vision, five goals and numerous objectives were formed to provide direction for future decision-making pertaining to the Town's economy. Much of the Town's economic vitality is based on the Town's unique rural, historic and maritime-based character as well as its natural resources. NP&V prepared the economic chapter of the Comprehensive Plan Update for the Town of Southold to allow for the formation of appropriate recommendations and implementation strategies focused on long-term economic sustainability throughout the Town.

One of the specific tasks involved with the economic chapter of the Town's Comprehensive Plan is the zoning/build-out analysis. The Town of Southold is facing development pressure and is concerned about the impact that the current zoning may have on the Town's resources. The Town of Southold prepared a build-out analysis of several zoning districts, and NP&V funneled these findings into a model to assess the regional impact of full build-out and modified development scenarios. Ensuring quality of life, protection of environmental resources, housing needs and maintenance of the tax base were key elements of the model. This project involved the creation of a model to synthesize multiple evaluation factors to analyze the impact of full build out of the Town of Southold under its current zoning.

Niche Market and Branding Plan & Build-Out/Tax Base Analysis(Bellport, NY)

NPV worked with the Town of Brookhaven on a niche market and branding plan for the Greater Bellport community. The focus of this plan was to form a set of recommendations that outlined the necessary steps that members in the Greater Bellport community can take in order to successfully create a sense of place, community pride and positive perceptions through a more niche-oriented position in the local market. NPV recommended various initiatives to make the Greater Bellport community unique and marketable, creating a place that people want to be, where people are comfortable, and a place that people remember and come back to time and again. The niche market and branding plan strives to promote the community's niche market to new residents, visitors and economic development opportunities alike, offering the Greater Bellport community the opportunity to develop a theme that they want to be known for. NPV worked with the Town of Brookhaven on a build-out/tax base analysis, to analyze how the local school district could be impacted by growth. NPV created a GIS model to compare tax assessments for various land use scenarios to ensure an adequate tax base to support increased growth in school population without disproportionate increases in residential tax rates. This model was used to test assumptions for future development and to analyze various alternatives in an automated fashion, allowing for easy comparison of scenarios and results. Ultimately, the model will provide a reality check for future planning with respect to provision of quality community services and may provide support for creating additional commercial tax base within the district.

EDITORIAL

Press pause on offshore wind

■ **MEMBERS OF THE EDITORIAL BOARD** are experienced journalists who offer reasoned opinions, based on facts, to encourage informed debate about the issues facing our community.

The proposed wind turbines to generate power for Long Island may be miles away and out of sight, but the current problems of getting them built are staring us right in the face.

On Thursday, the New York State Public Service Commission is expected to consider a request by offshore wind developers to open existing contracts to get more favorable financial terms. Without increased taxpayer subsidies, these giant energy firms say the current projects, expected to go online in a few years, are untenable.

Given the many factors involved, the PSC should give pause to any action at Thursday's meeting to see whether the accepted bids should be renegotiated or a new auction should take place. But the state regulatory board should not delay its decision by any more than a month or so.

The importance of adding renewable wind-power to New York's power generation mix must be the ultimate goal, especially given the clean-energy financial incentives provided by both the federal and state governments. Climate change is all too real and we must seek to greatly reduce our current reliance on fossil fuel. But state regulators

and Gov. Kathy Hochul's office also must protect the public's financial interests. We would like clean energy would be cheaper, yet now international conglomerates want to maintain their high profits from our well-intentioned investment in alternative energy.

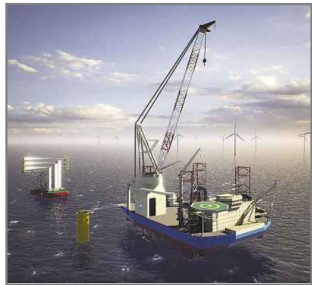
Orsted, the Danish wind-energy giant whose Sunrise Wind project would come ashore in Brookhaven, is asking for a 27% rate hike. Equinor, the Norwegian-based firm, wants even higher rate increases for three projects to be built south of Long Beach — all of them easily exceeding fixed rates spelled out in contracts decided before

the pandemic. Since then, the companies say, they've endured escalating inflation, rising interest rates, and supply-chain delays that have compelled them to return to the PSC, hat in hand, asking for more money. Rising costs led Massachusetts, Rhode Island and Connecticut officials to walk away from similar wind projects rather than raise costs for ratepayers.

Various environmental, labor and business groups have urged the PSC to grant the rate increases, arguing that any delays or cancellations of projects would only cost the public more in future rates. Once online, they say, wind will provide electrical power at much lower costs despite current financial troubles in getting them built.

A clear-eyed analysis would recognize that the emerging wind-power industry is a struggling one. Orsted, for instance, recently lost a third of its stock value after disclosing cost troubles with its U.S. projects. Some industry problems are of its own making, the kind that the solar industry endured two decades ago until it became profitable.

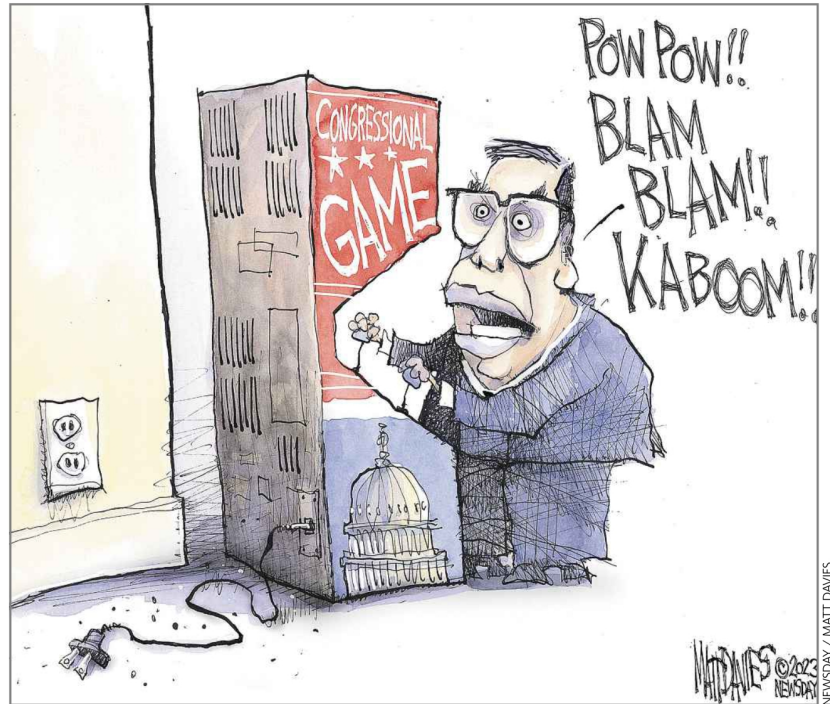
For these reasons and more, a PSC pause is warranted to see whether renegotiating existing contracts for New York is possible before facing the prospect of starting the whole process anew.



MAERSK SUPPLY SERVICE

An illustration of a wind turbine installation vessel. Offshore wind companies want higher rates for the power they propose to generate.

MATT DAVIES



■ **EDITORIAL CARTOONIST MATT DAVIES'** opinions are his own. You can see more of his work at: newsday.com/matt

LETTERS

Teach youngsters to not text and drive

In articles on crashes, texting and driving is rarely brought up ["4 dead in weekend crashes," Long Island, Oct. 9]. To make an impact, we need discussion.

Texting drivers are not ticketed enough, and the media does not discuss it enough. It seems almost as dangerous as drunk driving, which is enforced vigorously. If society were more aggressive with ticketing and discussion, we likely would see fewer fatal accidents.

I see all kinds of people texting while driving. Young adults will not understand the consequences if they follow their parents' footsteps. Parents should dili-

gently emphasize to their children the importance of putting cellphones away when learning to drive.

After wearing seat belts became the law and was enforced, almost everyone seemed to start wearing their seat belts. It became second nature for most people when entering a vehicle.

If the no-texting law is enforced more aggressively, I'm confident it would make a tremendous difference.

I believe all phone records should be investigated after car accidents. How many occur because drivers are distracted by cellphones? Change will take place only when drivers become accountable for their actions.

— **GEORGE HISHMETH, BELLMORE**

■ **WE ENCOURAGE YOU TO JOIN OUR DAILY CONVERSATION.** Just go to newsday.com/submitaletter and follow the prompts. Or email your opinion on the issues of the day to letters@newsday.com. Submissions should be no more than 200 words. Provide full name, hometown, phone number. Include headline and date of item you are responding to.

Some debt payoffs cost taxpayers zero

A reader compares federally sponsored and taxpayer-funded college loan forgiveness with companies that hire graduates while reducing loans or relieving them of their debt and with programs that reduce outstanding credit card balances ["Others benefit from getting bills reduced," Letters, Oct. 6].

Wow, how is that equitable?

In the case of private companies offering graduates loan assistance as an incentive to join that company, a company's funds reduce or repay the loan.

With reduction of credit card debt, the interest rate is lowered by the lender to accelerate a paydown.

Neither comparison uses taxpayer money.

— **MICHAEL J. GENZALE, SHOREHAM**



Retirees Bettie Thomas and Sanford Bland — and their dog, George — outside their apartment building in the Wyandanch Village apartment complex, next to the LIRR's Wyandanch train station.

NEWSDAY / JOHN PARASKEVAS

All aboard for renting near LIRR

Hybrid workers, retirees and millennials embrace alternative to owning

BY CLAUDE SOLNIK
Special to Newsday

Sanford Bland and Bettie Thomas lived together in an apartment a 5-mile drive from the Wyandanch Long Island Rail Road stop. Then they heard about Wyandanch Village, a development going up near the station. “I watched them build it and I thought it’d be a good idea,” Thomas, 71, said of the development they moved into in 2015. “With the way it’s set up, it’s

very convenient.”

While houses are part of many Long Islanders’ American dreams, a growing number are opting for apartments in new transit-oriented developments, or TODs, in downtown areas, while some opt for older buildings.

From millennials to the elderly, remote workers to retirees, those who aren’t ready for homeownership to those who have had enough of it, a new generation of renters is calling these hubs home, spurring a kind of railroad

rental renaissance in a more walkable world.

BUILDINGS TYPICALLY PROVIDE AMENITIES

“Retirees want to be there, because they don’t have to do the upkeep of the house and the yard and they can be within walking distance of restaurants,” said Eric Alexander, director of Northport-based Vision Long Island. “There’s the electricity of being near food options, hoping on the train.” These buildings typically

Retirees want to be there, because they don’t have to do the upkeep of the house and the yard and they can be within walking distance of restaurants.’

— Eric Alexander,
director of Northport-based
Vision Long Island

provide amenities, access to communal spaces and proximity to bustling downtowns as well as a short walk to the train, without the burdens — or benefits — of ownership.

‘DOWNTOWNS HAVE A LOT OF FOOD OPTIONS’

“Most downtowns have a lot of food options,” said Alexander. “And there is access to commerce in New York City, commuting and recreation. Some people are environmentally minded and use mass transit that way.”

Alexander said 40 developers have built at least one TOD project on Long Island, sometimes with units billed as “affordable” to get construction subsidies. He said those units usually range from as low as under \$1,500 a month to \$5,000 and more.

“Typically the train stations were built around downtowns,” said Kelley Heck, executive vice president and partner at TRITEC Real Estate, which developed TODs in Ronkonkoma, Bay Shore, Lindenhurst and Patchogue, 1,500 feet from the Patchogue train station. “You can hop on a train and go to a show or a game.”

REMOTE (WORK) CONTROL NEAR THE LIRR

Emma Henderson, 29, a resident of The Hills at Port Jefferson Village, in Port Jefferson, moved from Manorville farther east last year. A marketing director, she’s a four-minute walk from the LIRR station (“I can see it from my balcony.”) and rides the Port Jefferson Ferry

about once a month to work in Bridgeport, Connecticut.

“I work remote,” she said. “This location is close to a lively downtown and far enough away, so I can be away from the noise.”

Because she lives near, but not in, a downtown, she sees herself as having the best of both worlds. She can have peace and quiet while enjoying nearby restaurants and other businesses. With the LIRR close by, she takes the train to concerts at Madison Square Garden and Barclays Center and museums.

‘TO HAVE EVERYTHING TAKEN CARE OF’

“I’m not looking for the responsibilities and bills of a full house right now. I think it’s wonderful to have everything taken care of,” she said. “I can go to the city for a concert easily. I can go down to the port. But I get the luxury of it being quiet and secluded.”

She likes the building, which she said is home to many Stony Brook University medical students, and features new appliances, a large walk-in closet, communal spaces with a fire pit, barbecues and patio. Monthly rent for a one-bedroom is listed from \$2,400 to \$2,600. Henderson also enjoys being in walking distance to Texaco Avenue Park.

“It’s a stone’s throw away,” Henderson said. “There are picnic tables and a swing set.”

“I’m a big runner,” she added. “I usually run down to the water every morning and back to the apartment. It’s a nice loop.”

RENTING INSTEAD OF OWNING A HOME

Mike Tewes, 52, and his family moved into a three-bedroom, two-bathroom unit in Alston Station Yards in Ronkonkoma as a temporary solution in June 2021. More than two years later, they’re still enjoying the lifestyle and plan to stay through September, when their lease ends.

“The apartments and the community spaces are luxurious and modern, clean, well-maintained,” Tewes said. “We like that we have access to two gyms and grill areas.”

They can entertain, using communal spaces and amenities that give them as well as visitors an added place to spend time. “We enjoy having friends over to use the pool, the fire pit lounges and the indoor lounges,” he said. “During the winter, it gets us out of the apartment.”

The chief information secu-



Emma Henderson outside of her transit-oriented housing complex, The Hills at Port Jefferson Village.

rity officer for a financial institution, he moved from Smithtown with his family of four, including fiancée Rebecca Livingston, 47. He commutes to New York City, making the nearby train a big plus.

They “enjoy access to the East End,” including Greenport and Montauk, and are minutes from the Long Island Expressway and Long Island MacArthur Airport. “We like to travel to Orlando,” he said. “We have other family in other parts of Florida.”

Alston Station Yards units range from a little more than \$2,000 for a studio to \$4,400 for three bedrooms, according to

TRITEC, which developed it.

“It’s a rental community and we’d like to have ownership somewhere,” Tewes said. “With the inventory being so low, it’s been difficult to find a home to purchase. Alston has been a comfortable and enjoyable home for us that met our lifestyle.”

RETIREES FINDING COMMUNITY

Natalie Eichele, 72, a retired nurse who works as an adjunct at the New York Institute of Technology teaching clinical nursing, didn’t travel far, but in other ways lives a world away from her

previous home.

After her husband died last year, she moved from the Mineola Cape she lived in for 48 years into an apartment in the same community in January. She has three children, Andrew, 44, and Steven, 42, who both live in Levittown; and Cynthia, 28, in Maryland.

“The house was too big,” she said. “I stayed local. I didn’t know where to go for an apartment. Then I found the Allure.”

She downsized and now lives two blocks from the train in the Allure Mineola, parking in the building’s garage. “It’s probably one of the more convenient buildings in Mineola,” she said.



ON THE COVER Apartments near the Wyandanch LIRR station are among many transit-oriented developments across the Island.

“You can walk anyplace.”

After owning a house for much of her life, she said she was ready to rent, paying about \$3,100 a month.

“I just didn’t want to own anything anymore,” she said. “Moving into an apartment, you don’t have to take care of anything.”

Eichele likes her fifth-floor apartment with one traditional bedroom plus a loft bedroom and numerous closets in a building with a gym, outdoor pool, community room and a golf simulation room.

She enjoys being near restaurants and having a sense of community and company rather than the isolation of living alone in a house.

“I’ve met some of the neighbors. I meet a lot of people on the elevator,” she said. “I see a lot of people and I get to know some people.”

She likes being close, but distant enough not to hear, the train. “Every once in a while, I might hear a siren from the hospital, but I don’t even hear traffic,” she said.

TRADITIONAL APARTMENT LIVING NEAR THE LIRR

For people who are single like Neal Lewis, renting an apartment near a train station with stores and restaurants nearby makes sense. Being in the thick of things is a big plus.

“Buying a house for a single person is essentially out of the question,” said Lewis, 60, executive director of Molloy University’s Sustainability Institute. “It’s not necessarily practical.”

Living in a downtown, such as Massapequa, has advantages

including coffee shops and stores (he’s above a hair salon and across from an ice cream parlor) within walking distance.

“There’s a sense of vibrancy,” Lewis said. “That adds atmosphere and energy. As a single person, that has advantages.”

The area isn’t particularly noisy, but there are beeping trucks, and a bar used to leave the door open while live music played.

“They don’t seem to be doing that anymore,” Lewis said. “It’s just regular bar activity, which isn’t that loud.”

WHERE THERE’S A WORLD WITHIN WALKING DISTANCE

Retirees like Bland, 75, and Thomas, 71, like living in an apartment near the Wyandanch train station with a world within walking distance.

“This is a great place for retirement. Everything is convenient. When you’re older, you don’t want to struggle to go places you have to go,” said Bland, who, in 2006, retired from commercial printing. “I can get anywhere I want to go on this Island from this hub.”

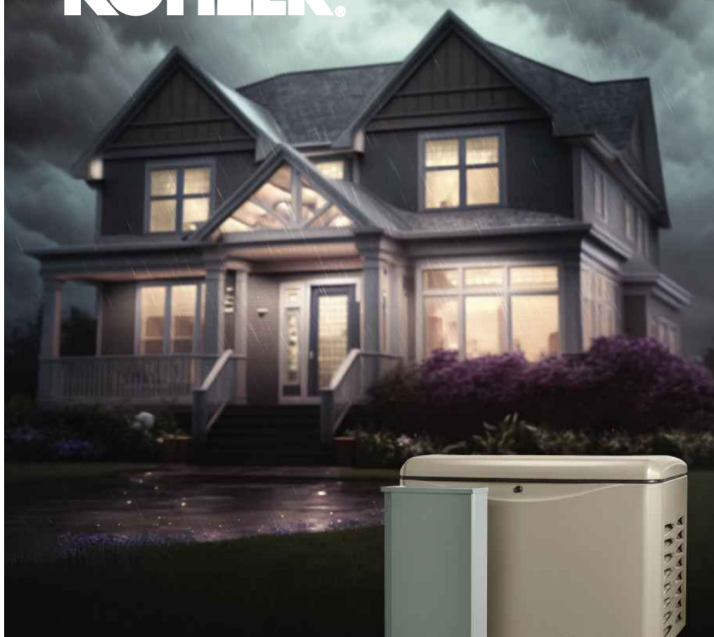
Bland appreciates being able to take the train to Manhattan, because “it doesn’t matter how late I come home, I’m right here.”

Their third-floor apartment has a of greenery in a development with a community room and fitness center near a supermarket and banks.

“It’s a way of having a community environment and a country-like atmosphere with the openness of it all,” said Thomas, who retired from the New York State Office of Men-

See LIRR on C8

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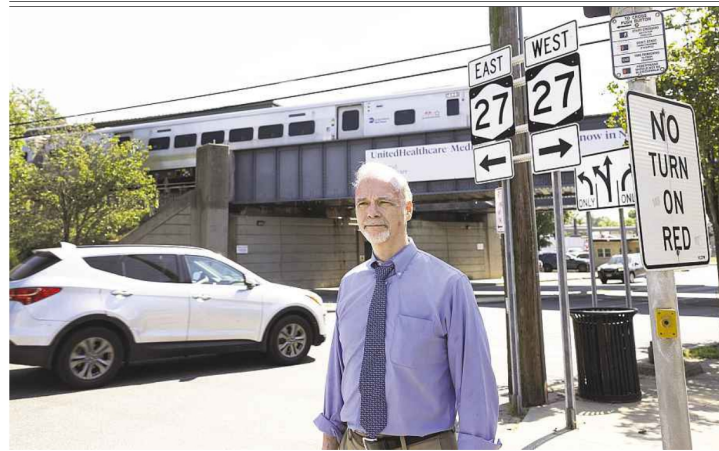
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COVERSTORY



DEBBIE EGAN-CHIN

Neal Lewis outside the Massapequa train station, which is only a block and a half from his apartment. He enjoys having access to a traditional downtown.

THE DRAW OF RENTING NEAR LIRR STATIONS

LIRR from C7

tal Health in 2010. "It's good for your mental state."

The couple say it's a quiet location without interruptions or the rattle of trains. "When you close the windows, you can barely hear anything," Thomas said. "We had a thunderstorm, I didn't even know we had it until I woke up in the morning."

They are near a park that offers winter ice skating and long walks with their Shih-tzu in warmer weather.

"We can sit in the park. It's spacious," Bland said. "It's a suburban feel, but if you want to be cosmopolitan, you can."

The opening of Grand Central Madison provided ease of access to Manhattan's East Side for Long Islanders for both work and pleasure. That also made the Long Island Rail Road-adjacent residences more appealing to some.

"I work in the city three days a week, a hybrid work model. It's very manageable," Tewes said of his hour-and-20-minute commute. "Grand Central's much closer to my office."

Bland and Thomas are a little over an hour from New York City, which Bland said is more accessible due to

East Side access. "Grand Central Madison makes it even better," he said.

"Now I can go to the East Side or the West Side with no hassle."

While new developments typically have amenities, Neal Lewis enjoys being in a traditional downtown apartment, parking on the street. He takes the train to Grand Central Madison typically for pleasure.

"I do a lot of salsa dancing," Lewis said. "New York City is a world leader when it comes to salsa dancing."

Still, Eric Alexander downplayed the impact East Side access has had on transit-oriented development. "East Side Access does not seem to be a top factor," he said. "Walking to local restaurants, bars, services, downtown parks and events are a high priority along with commuting to Manhattan as needed."

Heck said Grand Central Madison is a kind of a cherry on top, noting it may not be the main reason some people seek out a TOD, but can help.

"It's the walkability of your downtown with the added benefit of having the train nearby," she said. "We have a gamut of age groups. They want to be able to walk out, grab a coffee in town, grab a beer in town."

Buying a house for a single person is essentially out of the question. It's not necessarily practical!

— Neal Lewis

**ON THE COMMON AT ROCKY POINT, LLC
RENT ROLL**

Street Address	Unit	Tenant Last Names	Rent	Market Rate
110 King Rd	5	Hauf	\$2,150	
110 King Rd	2	SIMONIN Work Force	\$1,625	\$2,150
112 King Rd	22	NOLAN HUSBAND VETERAN	\$2,300	
25 Polk St	36	DiPalo	\$2,150	
124 Prince Road	31	CABALLERO Affordable/VETERAN	\$1,204	\$2,150
124 Prince Road	27	Biehl HUSBAND VETERAN	\$2,150	
124 Prince Road	32	Reyan VETERAN	\$2,150	
124 Prince Road	29	Holbrook VETERAN	\$2,100	
124 Prince Road	30	DeGuiseppe Affordable	\$1,204	\$2,100
124 Prince Road	28	GARSTANG VETERAN	\$2,150	
25 Polk St	38	DIAZ	\$2,100	
25 Polk St	35	SHELDON Affordable/VETERAN	\$1,204	\$2,150
110 King Rd	4	Bakatsias	\$2,100	
110 King Rd	13	MUNGO	\$2,300	
124 Prince Road	34	LAUTANDE	\$2,100	
25 Polk St	37	POBLETE	\$2,100	
110 King Rd	7	MARSHALL Work Force/VETERAN	\$1,625	\$2,100
112 King Rd	10	Southard	\$2,150	
110 King Rd	1	PETRINOLIS	\$2,150	
110 King Rd	8	INNUSA	\$2,100	
110 King Rd	3	HUTTENLOCHER	\$2,100	
112 King Rd	9	SULLIVAN HUSBAND VETERAN	\$2,150	
112 King Rd	11	PANICCI	\$2,100	
112 King Rd	12	CAIOLA Work Force/VETERAN	\$1,625	\$2,100
110 King Rd	6	Shuman	\$2,150	
112 King Rd	21	VILLACCI	\$2,250	
110 King Rd	14	WANG	\$2,300	

Total Combined Affordable and Work Force make up 16% of project
Veterans make up 26% of project. 4 of the 10 veterans also qualify for the affordable and/or workforce.
The project is 71% occupied overall.

October 14, 2023

SENT VIA EMAIL

Town of Brookhaven
Brookhaven Industrial Development Agency
One Independence Hill
Farmingville NY 11738

Attn: Lisa Mulligan
CEO Brookhaven Industrial Development Agency


Re: Port Development, LLC 2021 Facility
Premises Located At: 1 North Country Road, Port Jefferson New York

Hi Lisa

Port Development, LLC would like to request an extension on the Sales Tax Exemption due to expire 12/31/2023. This request would be for additional time through December 2024. Unfortunately, we ran into soil problems once we demolished the building and had to re-engineer the building to include piles and grade beams. We did not anticipate originally having to do this. Based on the present schedule, we believe the project will be completed by December 2024 and would like to extend the completion date to December 2024. Based on the original sales tax abatement amount, we believe it is still a reasonable amount since the project has been pushed back, we have not utilized the sales tax as we originally planned since we have not started on the main work of the project until recently. We would like an extension through December 2024 as well. We are asking for the board's consideration in extending the project's sales tax and completion date.

Please advise if you need additional information from me. Thank you in advance for your help to this matter.

Very truly yours,
Port Development, LLC


Anthony J. Gatto
Managing Member

SAMUEL I. GLASS
ATTORNEY-AT-LAW
249-12 JERICHO TURNPIKE SUITE 230
FLORAL PARK NY 11001-4020

PHONE: (516) 481-7617
FACSIMILE: (516) 481-0477

CELLULAR: (516) 236-9595

E-MAIL: sam@samglasslaw.com

RECEIVED

SEP 28 2023

Town of Brookhaven IDA

September 26, 2023

Town of Brookhaven,
Industrial Development Agency
1 Independence Hill, Farmingville, New York 11738

Attn: Lisa M.G. Mulligan, CEO

Dear Ms. Mulligan:

As you are aware, I am the managing member of Scalamander Cove, LLC and have been since the inception during which period we purchased the property being discussed in this letter.

From our recent conversation I realize that you wanted an update with regard to the commencement of our project. I realize that it seems as if we are not moving along in an expeditious manner but that is not the case.

As you know we hired the services of Nelson & Pope to file all that was required by the Town of Brookhaven, and they have been doing this from the inception of Scalamander Cove LLC's purchase of the original 14 acres in 2006. Tom Dixon and Chic Voorhis have been our contact people at Nelson & Pope.

Approximately six years ago we hired the law firm of Forchelli Deegan Terrana, of which Dan Deegan, Esq is a partner.

I would like to give you some background why it has taken so long. A good person to verify what I say is Gail Bailey, president of Middle Island Civic Association. Gail has been part of this process from the beginning even though Tom Talbot was the president at the time of our purchase.

Prior to our purchase of the initial property, we had spoken with Connie Keppert, Town Councilwoman in 2006. We were told that if we purchased this property we could build 66 units

and the Town Board gave us its blessing. After that time and while we were in the midst of making those arrangements, we were asked by the Town to purchase two other properties for a total parcel of 15.5 acres and that we can build 96 units. At the same time, we were told by TOB that the property owner adjacent to ours was going to build a sewer treatment plant ("STP") so we can tap into their gallowage, which was owned by the predecessor of Concern. After waiting five years for the STP to be built they went into bankruptcy and Concern purchased it then built the STP.

Early on we learned that the NYS Department of Environmental Conservation ("DEC") raised issues. It so happened that there were Salamander sightings some 20 years prior to our purchase. After several years of negotiation, we entered into an agreement to set aside approximately 6.8 acres to be a walking park and garden area, which we have to work on at the cost of \$400,000. In addition, we have to expand Renaissance Boulevard to connect Rocky Point Road with Middle Island Road. An additional .2 acres will be donated to the Town of Brookhaven encompassing this road.

It should be further noted that for our right to construct the last 30 units of the 96 units we have to purchase 14 Pine Barrens Credits at approximately \$90,000 per credit.

For us to tap into STP we have to pay approximately \$2.1 million. We are in negotiation with Concern, holder of STP. We did not go into this earlier because we wanted to be certain that we could move ahead and start construction.

At present I am told by Tom Dixon that we should have site plan approval within the next four months.

There will be 96 units, totaling eight buildings, consisting of 72 two-bedroom units and 24 one-bedroom units. 77 units will be rented at market rents, 9 units at 80% of AMI and 10 units at 120% of AMI.

Our plan is to start building during April 2024, starting with what is required of us by the DEC then the infrastructure and other site work required by the Town of Brookhaven. Once we do this, we will construct several of the buildings together with the pool, community center and over 6,000 feet of fitness trails on the property to be ceded to the Town of Brookhaven pursuant to the agreement between the DEC, TOB and our LLC.

To complete the items referred to above and the completion of at least three of the eight buildings should take approximately two years. The three buildings will consist of at least 30

units. An additional 36 more or less units should be constructed within one year thereafter and the final 30 units a year from then for a total of four years from start of building.

Without the mortgage tax, sales tax and most importantly the real estate taxes exemption we would not be able to finance this project because it would be economically unfeasible. Without the assistance of the IDA this land would lay fallow for many years to come.

If there is any further information you require, please contact me at your convenience.

Thank you

Samuel Glass



VanBRUNT, JUZWIAK & RUSSO, P.C.

ATTORNEYS AT LAW

140 MAIN STREET

SAYVILLE, NEW YORK 11782

(631) 589-5000

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ERIC J. RUSSO

RITA BUCKLEY

Paralegal

JEFFREY M. JUZWIAK

Retired

RICHARD H. VanBRUNT

1927 - 2006

October 4, 2023

Via Federal Express and Email

Ms. Lisa M.G. Mulligan, Executive Director
Brookhaven Town Industrial Development Agency
One Independence Hill
Farmingville, New York 11738

Re: Applicant: Segme Brookhaven LLC – Contract Vendee
Application: Brookhaven Town IDA Financial Assessment Application
Premises: n/s Horseblock Road, 1900' w/o Yaphank Avenue, New York
SCTM#: 0200-846-03-5

Dear Ms. Mulligan:

As you are aware, our law firm represents Segme Brookhaven LLC in connection with its Brookhaven Town IDA Financial Assistance Application. The Brookhaven Town IDA granted approval of the submitted application at its meeting on August 17, 2022. A public hearing has not been held to date as our client is still in the process of meeting and finalizing all Brookhaven Town IDA requirements.

Segme Brookhaven LLC requests an extension of the existing Brookhaven Town IDA acceptance of its existing application. Pursuant to the Brookhaven Town IDA Resolution, dated August 16, 2023, this request is being made within the required ninety (90) days from the anniversary of the August 17, 2022 acceptance date. Our client needs the extension of its application for an additional one (1) year period to August 17, 2024.

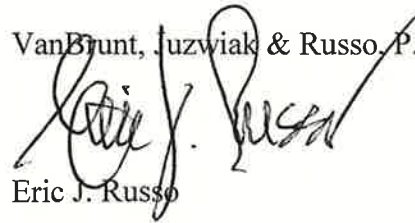
Segme Brookhaven LLC is in contract to purchase the above-referenced premises and is in negotiations with an additional business partner in order to move forward with the project. Given the current economic climate, financing costs are high and debt markets are difficult at the present time to secure financing. Our client is also in negotiations with prospective tenants. However, the tenants are reluctant to provide a full commitment for tenancy prior to the commencement of construction. Our client is finalizing construction plans to file the necessary Brookhaven Town applications. In addition, Segme Brookhaven LLC is in the process of securing a Brookhaven Town Soil Boring Permit to confirm site density for building elevations and design plans. Our client has obtained Suffolk County Sewer Agency approval for the project and an extension of same as well.

Page Two
Ms. Lisa Mulligan
October 4, 2023

Your review and consideration of our client's request for an extension of its Application at the next meeting of the Brookhaven Town IDA on October 23, 2023 is greatly appreciated. If you should have any further questions or require additional information, please do not hesitate to contact our office. Thank you.

Very truly yours,

Van Brunt, Juzwiak & Russo, P.C.

A handwritten signature in black ink, appearing to read "Eric J. Russo", is written over the typed name. The signature is fluid and cursive, with a large initial "E" and "R".

Eric J. Russo

EJR/tml

cc: Mr. Efrem Gerszberg, Segme Brookhaven LLC
Howard Gross, Esq., Brookhaven Town IDA Counsel

September Morning, LLC
Economic and Fiscal Impact Analysis

Prepared by:

MRB | *group*

Prepared for:
September Morning, LLC

Date:
March 16th, 2023

Executive Summary

September Morning, LLC (the "Applicant") is proposing a real estate development project at Ramsay Road in Shirley, NY in the Town of Brookhaven (the "Site"). The project consists of the construction of an approximately 70,000-square-foot warehousing and distribution facility on currently vacant land (the "Project"). The Applicant submitted an application to the Town of Brookhaven Industrial Development Agency (IDA) requesting incentives to induce this project and has indicated that the project will not move forward without the IDA's assistance. The following analysis includes an examination of the local market's ability to support the Project, the extent of economic impacts associated with the Project on the Town of Brookhaven (the "Town"), and associated fiscal benefits.

To do so, MRB Group modeled the economic impacts of the construction of the Project in terms of direct and indirect jobs and earnings in the region. We also modeled the annual economic impacts post-construction, which resulted from our estimates of employment at the Site and spending from future occupants of the Site. Below are the results of our analyses.

Market Review Conclusions

The Project appears to be well-positioned in a strong market. Over the last ten years, vacancy rates for industrial properties in the Town have ranged between 1.0% and 4.8%, despite several substantial deliveries. In 2022, the Town of Brookhaven's industrial market had both 10-year lows in vacancy rates and 10-year highs in square footage delivered. The current state of the Town's industrial real estate market suggests there may be unmet demand for additional space. Therefore, we conclude that the market data appear to support the Project's success.

Economic Impacts

In terms of economic impacts, we estimate that there will be 54 direct, on-site local construction jobs, 32 indirect jobs and, therefore, a total of 87 construction-phase local jobs, collectively earning \$6.1 million in wages.

Once the Project is complete and occupied, we estimate a total of 38 ongoing (permanent) jobs will be created for ongoing operations, with total annual earnings of \$2.6 million.¹

Fiscal Impacts

In terms of fiscal benefits, the Project will increase tax revenues for the County, Town, and School District. We estimate that the County will earn sales tax revenue in the amount of \$45,476 during the construction phase of the Project resulting from a portion of the construction phase earnings being spent locally. During the operation phase of the Project, we estimate the County will receive \$336,295 in sales tax from operation phase earnings being spent locally over the 15-year PILOT term. Over the life of the proposed PILOT, the Project will collect \$1.8 million *more* in property tax revenue than it would otherwise collect, which will be proportionally allocated to the applicable taxing jurisdictions. Therefore, in total, we estimate the fiscal benefit from the Project over the 15 years of the presumed PILOT, including both construction and operation phases, would be \$2.1 million.

Summary of Economic Impacts

	Direct	Indirect	Total
Construction Jobs	54	32	87
Construction Wages	\$3,846,489	\$2,267,993	\$6,114,482
Ongoing Jobs	29	9	38
Ongoing Wages	\$2,099,030	\$515,613	\$2,614,643

Summary of Fiscal Benefits, Local Government

Source	Total
Sales Tax, Construction, One-time	\$45,476
Sales Tax, Operations, 15 Years	\$336,295
Increase in Property Tax Revenue, 15 Years	\$1,784,471
Total Fiscal Benefits Over 15 Years	\$2,166,242

¹ Note that the direct and indirect "Construction Jobs" and "Construction Wages" shown are with respect to Suffolk County (the "County"), as such jobs tend to be pulled from a larger labor shed. The direct and indirect "Ongoing Jobs" and "Ongoing Wages" shown are with respect to the Town.

In terms of fiscal costs, the Applicant has requested a sales tax exemption and a mortgage recording tax exemption of \$251,048 and \$58,080 respectively². We also estimate the cost of the PILOT exemption of \$1.6 million over 15 years. This is the difference between the anticipated PILOT payments and the estimated taxes on the full assessment. However, this cost is theoretical by nature, as the Applicant has stated that the Project cannot move forward absent a PILOT inducement.

Summary of Exemptions

	Total
Cost of Sales Tax Exemption, One-Time	\$251,048
Mortgage Recording Tax Exemption	\$58,080
PILOT Exemption, 15 Years	\$1,627,069

² Local portions only.

Table of Contents

Executive Summary.....	2
Market Review Conclusions.....	2
Economic Impacts.....	3
Fiscal Impacts.....	3
Introduction.....	6
Industrial Real Estate Market Review.....	7
Local Real Estate Market.....	7
Determination of Market Support.....	7
Economic Impact Analysis.....	8
Methodology.....	8
Construction Phase.....	9
Operation Phase.....	10
Fiscal Impact Analysis.....	11
PILOT Schedule.....	11
PILOT Revenue.....	12
Sales Tax Revenue, Construction Phase.....	13
Sales Tax Revenue, Operation Phase.....	13
Fiscal Costs.....	14
Other Fiscal Costs.....	15
Appendix A.....	16

Introduction

September Morning, LLC is proposing a real estate development project at Ramsay Road in Shirley, NY in the Town of Brookhaven. The project consists of the construction of an approximately 70,000 square foot warehousing and distribution facility on currently vacant land. The Applicant submitted an application to the Town of Brookhaven Industrial Development Agency requesting incentives to induce this project, and has indicated that the project will not move forward without the IDA's assistance. The following analysis includes an examination of the local market's ability to support the Project, the extent of economic impacts associated with the Project on the Town of Brookhaven, and associated fiscal benefits.

To do so, MRB Group modeled the economic impacts of the construction of the Project in terms of direct and indirect jobs and earnings in the region. We also modeled the annual economic impacts post-construction, which result from our estimates of employment at the Site and spending from future occupants of the Site.

Industrial Real Estate Market Review

Local Real Estate Market

The graphs to the right display historical supply and demand trends for industrial real estate in the Town of Brookhaven. Changing consumer habits towards an increasing dependence on e-commerce sales have emphasized the importance of warehousing and distribution facilities on Long Island. The Town of Brookhaven seems to be capitalizing on this trend as the industrial real estate market is showing historically strong fundamentals in recent years.

Over the last ten years, vacancy rates for industrial space have ranged between 1.0% - 4.5%, currently estimated at a near historic low of 1.9%. Substantial leasing activity in 2021 in the Town of Brookhaven drove vacancy rates down to current lows.

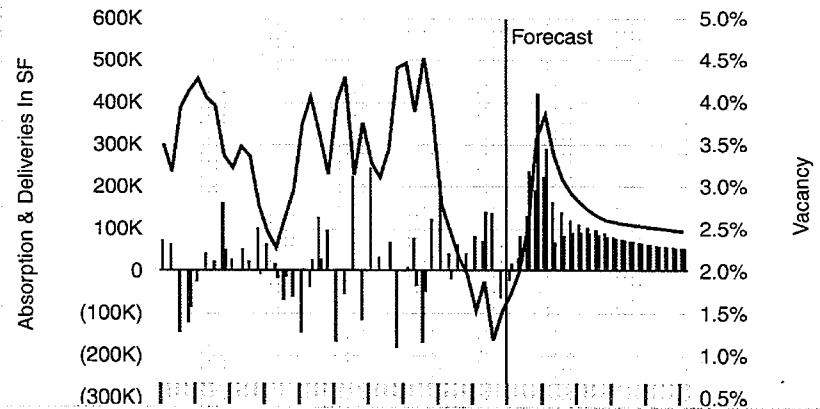
While there have been few deliveries over the last ten years, approximately 761,000 square feet of industrial space is currently under construction with even more expected to be delivered this year.

Rent prices for industrial space in the Town of Brookhaven are currently \$15.88 per square foot according to CoStar. Market rent has grown persistently over the last ten years, indicating strong demand for industrial space in the Town.

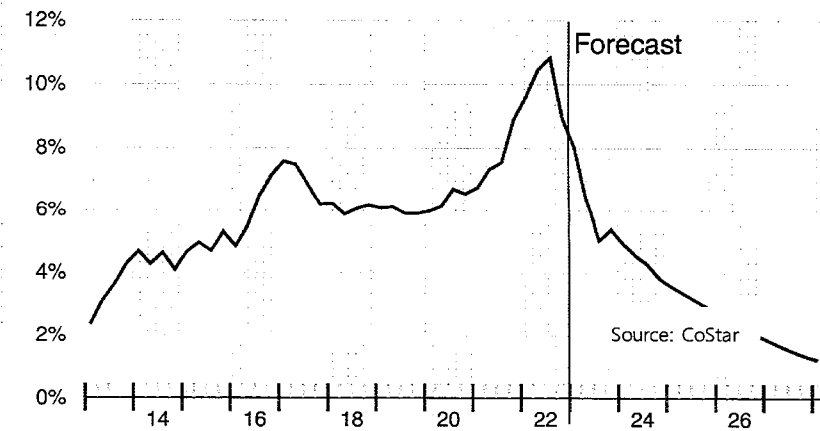
Determination of Market Support

We used the market statistics to make certain conclusions regarding both the level of support in the market for the Project. As noted above in the various CoStar data points and trends, the Project appears to be well positioned in a strong market. In 2022, the Town of Brookhaven’s industrial market had both 10-year lows in vacancy rates and 10-year highs in square footage delivered. Therefore, we conclude that the market data appear to support the Project’s success.

Net Absorption, Net Deliveries & Vacancy



Market Rent Growth (YOY)



Economic Impact Analysis

The Project would have economic impacts on the County and Town in a number of ways. This includes one-time impacts to jobs, earnings and sales during the construction phase of the Project, which we estimate for the entire County. It also includes ongoing impacts related to the operations of the Project, which we estimate for the Town³.

Methodology

Both one-time, construction-phase impacts and ongoing, operation-phase impacts have “Direct” and “Indirect” components. For the construction phase:

- Direct jobs, wages and sales are those that occur on-site related to labor and materials used in the construction of the Project.
- Indirect jobs, wages and sales are those caused by the Direct impacts, and result from business-to-business purchases (e.g., a contractor buying a piece of equipment from a dealer) and from employees spending a portion of their wages locally.

For the operation phase:

- Direct jobs, wages and sales are those jobs created from the operations of the Project (e.g., onsite employment of a maintenance person).
- Indirect jobs, wages and sales are those caused by the Direct impact, such as business-to-business purchases and from employees of such businesses spending a portion of their wages locally.

To estimate the Direct and Indirect impacts, MRB Group employs the Lightcast⁴ economic modeling system. We used data from the Applicant and from publicly-available and proprietary data sources as inputs to the Lightcast modeling system. Where needed, we adjusted the Lightcast model to best match the Project specifics. We then reported the results of the modeling.

³ By their nature, construction-related impacts tend to be somewhat more diffuse, which is why we report them as county-level impacts. Town level impacts are measured based on the 36 ZIP codes, which closely approximates the Town.

⁴ Lightcast, formerly “Economic Modeling Systems, Intl.” uses data from the US Bureau of Labor Statistics, the US Bureau of Economic Analysis, the US Census, and other public data sources to model out economic impacts.

Construction Phase

The Applicant has provided estimates of the material and labor cost per square foot that will be spent locally during the construction phase of the Project. As shown in the table to the right, the estimated local construction costs of \$150 per square foot multiplied by the building size equates to an estimated \$10.5 million in local spending for the construction phase.

We used this \$10.5 million spending figure (direct "Sales" in the table) as the input into the Lightcast economic modeling system, assigning the County as the geography of study. We estimate this spending creates 54 direct jobs and direct earnings of \$3.8 million. The model estimates that this will cause indirect impacts of 32 jobs, \$2.3 million in earnings and \$6.5 million in indirect sales. Therefore, the total, one-time, construction-phase impacts would be 87 jobs, \$6.1 million in wages and \$17.0 million in sales.

Construction Spending In Region

	\$ County
Local M&L Cost per Square Foot	\$150
Total Square Footage	70,000
Total M&L Cost	\$10,500,000

Source: Developer, MRB

Economic Impact of Construction Phase, One-Time

	Direct	Indirect	Total
Jobs	54	32	87
Earnings	\$3,846,489	\$2,267,993	\$6,114,482
Sales	\$10,500,000	\$6,547,742	\$17,047,742

Source: Lightcast, MRB

Operation Phase

Unlike the construction phase impacts that were measured at the County level, to account for their dispersed nature, we estimated operation phase impacts at the Town level. To do so, we have used 29 ZIP Codes to best approximate the Town of Brookhaven in order to model operational impacts⁵.

Operation phase impacts come from the employment on Site that results from the operations of the Project, in this case two full-time employees. According to the Applicant, the Project is a speculative build that will house 2 or 3 tenants when complete. Because tenants have not been identified at this time, we use data from the U.S. Energy Information Administration (EIA) to estimate the level of employment that will likely be supported by the Project. According to the U.S. EIA, warehousing and distribution facilities have a median of 2,400 square feet per employee.

Given the Project's size of 70,000 square feet, we conclude the Project can support at least 29 direct on-site jobs that will earn approximately \$2.0 million in earnings. According to Lightcast, these direct impacts will translate to 9 indirect jobs with \$515,613 in total earnings.

In total the economic impact of the operation of the Project will be 38 jobs, \$2.6 million in earnings, and \$5.9 million in sales.

On-site Employment

	Total
Building Square Feet	70,000
Median Square Feet per Employee	2,400
On-site Employment	29

Source: U.S. EIA, MRB

Economic Impact, Operations of Project

	Direct	Indirect	Total
Jobs	29	9	38
Earnings	\$2,099,030	\$515,613	\$2,614,643
Sales	\$4,323,687	\$1,555,264	\$5,878,951

Source: Lightcast, MRB

⁵ A full list of ZIP Codes included in the economic impact analysis are listed in Appendix A, and are compared to the Town's boundaries.

Fiscal Impact Analysis

The Project would also have fiscal impacts in terms of new tax revenues as described below. The table below displays the Applicant's proposed PILOT schedule.

PILOT Schedule

The Applicant has requested a 15-year PILOT term that will abate a portion of the improvement value associated with the construction. Under the requested PILOT term, 6.25% of the improvement value will be subject to the PILOT in Year 1. Each year thereafter, an additional 6.25% of the improvement value will be subject to the PILOT, until Year 16 when the Project will be fully taxable.

PILOT Schedule - 15 Years

Tax Year	Base Land Tax	Projected Improvement Tax	Improvement Phase-In	Total Improvement PILOT	Total PILOT
Year 1	\$12,781	\$197,274	6.25%	\$12,330	\$25,110
Year 2	\$13,036	\$201,219	12.50%	\$25,152	\$38,189
Year 3	\$13,297	\$205,244	18.75%	\$38,483	\$51,780
Year 4	\$13,563	\$209,349	25.00%	\$52,337	\$65,900
Year 5	\$13,834	\$213,536	31.25%	\$66,730	\$80,564
Year 6	\$14,111	\$217,806	37.50%	\$81,677	\$95,788
Year 7	\$14,393	\$222,162	43.75%	\$97,196	\$111,589
Year 8	\$14,681	\$226,606	50.00%	\$113,303	\$127,984
Year 9	\$14,975	\$231,138	56.25%	\$130,015	\$144,990
Year 10	\$15,274	\$235,761	62.50%	\$147,350	\$162,625
Year 11	\$15,580	\$240,476	68.75%	\$165,327	\$180,907
Year 12	\$15,891	\$245,285	75.00%	\$183,964	\$199,855
Year 13	\$16,209	\$250,191	81.25%	\$203,280	\$219,489
Year 14	\$16,533	\$255,195	87.50%	\$223,296	\$239,829
Year 15	\$16,864	\$260,299	93.75%	\$244,030	\$260,894
Year 16**	\$17,201	\$265,505	100.00%	\$265,505	\$282,706

**First Year of Full Taxes

Source: Applicant

PILOT Revenue

Absent the Project moving forward, the parcels in their current form will generate an estimated \$221,025 in property taxes over 15 years. According to the Applicant's proposed PILOT schedule, the Project will generate \$2.0 million in PILOT payments over the 15-year term. As shown below, the proposed PILOT payment would generate \$1.8 million more in revenue for the local taxing jurisdictions than the base land tax without the Project.

PILOT Revenue - 15 Years

Tax Year	Base Land Tax	Total PILOT	Increase in Revenue
Year 1	\$12,781	\$25,110	\$12,330
Year 2	\$13,036	\$38,189	\$25,152
Year 3	\$13,297	\$51,780	\$38,483
Year 4	\$13,563	\$65,900	\$52,337
Year 5	\$13,834	\$80,564	\$66,730
Year 6	\$14,111	\$95,788	\$81,677
Year 7	\$14,393	\$111,589	\$97,196
Year 8	\$14,681	\$127,984	\$113,303
Year 9	\$14,975	\$144,990	\$130,015
Year 10	\$15,274	\$162,625	\$147,350
Year 11	\$15,580	\$180,907	\$165,327
Year 12	\$15,891	\$199,855	\$183,964
Year 13	\$16,209	\$219,489	\$203,280
Year 14	\$16,533	\$239,829	\$223,296
Year 15	\$16,864	\$260,894	\$244,030
	\$221,025	\$2,005,496	\$1,784,471

Source: Applicant; MRB Group

Sales Tax Revenue, Construction Phase

As our economic impact analysis states, we anticipate approximately \$6.1 million in direct and indirect earnings in the County will be generated during the Project's construction phase. We assume 70% of the newly generated earnings will be spent in Suffolk County. From there, we estimate that 25% of that spending amount will be subject to the sales tax. Applying the County's sales tax rate of 4.25%, we conclude that the construction phase earnings will lead to approximately \$45,476 in County sales tax revenue over the duration of construction.

Sales Tax Revenue, Operation Phase

We estimated \$2.6 million in total new earnings occurring annually within the County during the operation phase associated with new direct and indirect job creation. Using the same methodology as above, we estimate the Project will result in \$19,446 in annual sales tax revenue to the County. Escalated at 2% per year for 15 years, this totals \$336,295 in revenue over the term of the proposed PILOT.

Sales Tax Revenue - Construction Phase

Line	Value
Total New Earnings	\$6,114,482
% Spent in County	70%
\$ Spent in County	\$4,280,137
% Taxable	25%
\$ Taxable	\$1,070,034
County Sales Tax Rate	4.25%
\$ County Sales Tax Revenue	\$45,476
Revenue, one-time	\$45,476

Source: MRB

Sales Tax Revenue - Operation Phase

Line	Value
Total New Earnings	\$2,614,643
% Spent in County	70%
\$ Spent in County	\$1,830,250
% Taxable	25%
\$ Taxable	\$457,563
County Sales Tax Rate	4.25%
\$ County Sales Tax Revenue	\$19,446
Revenue Over 15 Years	\$336,295

Source: MRB

Fiscal Costs

The table below displays the difference in PILOT payments under the proposed terms and the estimated property tax revenue on the full assessment of the project post-construction. Over 15 years, the project will have a fiscal “cost” of \$1.6 million. However, the Applicant has indicated that the Project cannot move forward absent an inducement, so this “cost” is theoretical by nature.

Cost of Abatement - 15 Years

Tax Year	Base Land Tax	Projected Improvement Tax	Full Taxes	Total PILOT	Cost of Abatement
Year 1	\$12,781	\$197,274	\$210,055	\$25,110	\$184,944
Year 2	\$13,036	\$201,219	\$214,256	\$38,189	\$176,067
Year 3	\$13,297	\$205,244	\$218,541	\$51,780	\$166,761
Year 4	\$13,563	\$209,349	\$222,912	\$65,900	\$157,012
Year 5	\$13,834	\$213,536	\$227,370	\$80,564	\$146,806
Year 6	\$14,111	\$217,806	\$231,917	\$95,788	\$136,129
Year 7	\$14,393	\$222,162	\$236,556	\$111,589	\$124,966
Year 8	\$14,681	\$226,606	\$241,287	\$127,984	\$113,303
Year 9	\$14,975	\$231,138	\$246,113	\$144,990	\$101,123
Year 10	\$15,274	\$235,761	\$251,035	\$162,625	\$88,410
Year 11	\$15,580	\$240,476	\$256,056	\$180,907	\$75,149
Year 12	\$15,891	\$245,285	\$261,177	\$199,855	\$61,321
Year 13	\$16,209	\$250,191	\$266,400	\$219,489	\$46,911
Year 14	\$16,533	\$255,195	\$271,728	\$239,829	\$31,899
Year 15	\$16,864	\$260,299	\$277,163	\$260,894	\$16,269
			\$3,632,565	\$2,005,496	\$1,627,069

Source: Applicant; MRB Group

Other Fiscal Costs

The Applicant indicated that they will be seeking a sales tax exemption of \$509,479 and a mortgage recording tax exemption of \$87,120. The tables below show the local share of these costs.

Cost of Sales Tax Exemption, County

Type	Value
Sales Tax Exemption	\$509,479
Local	4.250%
State	4.000%
MCTD	0.375%
Local Exemption	\$251,048

Source: Applicant

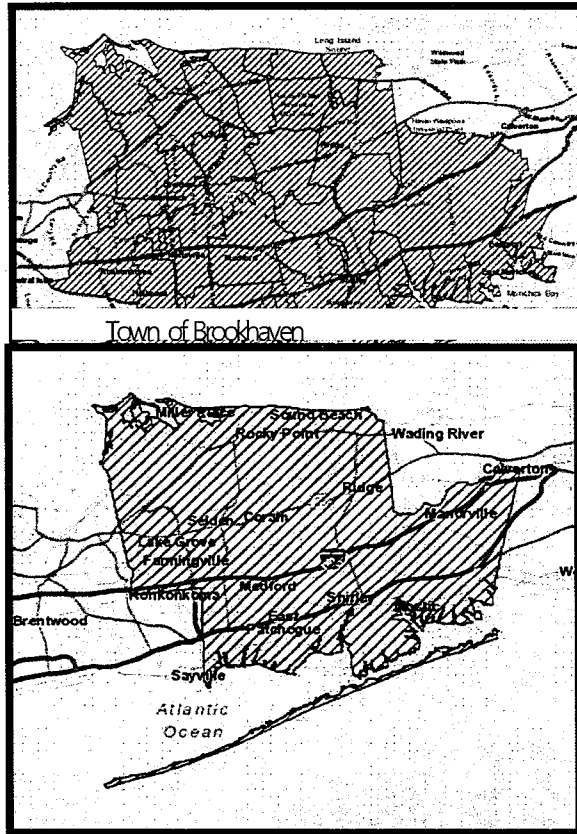
Cost of MRTE Exemption, County

Type	Value
MRTE	\$87,120
Local	0.50%
State	0.25%
Local Exemption	\$58,080

Source: Applicant

Appendix A

36 ZIP Codes of the Town of Brookhaven



ZIP	Description
11705	Bayport, NY (in Suffolk county)
11713	Bellport, NY (in Suffolk county)
11715	Blue Point, NY (in Suffolk county)
11719	Brookhaven, NY (in Suffolk county)
11727	Coram, NY (in Suffolk county)
11733	East Setauket, NY (in Suffolk county)
11738	Farmingville, NY (in Suffolk county)
11741	Holbrook, NY (in Suffolk county)
11742	Holtsville, NY (in Suffolk county)
11755	Lake Grove, NY (in Suffolk county)
11763	Medford, NY (in Suffolk county)
11764	Miller Place, NY (in Suffolk county)
11766	Mount Sinai, NY (in Suffolk county)
11772	Patchogue, NY (in Suffolk county)
11776	Port Jefferson Station, NY (in Suffolk county)
11777	Port Jefferson, NY (in Suffolk county)
11778	Rocky Point, NY (in Suffolk county)
11779	Ronkonkoma, NY (in Suffolk county)
11782	Sayville, NY (in Suffolk county)
11784	Selden, NY (in Suffolk county)
11786	Shoreham, NY (in Suffolk county)
11789	Sound Beach, NY (in Suffolk county)
11790	Stony Brook, NY (in Suffolk county)
11934	Center Moriches, NY (in Suffolk county)
11940	East Moriches, NY (in Suffolk county)
11941	Eastport, NY (in Suffolk county)
11949	Manorville, NY (in Suffolk county)
11950	Mastic, NY (in Suffolk county)
11951	Mastic Beach, NY (in Suffolk county)
11953	Middle Island, NY (in Suffolk county)
11955	Moriches, NY (in Suffolk county)
11960	Remsenburg, NY (in Suffolk county)
11961	Ridge, NY (in Suffolk county)
11967	Shirley, NY (in Suffolk county)
11973	Upton, NY (in Suffolk county)
11980	Yaphank, NY (in Suffolk county)

September Morning DRAFT PILOT

YEAR		PILOT
1	\$	12,530
2	\$	12,781
3	\$	18,329
4	\$	37,391
5	\$	57,208
6	\$	77,803
7	\$	99,199
8	\$	121,420
9	\$	144,490
10	\$	168,434
11	\$	193,278
12	\$	197,143

PROPOSED PILOT BENEFITS ARE FOR DISCUSSION PURPOSES ONLY AND HAVE NOT BEEN APPROVED BY THE AGENCY.

Town of Brookhaven Industrial Development Agency

MRB Cost Benefit Calculator



Date: September 19, 2023
 Project Title: September Morning, LLC
 Project Location: Ramsay Rd Shirley

Economic Impacts

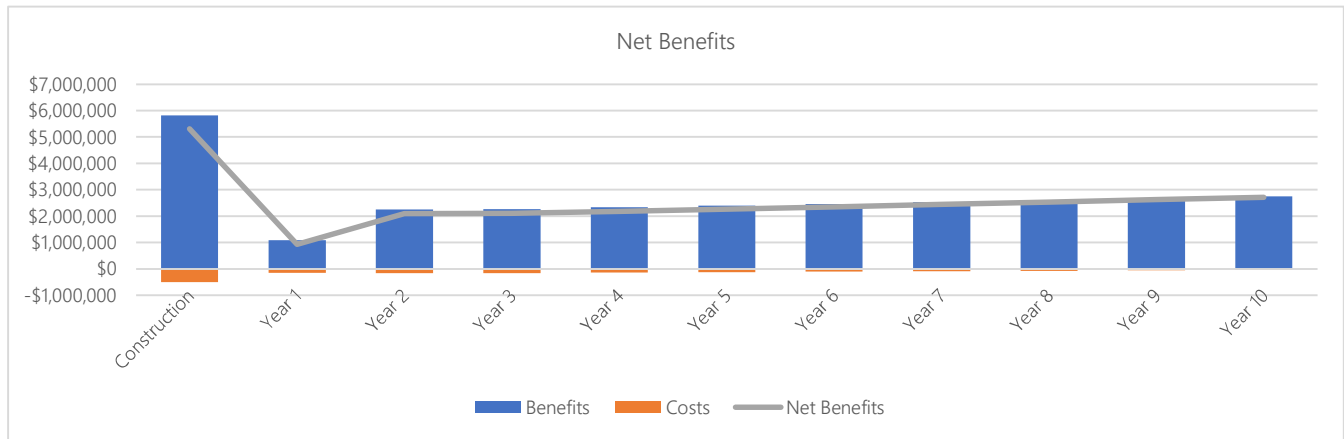
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$14,520,000

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	55	15	70
Earnings	\$4,503,415	\$986,753	\$5,490,168
Local Spend	\$10,890,000	\$3,442,413	\$14,332,413

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	29	23	52
Earnings	\$16,224,386	\$10,263,380	\$26,487,766

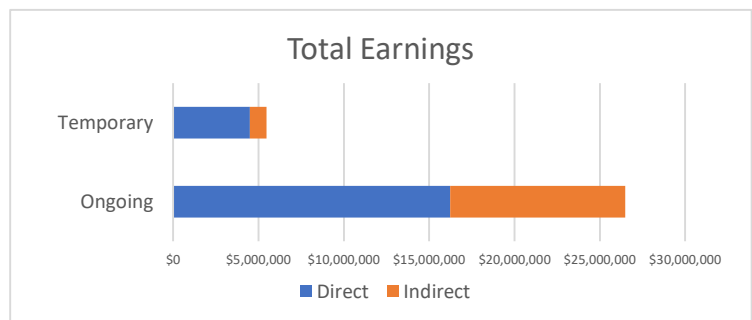
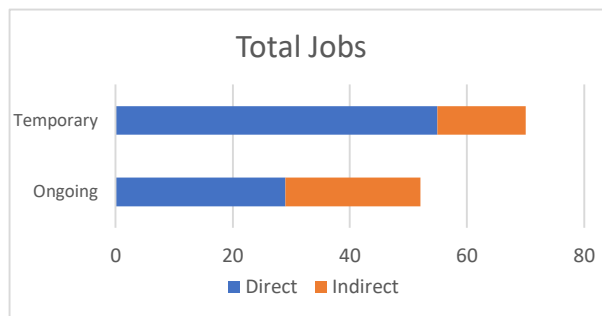
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



Fiscal Impacts

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$1,131,077	\$1,034,884
Sales Tax Exemption	\$509,479	\$509,479
Local Sales Tax Exemption	\$273,199	\$273,199
State Sales Tax Exemption	\$236,280	\$236,280
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$1,640,556	\$1,544,363

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$33,215,230	\$29,670,008
To Private Individuals	\$31,977,934	\$28,622,787
Temporary Payroll	\$5,490,168	\$5,490,168
Ongoing Payroll	\$26,487,766	\$23,132,619
Other Payments to Private Individuals	\$0	\$0
To the Public	\$1,237,296	\$1,047,221
Increase in Property Tax Revenue	\$978,475	\$815,555
Temporary Jobs - Sales Tax Revenue	\$44,436	\$44,436
Ongoing Jobs - Sales Tax Revenue	\$214,385	\$187,230
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,662,853	\$1,488,385
To the Public	\$1,662,853	\$1,488,385
Temporary Income Tax Revenue	\$247,058	\$247,058
Ongoing Income Tax Revenue	\$1,191,949	\$1,040,968
Temporary Jobs - Sales Tax Revenue	\$38,431	\$38,431
Ongoing Jobs - Sales Tax Revenue	\$185,414	\$161,928
Total Benefits to State & Region	\$34,878,083	\$31,158,393

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$29,670,008	\$1,308,083	23:1
State	\$1,488,385	\$236,280	6:1
Grand Total	\$31,158,393	\$1,544,363	20:1

*Discounted at 2%

Additional Comments from IDA

Applicant intends to construct a facility totaling 70,000 sf for warehouse distribution use for lease to two or three tenants. The facility will be constructed on 3.88 acres of vacant land. End users have not yet been secured but they intend to market to small to mid-sized companies. As per the Brookhaven IDA Uniform Project Evaluation Criteria Policy, the criteria met for this project include, but are not limited to, jobs created and capital investment by the applicant.

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

IDA action on Triple Five request for tax breaks without firm development plan is 'improper,' 'inappropriate' & 'irresponsible,' senators say



Calverton Aviation & Technology attorneys Peter Curry, right, and Christopher Kent, with CAT CEO Justin Ghermezian and Triple Five Executive Vice President Meg Blakely during an informational meeting Aug. 8, 2023. Photo: Alek Lewis

By **Denise Civiletti**
Sep 20, 2023, 4:50 pm

It's been a year since the Riverhead Industrial Development Agency accepted the joint application for financial assistance from Calverton Aviation & Technology and the Town of Riverhead, and the IDA hasn't held a public hearing on the application or given any public indication of the status of its review.

At this point, though, it's not even clear what the subject of the application is.

CAT and Riverhead Town are asking the IDA to approve financial assistance in the form of property, sales and mortgage tax exemptions worth millions of dollars for the \$245 million first phase of a 10-million-square-foot industrial development at the Calverton Enterprise Park. About 80% of the development described in the application consists of massive logistics and distribution buildings to be built along the two runways at the Calverton Enterprise Park. The plans unveiled last year included plans to improve the two runways, reactivate the currently inactive 7,000-foot runway, relocate the taxiways to the outside of the runways and build aprons to connect the new taxiways to the logistics-distribution buildings to accommodate airplanes.

MORE COVERAGE: [Air cargo logistics hub in Calverton planned by Triple Five affiliate to enhance package delivery services on Long Island \(Sept. 22, 2022\)](#)

After public backlash to its initial presentation focused on air cargo uses at the site, CAT **walked it back**. In recent months, CAT representatives have given assurances that there will be no air cargo uses at the site. They have also stated that they do not yet have solid plans for development of the site — though their plans were in fact described in detail in CAT's application documents filed with the IDA last year.

MORE COVERAGE: [EPCAL buyers work to distance themselves from air cargo hub plan, but residents remain skeptical](#)

Most recently, CAT's principal and attorneys have said the company will develop plans that meet the town's vision for the site as well as market demand. CAT will "work with the town to create a plan for a project that is consistent with the town's vision for EPCAL," CEO Justin Ghermezian wrote in a July 11 guest column published by RiverheadLOCAL. [Triple Five executive: 'No cargo jetport for Calverton'](#)

This lack of certainty is a major problem, according to State Senator James Skoufis, chairperson of the State Senate's **Committee on Investigations and Government Operations** and an advocate of industrial development agency reforms. Skoufis has authored several bills aimed at reforming IDAs. The agencies, first established in New York in the 1960s, have "too much latitude," Skoufis says.

"I can't speak to the legality of the circumstance that you're facing right now in Riverhead," Skoufis said in a phone interview last week. "At a minimum, though, it's improper. It's irresponsible."

State Sen. Anthony Palumbo, who represents the First Senate District that takes in the entire East End and northeastern Suffolk county, agreed.

"It seems completely inappropriate," Palumbo said in an interview yesterday.

"When you're dealing with exempting people from taxes, you're basically spending taxpayer money," Palumbo said. "This is a situation where we definitely do need to pump the brakes."

"Let them submit the actual application and get some clarity as to what they're looking for," Palumbo said. But "the jetport's a nonstarter," he said. If that's what they're planning, "it isn't just a Riverhead issue. It's a regional issue," he said. "All the towns have to be involved."

Palumbo is also a member of the Senate's Committee on Investigations and Government Operations.

The committee issued a report in July detailing findings of its investigation into "how industrial development agencies manage, vet and potentially award... subsidies to both applicants claiming financial assistance is necessary to accomplish a project and applicants stating their projects could be achieved with such incentives."

The committee found IDAs often give “little scrutiny of an applicant’s answers” on applications for assistance, particularly with respect to statements about “job growth” and “job retention.” According to the report, the investigation found that IDAs it surveyed “did not appear to conduct a meaningful or diligent analysis of the claims made by applicants seeking benefits.”

Skoufis sponsored legislation, adopted by the State Legislature and signed into law, to appoint a state monitor for the Orange County IDA for lack of that “meaningful or diligent analysis of the claims made by applicants seeking benefits.” The monitor is empowered to review and advise and, if necessary, disapprove the Orange County IDA’s tax exemption policy, proposed contracts and financial assistance agreements for violations of law, deviations from policy or conflicts of interest. The Orange County IDA is required to provide quarterly and annual operational reports to the monitor and the state inspector general.

“The Committee enthusiastically supports these initiatives, which will also provide notice to other flawed IDAs across the state that unjustified corporate welfare will not be tolerated,” the report states.

Skoufis reiterated that sentiment during the phone interview.

“The monitor is something every IDA in the state should be aware of and mindful of. This is a real model, and it’s going to be replicated,” Skoufis said. “And IDAs that have maybe been operating as a wild west of sorts should really get their act together because before they know it they too could be facing a monitor watching over their shoulder if they don’t get their act together,” Skoufis said. “It should really be a warning signal to all of these IDAs around the state.”

The Riverhead IDA did not respond to RiverheadLOCAL’s request for comment for this article, asking whether the IDA would continue to review and act on an application for a project — an air cargo facility — that the applicant has since publicly disavowed. The request also sought the IDA’s response to Skoufis’ comments.

Riverhead Supervisor Yvette Aguiar wrote to the IDA board earlier this month, asking the IDA not to hold any additional public information sessions but to hold a public hearing on the application and make a decision. Aguiar said in the email to the IDA that she understands CAT provided “financial documents” to the IDA more than a month ago. Aguiar’s email was obtained through a Freedom of Information Act request filed by Northville resident Kathy McGraw and provided to RiverheadLOCAL.

“I am asking you, the IDA Board, to please hold the public hearing and/or make a determination on the qualified and eligible status through a resolution,” Aguiar said. She was referring to a “qualified and eligible sponsor” determination required by General Municipal Law before a municipality can lease or transfer land in an urban renewal area. The Town Board made that determination in a split vote in November 2018.

While a “qualified and eligible” determination is not before the Riverhead IDA, Aguiar and other town officials, when they **announced in February 2022** their intention to file a joint application with CAT for IDA assistance, said the IDA, in the course of its application review process, would examine CAT’s finances to determine if the company, a “single-purpose entity” formed by the Triple Five Group to buy and develop the enterprise park site with Luminati Aerospace, has the financial wherewithal to complete the project.

At an Aug. 23 IDA meeting, CAT attorney Peter Curry said the IDA’s approval process would be a two-step process. Currently, the IDA is working to determine whether CAT is financially qualified. He said the agency’s current inquiry is “a whole separate process” from its review to determine whether to provide financial assistance to CAT to develop the site. The latter process “requires SEQRA findings, requires that the Town Board proceed with what it has to do,” Curry said, referring to site plan approvals and other permits CAT does not yet have — and has not yet even applied for.

MORE COVERAGE: [New objections, questions from town supervisor and community raised about town's chosen 'path forward' on \\$40 million Calverton land deal \(Aug. 30, 2023\)](#)

CAT currently has no application before the IDA seeking any sort of financial certification. The application now pending is seeking tax exemptions to assist it in building phase one of the project it describes: the first million square feet of the total 10 million-square-foot buildout, consisting of 400,000 square feet of “flex space” and 600,000 square feet of logistics-distribution buildings along the eastern runway.

The EPCAL Watch Coalition, in a letter sent to the IDA board today, said the two-step process advocated by Curry at last month's meeting — the first time any two-step process was publicly mentioned — is “an aberration of your normal process and certainly unprecedented.” McGraw and John McAuliff, members of the group's coordinating committee and authors of the letter, called Curry's statement that the decision on economic assistance is not yet before the agency “hogwash.”

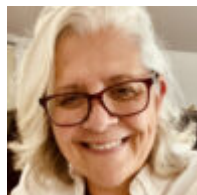
[At an IDA meeting last month](#), CAT attorney Chris Kent said the company's plans for the property are flexible. “We will follow what the market bears,” he said. “If the market tells us do not put in warehouse distribution logistics centers, we might convert that use to something else, which would only be a benefit, because we believe that the least financially or economically impactful use of the property would be warehouse and logistics,” Kent said. “So if we could get a better use, we will definitely go for the better deals, but it's going to be dependent upon the market.”

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to bring this important service to our community.

Support RiverheadLOCAL today.



Denise Civiletti

Denise is a veteran local reporter, editor, attorney and former Riverhead Town councilwoman. Her work has been recognized with numerous awards, including investigative reporting and writer of the year awards from the N.Y. Press Association. She is a founder, owner and co-publisher of this website. [Email Denise.](#)

**FORM APPLICATION FOR FINANCIAL ASSISTANCE
TOWN OF BROOKHAVEN INDUSTRIAL DEVELOPMENT AGENCY
1 Independence Hill, 2nd Floor, Farmingville, New York 11738
631 406-4244**

DATE: 09/28/2023

RECEIVED
OCT 7 2023
Town of Brookhaven IDA

APPLICATION OF: WellLife Network Inc. on behalf of Medford Gardens Housing Development Fund Corp. and a to be formed entity (Medford Gardens, LLC)

ADDRESS: Name of Owner and/or User of Proposed Project
SCTM# : 200-700-1-4.2 Horseblock Road
Medford, NY 11703

Type of Application: Tax-Exempt Bond Taxable Bond
 Straight Lease Refunding Bond

Please respond to all items either by filling in blanks, by attachment (by marking space "see attachment number 1", etc.) or by N.A., where not applicable. Application must be filed in two copies. A non-refundable application fee is required at the time of submission of this application to the Agency. The non-refundable application fee is \$3,000 for applications under \$5 million and \$4,000 for applications of \$5 million or more, and should be made payable to the Town of Brookhaven Industrial Development Agency.

Transaction Counsel to the Agency may require a retainer which will be applied to fees incurred and actual out-of-pocket disbursements made during the inducement and negotiation processes and will be reflected on their final statement at closing.

Information provided herein will not be made public by the Agency prior to the passage of an official Inducement Resolution but may be subject to disclosure under the New York State Freedom of Information Law.

Prior to submitting a completed final application, please arrange to meet with the Agency's staff to review your draft application. Incomplete applications will not be considered. The Board reserves the right to require that the applicant pay for the preparation of a Cost Benefit Analysis, and the right to approve the company completing the analysis.

PLEASE NOTE: It is the policy of the Brookhaven IDA to encourage the use of local labor and the payment of the area standard wage during construction on the project.

IDA benefits may not be conferred upon the Company until the Lease and Project Agreement have been executed.

INDEX

PART I	OWNER AND USER DATA
PART II	OPERATION AT CURRENT LOCATION
PART III	PROJECT DATA
PART IV	PROJECT COSTS AND FINANCING
PART V	PROJECT BENEFITS
PART VI	EMPLOYMENT DATA
PART VII	REPRESENTATIONS, CERTIFICATIONS AND INDEMNIFICATION
PART VIII	SUBMISSION OF MATERIALS
EXHIBIT A	WellLife Network Inc. Affiliates
EXHIBIT B	Costs Paid/Incurred Part IV 3.
SCHEDULE A	Agency's Fee Schedule
SCHEDULE B	Construction Wage Policy
SCHEDULE C	Recapture and Termination Policy

Part I: Owner & User Data

1. Owner Data:

A. Owner (Applicant for assistance): WellLife Network Inc. on behalf of Medford Gardens Housing Development Corp. and a to be formed entity (Medford Gardens, LLC)

Address: 1985 Marcus Avenue, Suite 100
New Hyde Park, NY 11042

Federal Employer ID #: [REDACTED] Website: www.welllifenet.org

NAICS Code: 624190

Owner Officer Certifying Application: Sherry Tucker

Title of Officer: CEO

Phone Number [REDACTED]

E-mail [REDACTED]

B. Business Type:

Sole Proprietorship Partnership Limited Liability Company

Privately Held Public Corporation Listed on _____

State of Incorporation/Formation: New York

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

Owner of Residential Buildings and Dwellings

D. Owner Counsel:

Firm Name: Ruskin Moscou Faltischek P.C.

Address: 1425 RXR Plaza, East Tower 15th Floor

Uniondale NY 11556-1425

Individual Attorney: Dianne M. Camelo, Esq. and John D. Chillemi, Esq.

Phone Number: 516-663-6503 & 516-663-6619

E-mail: dcamelo@rmfoc.com and jchillemi@rmfoc.com

E. Principal Stockholders, Members or Partners, if any, of the Owner:

Name	Percent Owned
None.	
_____	_____
_____	_____
_____	_____

F. Has the Owner, or any subsidiary or affiliate of the Owner, or any stockholder, partner, member, officer, director, or other entity with which any of these individuals is or has been associated with:

- i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (If yes, please explain)

No

- ii. been convicted of a felony, or misdemeanor, or criminal offense (other than a motor vehicle violation)? (If yes, please explain)

No

G. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the Owner, list all other organizations which are related to the Owner by virtue of such persons having more than a 50% interest in such organizations.

N/A

H. Is the Owner related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

No

I. List parent corporation, sister corporations and subsidiaries:

See Exhibit A Attached

J. Has the Owner (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town, or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

No

K. List major bank references of the Owner:

TD Bank, Patty DiLello 631-921-4996

Merchants Capital, Michael Milazzo 347-773-2179

2. User Data

*** (for co-applicants for assistance or where a landlord/tenant relationship will exist between the owner and the user) ***

A. User (together with the Owner, the "Applicant"): Not Applicable.

Address: _____

Federal Employer ID #: _____ Website: _____

NAICS Code: _____

User Officer Certifying Application: _____

Title of Officer: _____

Phone Number: _____ E-mail: _____

B. Business Type:

Sole Proprietorship Partnership Privately Held

Public Corporation Listed on _____

State of Incorporation/Formation: _____

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

D. Are the User and the Owner Related Entities? Yes No

- i. If yes, the remainder of the questions in this Part I, Section 2 (with the exception of "F" below) need not be answered if answered for the Owner.
- ii. If no, please complete all questions below.

E. User's Counsel:

Firm Name: _____

Address: _____

Individual Attorney: _____

Phone Number: _____

E-mail: _____

F. Principal Stockholders or Partners, if any:

Name	Percent Owned
_____	_____
_____	_____
_____	_____

G. Has the User, or any subsidiary or affiliate of the User, or any stockholder, partner, officer, director, or other entity with which any of these individuals is or has been associated with:

- i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (If yes, please explain)

- ii. been convicted of a felony or criminal offense (other than a motor vehicle violation)? (If yes, please explain)

H. If any of the above persons (see "F", above) or a group of them, owns more than 50% interest in the User, list all other organizations which are related to the User by virtue of such persons having more than a 50% interest in such organizations.

I. Is the User related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

J. List parent corporation, sister corporations and subsidiaries:

K. Has the User (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town, or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

L. List major bank references of the User:

Part II – Operation at Current Location

if the Owner and the User are unrelated entities, answer separately for each

1. Current Location Address: SCTM#: 200-700-1-4.2 Horseblock Road, Medford NY 11703

2. Owned or Leased: Owned

3. Describe your present location (acreage, square footage, number buildings, number of floors, etc.):

6.827 acres of vacant land.

4. Type of operation (manufacturing, wholesale, distribution, retail, etc.) and products and/or services:

Currently vacant land; there is no current operation on site.

5. Are other facilities or related companies of the Applicant located within the State?
Yes No

A. If yes, list the Address: _____

6. Will the completion of the project result in the removal of any facility or facilities of the Applicant from one area of the state to another OR in the abandonment of any facility or facilities of the Applicant located within the State? Yes No

A. If no, explain how current facilities will be utilized: Current vacant land -

will be replaced with the construction of a new three story, 67-unit apartment building.

- B. If yes, please indicate whether the project is reasonably necessary for the Applicant to maintain its competitive position in its industry or remain in the State and explain in full:

N/A

7. Has the Applicant actively considered sites in another state? Yes No

A. If yes, please list states considered and explain: _____

8. Is the requested financial assistance reasonably necessary to prevent the Applicant from moving out of New York State? Yes No

A. Please explain: _____

9. Number of full-time equivalent employees (FTE's) at current location and average salary (indicate hourly or yearly salary):

None

Part III – Project Data

1. Project Type:

A. What type of transaction are you seeking? (Check one)

Straight Lease Taxable Bonds Tax-Exempt Bonds
Equipment Lease Only

B. Type of benefit(s) the Applicant is seeking: (Check all that apply)

Sales Tax Exemption Mortgage Recording Tax Exemption
PILOT Agreement:

2. Location of project:

A. Street Address: Block 1, Lot 3 & 4 Horseblock Road, Medford NY 11703

B. Tax Map: District 0200 Section 700 Block 1 Lot(s) 4.2

C. Municipal Jurisdiction:

i. Town: Brookhaven
ii. Village: Medford
iii. School District: Patchogue-Medford School District

D. Acreage: 6.827

3. Project Components (check all appropriate categories):

A. Construction of a new building Yes No

i. Square footage: Approximately 68,726

B. Renovations of an existing building Yes No

i. Square footage: _____

C. Demolition of an existing building Yes No

i. Square footage: _____

D. Land to be cleared or disturbed Yes No

i. Square footage/acreage: 6.827 acres

E. Construction of addition to an existing building Yes No

- i. Square footage of addition: _____
- ii. Total square footage upon completion: _____

F. Acquisition of an existing building Yes No

- i. Square footage of existing building: _____

G. Installation of machinery and/or equipment Yes No

i. List principal items or categories of equipment to be acquired: _____

Appliances; Elevators; HVAC

4. Current Use at Proposed Location:

A. Does the Applicant currently hold fee title to the proposed location? Yes

i. If no, please list the present owner of the site: Medford Gardens Housing Development Fund Corporation _____

B. Present use of the proposed location: Vacant Land

C. Is the proposed location currently subject to an IDA transaction (whether through this Agency or another?) Yes No

i. If yes, explain: _____

D. Is there a purchase contract for the site? (If yes, explain): Yes No

WellLife Network Inc. (WellLife) purchased the site on August 26, 2022 through Medford Gardens Housing Development Fund Corporation, WellLife is the sole member of the owner entity.

E. Is there an existing or proposed lease for the site? (If yes, explain): Yes No

5. Proposed Use:

A. Describe the specific operations of the Applicant or other users to be conducted at the project site: _____

Construction of a new three (3) story, 67-unit, supportive and affordable apartment building.

B. Proposed product lines and market demands: N/A

C. If any space is to be leased to third parties, indicate the tenant(s), total square footage of the project to be leased to each tenant, and the proposed use by each tenant:

N/A

D. Need/purpose for project (e.g., why is it necessary, effect on Applicant's business):

To provide 67 units of affordable and supportive housing to seniors

E. Will any portion of the project be used for the making of retail sales to customers who personally visit the project location? Yes No

i. If yes, what percentage of the project location will be utilized in connection with the sale of retail goods and/or services to customers who personally visit the project location? _____

F. To what extent will the project utilize resource conservation, energy efficiency, green technologies, and alternative / renewable energy measures?

The project will be designed to the Enterprise Green Community standards.

6. Project Work:

A. Has construction work on this project begun? If yes, complete the following:

i. Site Clearance:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
ii. Foundation:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
iii. Footings:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
iv. Steel:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
v. Masonry:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
vi. Other:	No construction work has started on the project.			

B. What is the current zoning? R-2

C. Will the project meet zoning requirements at the proposed location?

Yes No

D. If a change of zoning is required, please provide the details/status of the change of zone request: A change of zone from A Residence 1 to PRC Residence District (Planned Retirement Community) was submitted to the Town of Brookhaven and was approved on June 9, 2022.

E. Have site plans been submitted to the appropriate planning department? Yes No

F. Is a change of use application required? Yes No

7. Project Completion Schedule:

A. What is the proposed commencement date for the acquisition and the construction/renovation/equipping of the project?

i. Acquisition: August 26, 2022

ii. Construction/Renovation/Equipping: May 2024

B. Provide an accurate estimate of the time schedule to complete the project and when the first use of the project is expected to occur: 19-month construction period.

Part IV – Project Costs and Financing

1. Project Costs:

A. Give an accurate estimate of cost necessary for the acquisition, construction, renovation, improvement and/or equipping of the project location:

<u>Description</u>	<u>Amount</u>
Land and/or building acquisition	\$ <u>2,900,000</u>
Building(s) demolition/construction	\$ <u>24,375,836</u>
Building renovation	\$ _____
Site Work	\$ _____
Machinery and Equipment	\$ _____
Legal Fees	\$ <u>300,000</u>
Architectural/Engineering Fees	\$ <u>1,050,000</u>
Financial Charges	\$ <u>2,376,875</u>
Other (Specify)	\$ <u>7,028,645 - Dev fee, Soft Costs, Ins/tax, reserves</u>
Total	\$ <u>38,031,356</u>

Please provide the percentage of materials and labor that will be sourced locally (Suffolk/Nassau Counties) approximately 75%

Please note, IDA fees are based on the total project costs listed above. At the completion of your project, you are required to provide both a certificate of completion along with a cost affidavit certifying the final project costs. The IDA fees may be adjusted as a result of the certified cost affidavit. Money will not be refunded if the final project cost is less than the amount listed above.

2. Method of Financing:

	Amount	Term
A. Tax-exempt bond financing:	\$ _____	_____ years
B. Taxable bond financing:	\$ _____	_____ years
C. Conventional Mortgage:	\$ _____	_____ years
D. SBA (504) or other governmental financing:	\$ _____	_____ years
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ 37,235,574	
F. Other loans:	\$ _____	_____ years
G. Owner/User equity contribution:	\$ 795,782	_____ years
Total Project Costs	\$ 38,031,356	

i. What percentage of the project costs will be financed from public sector sources?

97%

3. Project Financing:

A. Have any of the above costs been paid or incurred (including contracts of sale or purchase orders) as of the date of this application? Yes No

i. If yes, provide detail on a separate sheet. See Attached EXHIBIT B

B. Are costs of working capital, moving expenses, work in progress, or stock in trade included in the proposed uses of bond proceeds? Give details:

N/A

C. Will any of the funds borrowed through the Agency be used to repay or refinance an existing mortgage or outstanding loan? Give details:

No

D. Has the Applicant made any arrangements for the marketing or the purchase of the bond or bonds? If so, indicate with whom:

N/A

Part V – Project Benefits

1. Mortgage Recording Tax Benefit:

A. Mortgage Amount for exemption (include sum total of construction/permanent/bridge financing):

\$ N/A

B. Estimated Mortgage Recording Tax Exemption (product of Mortgage Amount and .75%):

\$ N/A

2. Sales and Use Tax Benefit:

A. Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax (such amount to benefit from the Agency's exemption):

\$ N/A

B. Estimated State and local Sales and Use Tax exemption (product of 8.625% and figure above):

\$ N/A

C. If your project has a landlord/tenant (owner/user) arrangement, please provide a breakdown of the number in "B" above:

i. Owner: \$ N/A

ii. User: \$ N/A

3. Real Property Tax Benefit:

A. Identify and describe if the project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit: N/A

B. Agency PILOT Benefit:

i. Term of PILOT requested: 30 years, co-terminus with financing

ii. Upon acceptance of this application, the Agency staff will create a PILOT schedule and attach such information to Exhibit A hereto. Applicant hereby requests such PILOT benefit as described on Exhibit A.

*** This application will not be deemed complete and final until Exhibit A hereto has been completed. ***

What is the annualized salary range of jobs to created? \$36,000 to \$48,000

Note: The Agency reserves the right to visit the facility to confirm that job creation numbers are being met.

Part VII – Representations, Certifications and Indemnification

1. Is the Applicant in any litigation which would have a material adverse effect on the Applicant's financial condition? (If yes, furnish details on a separate sheet)

Yes No

2. Has the Applicant or any of the management of the Applicant, the anticipated users or any of their affiliates, or any other concern with which such management has been connected, been cited for a violation of federal, state, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or other operating practices? (If yes, furnish details on a separate sheet)

Yes No

3. Is there a likelihood that the Applicant would proceed with this project without the Agency's assistance? (If no, please explain why; if yes, please explain why the Agency should grant the benefits requested)

Yes No

As part of the competitive 9% LIHTC process, the State and other funders anticipate a PILOT for the entire regulatory period.

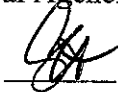
4. If the Applicant is unable to obtain financial assistance from the Agency for the project, what would be the impact on the Applicant and on the municipality?

The proposed 67-unit affordable and supportive housing project will not be financially feasible if the requested PILOT is not provided. The public financing awarded will be rescinded.

Original signature and initials are required. Electronic signatures and initials are not permitted.

5. The Applicant understands and agrees that in accordance with Section 858-b(2) of the General Municipal Law, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the project will be listed with the New York State Department of Labor, Community Services Division and with the administrative entity of the service delivery area created pursuant to the Job Training Partnership Act (PL 97-300) in which the project is located (collectively, the "Referral Agencies"). The Applicant also agrees that it will, except as otherwise provided by collective bargaining contracts or agreements to which they are parties, where practicable, first consider for such new employment opportunities persons eligible to participate in federal job training partnership programs who shall be referred by the Referral Agencies.

Initial



6. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement in the Project as well as may lead to other possible enforcement actions.

Initial



7. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Initial



8. The Applicant represents and warrants that to the Applicant's knowledge neither it nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners, and none of their respective employees, officers, directors, representatives or agents is, nor will they become a person or entity with who United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury (including those named on OFAC's Specially Designated and Blocked Persons List or under any statute, executive order including the September 24, 2001, Executive Order Block Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism, or other governmental action and is not and will not assign or otherwise transfer this Agreement to, contract with or otherwise engage in any dealings or transactions or be otherwise associated with such persons or entities.

Initial



9. The Applicant confirms and hereby acknowledges it has received the Agency's fee schedule attached hereto as Schedule A and agrees to pay such fees, together with any expenses incurred by the Agency, including those of Transaction Counsel, with respect to the Facility. The Applicant agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, employees, and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the project. The IDA fees are based on the total project costs listed in this application. At the completion of the project, you are required to provide both a certificate of completion along with a cost affidavit certifying the final project costs. The IDA fees may be increased as a result of the certified cost affidavit. Monies will not be refunded if the final costs are below the amount listed in the application.

Initial SA

10. The Applicant confirms and hereby acknowledges it has received the Agency's Construction Wage Policy attached hereto as Schedule B and agrees to comply with the same.

Initial SA

11. The Applicant hereby agrees to comply with Section 875 of the General Municipal Law. The Company further agrees that the financial assistance granted to the project by the Agency is subject to recapture pursuant to Section 875 of the Act and the Agency's Recapture and Termination Policy, attached hereto as Schedule C.

Initial SA

12. The Applicant confirms and hereby acknowledges it has received the Agency's PILOT Policy attached hereto as Schedule D and agrees to comply with the same.

Initial SA

13. The Company hereby authorizes the Agency, without further notice or consent, to use the Company's name, logo and photographs related to the Facility in its advertising, marketing, and communications materials. Such materials may include web pages, print ads, direct mail and various types of brochures or marketing sheets, and various media formats other than those listed (including without limitation video or audio presentations through any media form). In these materials, the Agency also has the right to publicize its involvement in the Project.

Initial SA

Part VIII -- Submission of Materials

1. Financial statements for the last two fiscal years (unless included in the Applicant's annual report).
2. Applicant's annual reports (or 10-K's if publicly held) for the two most recent fiscal years.
3. Quarterly reports (form 10-Q's) and current reports (form 8-K's) since the most recent annual report, if any.
4. In addition, please attach the financial information described in items A, B, and C of any expected guarantor of the proposed bond issue.
5. Completed Environmental Assessment Form.
6. Most recent quarterly filing of NYS Department of Labor Form 45, as well as the most recent fourth quarter filing. Please remove the employee Social Security numbers and note the full-time equivalency for part-time employees.

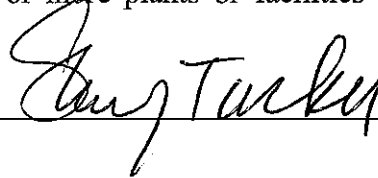
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Part IX – Special Representations

1. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed project. The Applicant hereby indicates its compliance with Section 862(1) by signing the applicable statement below. **(Please sign only one of the following statements a. or b. below).**

a. The completion of the entire project will not result in the removal of an industrial or manufacturing plant of the project occupant from one are of the stat to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state.

Representative of the Applicant: _____

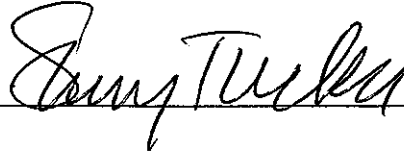


b. The completion of this entire project will result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state because the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

Representative of the Applicant: _____

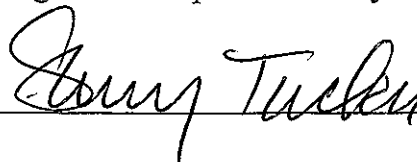
2. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Representative of the Applicant: _____



3. In accordance with Section 862(1) of the New York General Municipal Law the Applicant understands and agrees that projects which result in the removal of an industrial or manufacturing plant of the project occupant from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the project occupant within the State is ineligible for financial assistance from the Agency, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the project in its respective industry or to discourage the project occupant from removing such other plant or facility to a location outside the State.

Representative of the Applicant: _____



4. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving financial assistance for the proposed project is in substantial compliance with applicable local, state, and federal tax, worker protection and environmental laws, rules, and regulations.

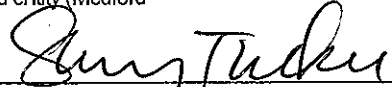
Representative of the Applicant:

Jerry Tucker

Part X – Certification

Sherry Tucker _____ (Name of representative of entities submitting application) deposes

and says that he or she is the CEO _____ (title) of WellLife Network Inc. _____, the
and on behalf of Medford Gardens
Housing Development Fund Corp.
and a to be formed entity (Medford
Gardens LLC)

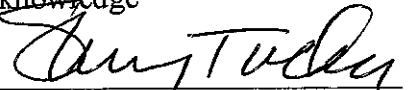


entities named in the attached application; that he or she has read the foregoing application and knows the contents thereof; and that the same is true to his or her knowledge.

Deponent further says that s/he is duly authorized to make this certification on behalf of the entities named in the attached Application (the “Applicant”) and to bind the Applicant. The grounds of deponent’s belief relative to all matters in said Application which are not stated upon his/her personal knowledge are investigations which deponent has caused to be made concerning the subject matter this Application, as well as information acquired by deponent in the course of his/her duties in connection with said Applicant and from the books and papers of the Applicant.

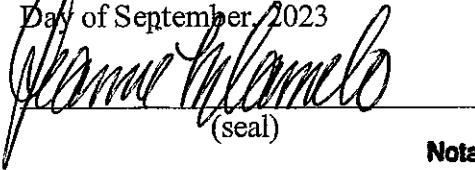
As representative of the Applicant, deponent acknowledges and agrees that Applicant shall be and is responsible for all costs incurred by the Town of Brookhaven Industrial Development Agency (hereinafter referred to as the “Agency”) in connection with this Application, the attendant negotiations and all matters relating to the provision of financial assistance to which this Application relates, whether or not ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels or neglects the application or if the Applicant is unable to find buyers willing to purchase the total bond issue required, then upon presentation of invoice, Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred with respect to the application, up to that date and time, including fees to bond or transaction counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion of the transaction contemplated herein, the Applicant shall pay to the Agency an administrative fee set by the Agency in accordance with its fee schedule in effect on the date of the foregoing application, and all other appropriate fees, which amounts are payable at closing.

The Applicant hereby subscribes and affirms under the penalties of perjury that the information provided in this Application is true, accurate and complete to the best of his or her knowledge



Representative of Applicant

Sworn to me before this 28th
Day of September, 2023


(seal)

DIANNE M. CAMELO
Notary Public, State of New York
No. 01CA4791076
Qualified in Nassau County
Commission Expires June 30, 2027

**** Note: If the entities named in this Application are unrelated and one individual cannot bind both**

entities, Parts VII, IX and X of this Application must be completed by an individual representative for each entity **

EXHIBIT A

WellLife Network Inc.
1985 Marcus Avenue, Suite 100
New Hyde Park, NY 11042
Related Entity Information

1	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	WELLIFE CLEAN CORP. [REDACTED] PROVIDE JANITORAL AND GROUNDSKEEPING SERVICES WHOLLY OWNED SUBSIDIARY WELLIFE NETWORK INC. SHERRY TUCKER LORI ALAMEDA
2	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	PSCH 78TH ST. OZONE PARK HOUSING DEVELOPMENT FUND CORP. [REDACTED] COMMUNITY RESIDENCE WHOLLY OWNED SUBSIDIARY WELLIFE NETWORK INC. SHERRY TUCKER LORI ALAMEDA
3	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	PARTNERS FOR ORGANIZATIONAL EXCELLENCE, INC. [REDACTED] CONSULTING WHOLLY OWNED SUBSIDIARY WELLIFE NETWORK INC. SHERRY TUCKER LORI ALAMEDA
4	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	EAST 165TH STREET HOUSING DEVELOPMENT FUND CORPORATION [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER SHERRY TUCKER LORI ALAMEDA
5	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	EAST 165TH STREET , G.P. [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER OF HDFC WHO IS SOLE SHAREHOLDER IN GP NONE
6	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	EAST 165TH STREET , L.P. [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER OF HDFC WHO IS SOLE SHAREHOLDER IN GP WHO IS .01% PARTNER IN LP NONE

EXHIBIT A

WellLife Network Inc.
1985 Marcus Avenue, Suite 100
New Hyde Park, NY 11042
Related Entity Information

7	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	PSCH CYPRESS AVENUE HOUSING DEVELOPMENT FUND CORP [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER SHERRY TUCKER LORI ALAMEDA CRYSTAL JOHN
8	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	CYPRESS AVENUE APARTMENTS MM, LLC [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER OF HDFC WHO IS SOLE SHAREHOLDER IN LLC NONE
9	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	CYPRESS AVENUE APARTMENTS, LLC [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER OF HDFC WHO IS SOLE SHAREHOLDER IN MM, LLC WHO IS .01% PARTNER IN LLC NONE
10	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	MEDFORD GARDENS HOUSING DEVELOPMENT FUND CORPORATION [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER SHERRY TUCKER LORI ALAMEDA KAREN GORMAN
11	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	WHITE PLAINS ROAD HOUSING DEVELOPMENT FUND CORPORATION [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER SHERRY TUCKER LORI ALAMEDA KAREN GORMAN
12	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	WHITE PLAINS ROAD APARTMENTS MM, LLC [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER OF HDFC WHO IS SOLE SHAREHOLDER IN LLC NONE
13	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	WHITE PLAINS ROAD APARTMENTS LLC [REDACTED] AFFORDABLE HOUSING RESIDENCE SOLE MEMBER OF HDFC WHO IS SOLE SHAREHOLDER IN MM, LLC WHO IS .01% PARTNER IN LLC NONE
14	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	PENINSULA COUNSELING CENTER, INC. [REDACTED] MENTAL HEALTH COUNSELING FACILITY SPONSORSHIP OPERATIONS HAVE BEEN DISCONTINUED STEPHEN BERNSTEIN
15	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	ASTROCARE, INC [REDACTED] COMMUNITY CLINICS WHOLLY OWNED SUBSIDIARY WELLIFE NETWORK INC. OPERATIONS HAVE BEEN DISCONTINUED SHERRY TUCKER LORI ALAMEDA WILLIE SCOTT
16	RELATED ENTITY NAME RELATED ENTITY EIN RELATED ENTITY'S PRIMARY BUSINESS ACTIVITY RELATIONSHIP WITH RELATED ENTITY BOARD MEMBERS IN COMMON WITH PARTICIPANT:	PSCH-- NEW JERSEY, INC [REDACTED] RESIDENTIAL SERVICES FOR ADULTS WITH DEVELOPMENTAL DISABILITIES WHOLLY OWNED SUBSIDIARY WELLIFE NETWORK INC. OPERATIONS HAVE BEEN DISCONTINUED SHERRY TUCKER LORI ALAMEDA

EXHIBIT B

Vendor	TRX Date	Amount	Paid Date	Check#	Invoices	Description
BARCLAY DAMON LLP	6/30/2022	\$ 1,007.00	9/1/2022	141160	5182313	lawyer service fee
BARCLAY DAMON LLP	8/29/2022	\$ 425.00	10/6/2022	33703623	5201884	lawyer service fee
BARCLAY DAMON LLP	8/31/2022	\$ 632.00	10/20/2022	33795454	5204494	lawyer service fee
BARCLAY DAMON LLP	9/30/2022	\$ 1,191.00	11/29/2022	34059808	52083383	lawyer service fee
BARCLAY DAMON LLP	12/1/2022	\$ 1,363.00	3/9/2023	34845650	5218290	lawyer service fee
BARCLAY DAMON LLP	12/1/2022	\$ 3,315.00	1/23/2023	34465412	5213140	lawyer service fee
BARCLAY DAMON LLP	2/1/2023	\$ 1,363.00	3/9/2023	3485650	5218290	lawyer service fee
BUZZELL DAMON LLP	5/25/2022	\$ 4,650.00	6/28/2022	140276	6270	lawyer service fee
BUZZELL BLANDA & VISCONTI LLP	6/1/2022	\$ 1,762.50	8/9/2022	33300300	6279	lawyer service fee
BUZZELL BLANDA & VISCONTI LLP	6/13/2022	\$ 225.00	8/9/2022	33300300	6352	lawyer service fee
BUZZELL BLANDA & VISCONTI LLP	7/31/2022	\$ 1,825.00	9/23/2022	33613016	6402	Professional service/Review&analyzing documents
BUZZELL BLANDA & VISCONTI LLP	8/31/2022	\$ 3,156.91	10/6/2022	33703620	6424	Professional service/Review&analyzing documents
BUZZELL BLANDA & VISCONTI LLP	10/1/2022	\$ 580.00	11/17/2022	34202704	6463	lawyer service fee
BUZZELL BLANDA & VISCONTI LLP	10/27/2022	\$ 882.50	12/13/2022	34220499	6537	professional development consulting service
BUZZELL BLANDA & VISCONTI LLP	11/30/2022	\$ 2,485.00	1/10/2023	34400297	6579	Consulting Fee
BUZZELL BLANDA & VISCONTI LLP	12/20/2022	\$ 900.00	2/3/2023	34573620.00	6597	Consulting Fee
BUZZELL BLANDA & VISCONTI LLP	2/1/2023	\$ 562.50	3/20/2023	34915839	6653	Consulting Fee
BUZZELL BLANDA & VISCONTI LLP	5/1/2023	\$ 6,502.50	6/16/2023	OAD7EOKNQ7	6689	Consulting Fee
BUZZELL BLANDA & VISCONTI LLP	5/1/2023	\$ 9,828.50	6/28/2023	2USHFMNOYE	6714	Consulting Fee
BUZZELL BLANDA & VISCONTI LLP	7/1/2023	\$ 8,473.40	8/1/2023	ET44H8IM29	6730	Consulting Fee
BUZZELL BLANDA & VISCONTI LLP	7/1/2023	\$ 705.00	8/29/2023	UGY5F94S53	6758	Consulting Fee
BUZZELL BLANDA & VISCONTI LLP	4/18/2023	\$ 1,000.00	4/21/2023	35127995	TOWN BOARD APPL	Town Board Application fee
CERTILMAN BALIN ADLER & HYMAN LLP	3/28/2023	\$ 125,000.00	3/29/2023	34989016	PHNE BARRENS CREDIT	Pine Barrrens Credit
CHRISTOPHER LABATE	9/1/2021	\$ 3,256.25	10/8/2021	136031	21-106	Phase VII&XII-STP concepts, research, correspondence.
CHRISTOPHER LABATE	12/1/2021	\$ 2,591.25	1/18/2022	137838	21-258	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	4/28/2022	\$ 7,220.00	5/26/2022	139790	22-135	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	7/21/2022	\$ 18,956.25	8/25/2022	141126	22-201	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	11/29/2022	\$ 6,331.25	1/10/2023	143103	22-316	Phase VII & XII - Siteplan , Town coms, Correspondance
CHRISTOPHER LABATE	3/1/2023	\$ 7,318.75	4/13/2023	35094200	23-029	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	3/1/2023	\$ 13,888.75	4/13/2023	35094200	23-058	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	3/29/2023	\$ 10,427.50	3/29/2023	352227836	23-086	Phase VII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	5/1/2023	\$ 11,543.75	6/8/2023	BS43T2419V	23-105	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	5/26/2023	\$ 12,331.75	6/30/2023	5JRYO7260A	23-125	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	7/1/2023	\$ 11,243.75	8/15/2023	2D9201W00P	23-163	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	7/23/2023	\$ 9,082.50	8/29/2023	LGUQ6OKK2C	23-187	Phase VIII&XII-STP concepts,town coms, correspondence.
CHRISTOPHER LABATE	8/30/2023	\$ 3,648.75		OPEN	23-220	
CORPORATION FOR SUPPORTIVE HOUSING	7/18/2022	\$ 500.00	7/19/2022	33121795	MEDFOR GARDENS	CSH application fee
CORPORATION FOR SUPPORTIVE HOUSING	10/3/2022	\$ 5,000.00	11/2/2022	142088	LOAN # 22-037-L	Loan application fee
EAST COAST GEOSERVICES LLC	10/31/2022	\$ 13,800.94	12/8/2022	34178023	1342	Soil Borings
ELITE REAL ESTATE CONSULTANTS LLC	6/28/2022	\$ 2,500.00	7/19/2022	140617	22-643	market value appraisal fee
ELITE REAL ESTATE CONSULTANTS LLC	10/1/2022	\$ 1,000.00	11/8/2022	142214	22-900	commercial property appraisals
ELITE REAL ESTATE CONSULTANTS LLC	9/18/2023	\$ 1,500.00	9/18/2023	1167	FILE 23-999	market value appraisal fee
FUSION ARCHITECT -2019.003.01A	11/9/2021	\$ 6,950.00	12/6/2021	136838		Preliminary Design Phase Services
FUSION ARCHITECTURE PLLC	3/1/2022	\$ 2,490.00	4/5/2022	138884	2019.003.02	Preliminary Design Phase Services
H2M ARCHITECTS ENGINEERS LAND SURVEYING	6/16/2022	\$ 3,500.00	6/1/2022	32772754	231565	Schematic design
H2M ARCHITECTS ENGINEERS LAND SURVEYING	9/1/2022	\$ 4,422.50	10/25/2022	141996	236063	Schematic design
H2M ARCHITECTS ENGINEERS LAND SURVEYING	9/30/2022	\$ 5,307.00	11/2/2022	142087	237202	Schematic design
H2M ARCHITECTS ENGINEERS LAND SURVEYING	2/1/2023	\$ 2,653.50	3/3/2023	34816966		Schematic design; Construction documents, Construction
H2M ARCHITECTS ENGINEERS LAND SURVEYING	2/1/2023	\$ 26,929.50	3/21/2023	34917737	240861	Schematic design; Construction documents, Construction

EXHIBIT B

Vendor	TRX Date	Account Number	Amount	Paid Date	Check#	Invoices	Description
H2M ARCHITECTS ENGINEERS LAND SURVEYING	2/1/2022		\$ 36,519.00	3/17/2023	34910788	242278	Schematic design; Construction documents, Construction
H2M ARCHITECTS ENGINEERS LAND SURVEYING	3/1/2022		\$ 37,053.50	5/2/2023	35226637	243417	Schematic design; Construction documents, Construction
H2M ARCHITECTS ENGINEERS LAND SURVEYING	4/1/2022		\$ 110,867.12	3/31/2023	DF4NHVX679	244748	Schematic design; Construction documents, Construction
H2M ARCHITECTS ENGINEERS LAND SURVEYING	6/1/2022		\$ 74,331.25	6/22/2023	LUUK55 & DYQJUHFWL	246124	Schematic design; Construction documents, Construction
H2M ARCHITECTS ENGINEERS LAND SURVEYING	6/1/2022		\$ 96,636.17	7/28/2023	W7F119V570	247599	Schematic design; Construction documents, Construction
HARVEY BIENSTOCK	6/1/2022		\$ 24.36	7/14/2022	140591	398-2021-08-31	Engineering design report fees
HARVEY BIENSTOCK	6/1/2022		\$ 645.00	7/14/2022	140591	398-2021-09-30A	Preparation of a community profile fee
JEANNE A. GRECO ATTORNEY AT LAW	6/1/2022		\$ 1,590.00	7/14/2022	140591	398-2021-09-30B	Preparation of plans and spaces for construction
KELLY DEVELOPMENT CORP	4/21/2022		\$ 95,000.00	4/21/2022	35147447	PBC-CERTIFICATE	PBC certificate Purchase fee
KELLY DEVELOPMENT CORP	5/31/2022		\$ 2,500.00	7/2/2022	140380	1002	professional development consulting service
KELLY DEVELOPMENT CORP	6/30/2022		\$ 2,500.00	8/3/2022	140764	1003	professional development consulting service
KELLY DEVELOPMENT CORP	7/31/2022		\$ 2,700.00	9/4/2022	141159	1004	professional development consulting service
KELLY DEVELOPMENT CORP	9/30/2022		\$ 2,500.00	11/9/2022	142226	1004A	professional development consulting service
KELLY DEVELOPMENT CORP	10/30/2022		\$ 2,500.00	12/9/2022	142561	1005	Appraisal Services
KELLY DEVELOPMENT CORP	11/30/2022		\$ 2,000.00	1/10/2023	143105	1005A	professional development consulting service
KELLY DEVELOPMENT CORP	12/30/2022		\$ 2,000.00	2/7/2023	143499	1006	professional development consulting service
KELLY DEVELOPMENT CORP	4/1/2022		\$ 2,000.00	4/18/2023	1151	1007	professional development consulting service
LABELLA ASSOCIATES DPC.	1/1/2022		\$ 1,950.00	3/7/2022	138417	146739	Phase I ESA; undeveloped Parcels on Oregon Avenue
LEVY, STOPOL & CAMELO, LLP	9/1/2022		\$ 5,000.00	11/2/2022	33879736	MEDFORD	Legal fees
LORI ANNE DE LULIO CASDIA	4/1/2022		\$ 3,000.00	5/24/2023	1153	1564	Community Engagement &Project consultant
LORI ANNE DE LULIO CASDIA	4/1/2022		\$ 3,000.00	4/18/2023	1152	1579	Community Engagement &Project consultant
LORI ANNE DE LULIO CASDIA	4/18/2022		\$ 3,000.00	4/18/2023	1152	1604	Community Engagement &Project consultant
LORI ANNE DE LULIO CASDIA	5/18/2022		\$ 3,000.00	7/6/2023	1157	1615	Community Engagement &Project consultant
LORI ANNE DE LULIO CASDIA	7/5/2022		\$ 3,000.00	8/17/2023	1159	1639	Community Engagement &Project consultant
MADISON TITLE AGENCY LLC	8/23/2022		\$ 2,914,000.00	8/25/2022	33419031	MTANY - 169123NY	Purchase of property and title closing costs
MEDFORD &WLN INTER-COMPNAV LOAN ACCRU	6/30/2022		\$ 66,346.22	6/30/2023			MEDFORD &WLN intercompany int. accrual
MEDFORD &WLN INTER-COMPNAV LOAN ACCRU	7/31/2022		\$ 10,207.11	7/31/2023			MEDFORD &WLN intercompany int. accrual
MEDFORD &WLN INTER-COMPNAV LOAN ACCRU	8/31/2022		\$ 10,207.11	8/31/2023			MEDFORD &WLN intercompany int. accrual
MEDFORD SHSP LOAN INT	6/30/2022		\$ 86,775.00	6/30/2023			SHSP int. accrual
MEDFORD SHSP LOAN INT	7/31/2022		\$ 13,350.00	7/31/2023			SHSP int. accrual
MEDFORD SHSP LOAN INT	8/31/2022		\$ 13,350.00	8/31/2023			SHSP int. accrual
NEWMARK KNIGHT FRANK VALUATION	8/19/2022		\$ 3,400.00	9/21/2023	135809	299035-001	Appraisal Services
MADISON TITLE AGENCY LLC	3/30/2022		\$ (945.91)	3/30/2023			Closing fees refund
MADISON TITLE AGENCY LLC	4/7/2022		\$ (1,200.00)	4/1/2023			Closing fees refund
SUFFOLK COUNTY COMPTROLLER	3/23/2022		\$ 240.00	3/25/2022	138818	FILE 2019-019-CZ	referral fee
TD BANK - CHECK ORDERS	3/24/2022		\$ 170.01	3/24/2023	ACH		TD BANK CHECK ORDER FEE
TD BANK - WIRE TRANSFER FEE	12/15/2022		\$ 15.00	12/15/2022	ACH		TD BANK WIRE FEE CHARGE
TOWN OF BROOKHAVEN	7/5/2022		\$ 4,000.00	7/6/2022	33041177	PILOT APPL FEE	application fee
TOWN OF BROOKHAVEN	8/17/2022		\$ 1,400.00	8/30/2023	1164	FIRE ALARM	FIRE ALARM
TOWN OF BROOKHAVEN	8/17/2022		\$ 250.00	8/30/2023	1163	FIRE SPRINKLER	FIRE SPRINKLER
TOWN OF BROOKHAVEN	7/1/2022		\$ 56,503.00	6/26/2023	1154	INSPECTION FEE	INSPECTION FEE
TOWN OF BROOKHAVEN	8/17/2022		\$ 3,000.00	8/30/2023	1162	NEW CONSTRUCTION	NEW CONSTRUCTION
TOWN OF BROOKHAVEN	7/1/2022		\$ 83,055.88	6/26/2023	1155	RECREATION FEE	RECREATION FEE
TOWN OF BROOKHAVEN	7/1/2022		\$ 619.83	6/26/2023	1156	VARIANCE FEE	VARIANCE FEE
WEINBERG GROSS & PERGAMENT LLP	8/22/2022		\$ 3,500.00	8/31/2022	141152	MEDFORD	Professional service/filing fee&copies of records&confere
WOODHULL EXPEDITING INC	4/4/2022		\$ 1,058.61	4/26/2022	139315		Notices to neighbors mailing fee
WOODHULL EXPEDITING INC	5/9/2022		\$ 800.00	5/23/2022	139752	1842	Preparing zone town mailing fee
Total			\$ 4,135,647.01				

Town of Brookhaven Industrial Development
Schedule of Fees

Application -	\$3,000 for projects with total costs under \$5 million \$4,000 for projects with total costs \$5 million and over (non-refundable)
Closing/Expansion Sale/Transfer/Increase of Mortgage Amount/ Issuance of Refunding Bonds -	$\frac{3}{4}$ of one percent up to \$25 million total project cost and an additional $\frac{1}{4}$ of one percent on any project costs in excess of \$25 million. Projects will incur a minimum charge of \$10,000 plus all fees incurred by the Agency including, but not limited to publication, legal, and risk monitoring.
Annual Administrative -	\$2,000 administrative fee plus \$500 per unrelated subtenant located in the project facility. This fee is due annually.
Termination -	Between \$1,000 and \$2,500
Refinance (excluding refunding bonds) -	$\frac{1}{4}$ of one percent of mortgage amount or \$5,000, whichever is greater.
Late PILOT Payment -	5% penalty, 1% interest compounded monthly, plus \$1,000 administrative fee.
PILOT extension -	a minimum of \$15,000
Processing Fee -	\$275 per hour with a minimum fee of \$275
Lease of Existing Buildings (partial or complete) -	Fee is based on contractual lease amount.

The Agency reserves the right to adjust these fees.

Updated: November 17, 2020

SCHEDULE B

CONSTRUCTION WAGE POLICY

EFFECTIVE January 1, 2005

The purpose of the Brookhaven IDA is to provide benefits that reduce costs and financial barriers to the creation and to the expansion of business and enhance the number of jobs in the Town.

The Agency has consistently sought to ensure that skilled and fair paying construction jobs be encouraged in projects funded by the issuance of IDA tax exempt bonds in large projects.

The following shall be the policy of the Town of Brookhaven IDA for application for financial assistance in the form of tax-exempt financing for projects with anticipated construction costs in excess of \$5,000,000.00 per site received after January 1, 2005. Non-profit corporations and affordable housing projects are exempt from the construction wage policy.

Any applicant required to adhere to this policy shall agree to:

- (1) Employ 90% of the workers for the project from within Nassau or Suffolk Counties. In the event that this condition cannot be met, the applicant shall submit to the Agency an explanation as to the reasons for its failure to comply and;
- (2) Be governed by the requirements of Section 220d of Article 8 of the Labor Law of the State of New York; and when requested by the Agency, provide to the Agency a plan for an apprenticeship program;

OR

- (3) Provide to the Agency a project labor agreement or alternative proposal to pay fair wages to workers at the construction site.

Furthermore, this policy may be waived, in the sole and final discretion of the Agency, in the event that the applicant demonstrates to the Agency special circumstances or economic hardship to justify a waiver to be in the best interests of the Town of Brookhaven.

Adopted: May 23, 2005

SCHEDULE C

RECAPTURE AND TERMINATION POLICY

EFFECTIVE JUNE 8, 2016

Pursuant to Sections 874(10) and (11) of Title 1 of Article 18-A of the New York State General Municipal Law (the “Act”), the Town of Brookhaven Industrial Development Agency (the “Agency”) is required to adopt policies (i) for the discontinuance or suspension of any financial assistance provided by the Agency to a project or the modification of any payment in lieu of tax agreement and (ii) for the return of all or part of the financial assistance provided by the Agency to a project. This Recapture and Termination Policy was adopted pursuant to a resolution enacted by the members of the Agency on June 8, 2016.

I. Termination or Suspension of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to terminate or suspend the Financial Assistance (defined below) provided to a project upon the occurrence of an Event of Default, as such term is defined and described in the Lease Agreement entered into by the Agency and a project applicant (the “Applicant”) or any other document entered into by such parties in connection with a project (the “Project Documents”). Such Events of Default may include, but shall not be limited to, the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Agreements; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Agreements or any other materials delivered pursuant to the Project Agreements.

The decision of whether to terminate or suspend Financial Assistance and the timing of such termination or suspension of Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and shall be subject to the notice and cure periods provided for in the Project Documents.

For the purposes of this policy, the term “Financial Assistance” shall mean all direct monetary benefits, tax exemptions and abatements and other financial assistance, if any, derived solely from the Agency’s participation in the transaction contemplated by the Project Agreements including, but not limited to:

- (i) any exemption from any applicable mortgage recording tax with respect to the Facility on mortgages granted by the Agency on the Facility at the request of the Applicant;

- (ii) sales tax exemption savings realized by or for the benefit of the Applicant, including and savings realized by any agent of the Applicant pursuant to the Project Agreements in connection with the Facility; and
- (iii) real property tax abatements granted under the Project Agreements.

II. Recapture of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to recapture all or part of the Financial Assistance provided to a project upon the occurrence of a Recapture Event, as such term is defined and described in the Project Documents. Such Recapture Events may include, but shall not be limited to the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Agreements; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Agreements or any other materials delivered pursuant to the Project Agreements.

The timing of the recapture of the Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and is subject to the notice and cure periods provided for in the Project Documents. The percentage of such Financial Assistance to be recaptured shall be determined by the provisions of the Project Documents.

All recaptured amounts of Financial Assistance shall be redistributed to the appropriate affected taxing jurisdiction, unless agreed to otherwise by any local taxing jurisdiction.

For the avoidance of doubt, the Agency may determine to terminate, suspend and/or recapture Financial Assistance in its sole discretion. Such actions may be exercised simultaneously or separately and are not mutually exclusive of one another.

III. Modification of Payment In Lieu of Tax Agreement

In the case of any Event of Default or Recapture Event, in lieu of terminating, suspending, or recapturing the Financial Assistance, the Agency may, in its sole discretion, adjust the payments in lieu of taxes due under the Project Agreements, so that the payments in lieu of taxes payable under the Project Agreements are adjusted upward retroactively and/or prospectively for each tax year until such time as the Applicant has complied with the provisions of the Project Agreements. The amount of such adjustments shall be determined by the provisions of the Project Documents.

SCHEDULE D

Agency Payment in Lieu of Taxes (PILOT) Policy

An annual fee of \$2,000 (plus \$500 per subtenant) will be due to the Agency in addition to the PILOT payment to cover ongoing costs incurred by the Agency on behalf of the project.

1. The Town of Brookhaven Industrial Development Agency (IDA) may grant or be utilized to obtain a partial or full real property tax abatement for a determined period. To be eligible for this abatement there would be a requirement of new construction, or renovation, and a transfer of title of the real property to the Town of Brookhaven IDA.
2. The Chief Executive Officer (CEO) or their designee shall consult with the Town Assessor to ascertain the amounts due pursuant to each PILOT Agreement. Thereafter, the PILOT payment for each project shall be billed to the current lessees. The lessees can pay the PILOT payment in full by January 31st of each year, or in two equal payments due January 31st and May 31st of each year of the PILOT Agreement. The CEO or their designee shall send all PILOT invoices to the lessees on a timely basis.
3. The Town of Brookhaven IDA shall establish a separate, interest-bearing bank account for receipt and deposit of all PILOT payments. The CEO or their designee shall be responsible for depositing and maintaining said funds with input from the Chief Financial Officer (CFO).
4. The CEO or their designee shall remit PILOT payments and penalties if any, to the respective taxing authorities in the proportionate amounts due to said authorities. These remittances shall be made within thirty (30) days of receipt of the payments to the Agency.
5. Payments in lieu of taxes which are delinquent under the agreement shall be subject to a late payment penalty of five percent (5%) of the amount due. For each month, or part thereof, that the payment in lieu of taxes is delinquent beyond the first month, interest shall on the total amount due plus a late payment penalty in the amount of one percent (1%) per month until the payment is made.
6. If a PILOT payment is not received by **January 31st** of any year or **May 31st** of the second half of the year the lessee shall be in default pursuant to the PILOT Agreement. The Agency may give the lessee notice of said default. If the payment is not received within thirty (30) days of when due, the CEO shall notify the Board, and thereafter take action as directed by the Board.
7. The CEO shall maintain records of the PILOT accounts at the Agency office.
8. Nothing herein shall be interpreted to require the Agency to collect or disburse PILOT payments for any projects which are not Agency projects.

9. Should the Applicant fail to reach employment levels as outlined in their application to the Agency, the Board reserves the right to reduce or suspend the PILOT Agreement, declare a default under the Lease or the Installment Sale Agreement, and/or convey the title back to the Applicant.
10. This policy has been adopted by the IDA Board upon recommendation of the Governance Committee and may only be amended in the same manner.

**FORM APPLICATION FOR FINANCIAL ASSISTANCE
TOWN OF BROOKHAVEN INDUSTRIAL DEVELOPMENT AGENCY
1 Independence Hill, 2nd Floor, Farmingville, New York 11738
631 406-4244**

DATE: September 29, 2023

*Please note, after acquisition Engel Burman at MT. Sinai, LLC may be merged into a newly formed Delaware LLC of the same name.

APPLICATION OF: Engel Burman at Mt. Sinai, LLC (100% of Membership Interests to be Purchased by Mount Sinai Knolls Portfolio Holdings LLC) *

ADDRESS: Name of Owner and/or User of Proposed Project
538 Broadhollow Road Third Floor East
Melville New York 11747

Type of Application: Tax-Exempt Bond Taxable Bond
 Straight Lease Refunding Bond

Please respond to all items either by filling in blanks, by attachment (by marking space "see attachment number 1", etc.) or by N.A., where not applicable. Application must be filed in two copies. A non-refundable application fee is required at the time of submission of this application to the Agency. The non-refundable application fee is \$3,000 for applications under \$5 million and \$4,000 for applications of \$5 million or more, and should be made payable to the Town of Brookhaven Industrial Development Agency.

Transaction Counsel to the Agency may require a retainer which will be applied to fees incurred and actual out-of-pocket disbursements made during the inducement and negotiation processes and will be reflected on their final statement at closing.

Information provided herein will not be made public by the Agency prior to the passage of an official Inducement Resolution but may be subject to disclosure under the New York State Freedom of Information Law.

Prior to submitting a completed final application, please arrange to meet with the Agency's staff to review your draft application. Incomplete applications will not be considered. The Board reserves the right to require that the applicant pay for the preparation of a Cost Benefit Analysis, and the right to approve the company completing the analysis.

PLEASE NOTE: It is the policy of the Brookhaven IDA to encourage the use of local labor and the payment of the area standard wage during construction on the project.

IDA benefits may not be conferred upon the Company until the Lease and Project Agreement have been executed.



INDEX

PART I OWNER AND USER DATA

PART II OPERATION AT CURRENT LOCATION

PART III PROJECT DATA

PART IV PROJECT COSTS AND FINANCING

PART V PROJECT BENEFITS

PART VI EMPLOYMENT DATA

PART VII REPRESENTATIONS, CERTIFICATIONS AND INDEMNIFICATION

PART VIII SUBMISSION OF MATERIALS

EXHIBIT A	Proposed PILOT Schedule
SCHEDULE A	Agency's Fee Schedule
SCHEDULE B	Construction Wage Policy
SCHEDULE C	Recapture and Termination Policy

Part I: Owner & User Data

1. **Owner Data:**

>Please note, after acquisition, Engel Burman at Mt. Sinai, LLC may be merged into a newly formed Delaware LLC of the same name

A. Owner (Applicant for assistance): Engel Burman at Mt. Sinai, LLC >

Address: 538 Broadhollow Road, Third Floor East
Melville, New York 11747

Federal Employer ID #: tbd Website: www.fairfieldproperties.com

NAICS Code: tbd

Owner Officer Certifying Application: Gary Broxmeyer and Michael Broxmeyer

Title of Officer: Managers

Phone Number: 

E-mail: * see below
gary.broxmeyer@fairfieldproperties.com
michael.broxmeyer@fairfieldproperties.com

B. Business Type:

Sole Proprietorship Partnership Limited Liability Company

Privately Held Public Corporation Listed on _____

State of Incorporation/Formation: New York

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

Real Estate Holding Company

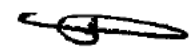
D. Owner Counsel:

Firm Name: Morrit Hock & Hamroff LLP

Address: 400 Garden City Plaza
Garden City New York 11530

Individual Attorney: Gary Hisiger

Phone Number: 516-873-2000 E-mail: ghisiger@moritthock.com



E. Principal Stockholders, Members or Partners, if any, of the Owner:

Name	Percent Owned
<u>Gary Broxmeyer</u>	See Attached Organizational Chart - The aforementioned individuals
<u>Michael Broxmeyer</u>	shall be the operating members and collectively own in excess
	of 64% of the Membership Interests Being Acquired

F. Has the Owner, or any subsidiary or affiliate of the Owner, or any stockholder, partner, member, officer, director, or other entity with which any of these individuals is or has been associated with:

- i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding?
(If yes, please explain)

Yes - see exhibit A

- ii. been convicted of a felony, or misdemeanor, or criminal offense (other than a motor vehicle violation)? (If yes, please explain)

No

G. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the Owner, list all other organizations which are related to the Owner by virtue of such persons having more than a 50% interest in such organizations.

Fairfield Properties through affiliated entities owns and operates approximately 215 properties

H. Is the Owner related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

No

I. List parent corporation, sister corporations and subsidiaries:

n/a



J. Has the Owner (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town, or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

Note - Affiliates in 5 Nassau County Entities and 4 Suffolk County Entities have all assumed IDA benefits in

connection with their acquisition from the original developer

K. List major bank references of the Owner:

Citibank Private Bank - Mallory Brenner 212-559-1059

M&T Bank - Michael McCarthy - 631-501-4108

2. User Data

*** (for co-applicants for assistance or where a landlord/tenant relationship will exist between the owner and the user) ***

A. User (together with the Owner, the "Applicant"): n/a

Address: _____

Federal Employer ID #: _____ Website: _____

NAICS Code: _____

User Officer Certifying Application: _____

Title of Officer: _____

Phone Number: _____ E-mail: _____

B. Business Type:

Sole Proprietorship Partnership Privately Held

Public Corporation Listed on _____

State of Incorporation/Formation: _____

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

D. Are the User and the Owner Related Entities? Yes No

i. If yes, the remainder of the questions in this Part I, Section 2 (with the exception of "F" below) need not be answered if answered for the Owner.

ii. If no, please complete all questions below.

E. User's Counsel:

Firm Name: _____

Address: _____

Individual Attorney: _____

Phone Number: _____

E-mail: _____

F. Principal Stockholders or Partners, if any:

Name

Percent Owned

G. Has the User, or any subsidiary or affiliate of the User, or any stockholder, partner, officer, director, or other entity with which any of these individuals is or has been associated with:

i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (If yes, please explain)

ii. been convicted of a felony or criminal offense (other than a motor vehicle violation)? (If yes, please explain)

H. If any of the above persons (see "F", above) or a group of them, owns more than 50% interest in the User, list all other organizations which are related to the User by virtue of such persons having more than a 50% interest in such organizations.

I. Is the User related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

J. List parent corporation, sister corporations and subsidiaries:

K. Has the User (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town, or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

L. List major bank references of the User:

Part II – Operation at Current Location

*** (if the Owner and the User are unrelated entities, answer separately for each) ***

1. Current Location Address: n/a

2. Owned or Leased: _____

3. Describe your present location (acreage, square footage, number buildings, number of floors, etc.):



4. Type of operation (manufacturing, wholesale, distribution, retail, etc.) and products and/or services:

5. Are other facilities or related companies of the Applicant located within the State?
Yes No

A. If yes, list the Address: _____

6. Will the completion of the project result in the removal of any facility or facilities of the Applicant from one area of the state to another OR in the abandonment of any facility or facilities of the Applicant located within the State? Yes No

A. If no, explain how current facilities will be utilized: _____

B. If yes, please indicate whether the project is reasonably necessary for the Applicant to maintain its competitive position in its industry or remain in the State and explain in full:

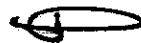
7. Has the Applicant actively considered sites in another state? Yes No

A. If yes, please list states considered and explain: _____

8. Is the requested financial assistance reasonably necessary to prevent the Applicant from moving out of New York State? Yes No

A. Please explain: _____

9. Number of full-time equivalent employees (FTE's) at current location and average salary (indicate hourly or yearly salary):



- G. Installation of machinery and/or equipment Yes No
i. List principal items or categories of equipment to be acquired: _____

4. Current Use at Proposed Location:

A. Does the Applicant currently hold fee title to the proposed location?

- i. If no, please list the present owner of the site: Engel Burman at Mt. Sinai, LLC

B. Present use of the proposed location: Residential Apartments 55 and over

C. Is the proposed location currently subject to an IDA transaction (whether through this Agency or another?) Yes No

- i. If yes, explain: _____

D. Is there a purchase contract for the site? (If yes, explain): Yes No

See attached

E. Is there an existing or proposed lease for the site? (If yes, explain): Yes No

5. Proposed Use:

A. Describe the specific operations of the Applicant or other users to be conducted at the project site: n/a

B. Proposed product lines and market demands: n/a



C. If any space is to be leased to third parties, indicate the tenant(s), total square footage of the project to be leased to each tenant, and the proposed use by each tenant:

n/a

D. Need/purpose for project (e.g., why is it necessary, effect on Applicant's business):

n/a

E. Will any portion of the project be used for the making of retail sales to customers who personally visit the project location? Yes No

i. If yes, what percentage of the project location will be utilized in connection with the sale of retail goods and/or services to customers who personally visit the project location? n/a

F. To what extent will the project utilize resource conservation, energy efficiency, green technologies, and alternative / renewable energy measures?

n/a

6. Project Work:

A. Has construction work on this project begun? If yes, complete the following:

i. Site Clearance:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	<u>100</u>
ii. Foundation:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	<u>100</u>
iii. Footings:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	<u>100</u>
iv. Steel:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	<u>100</u>
v. Masonry:	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	<u>100</u>
vi. Other:	<u>Project completed and fully operational</u>			

B. What is the current zoning? Permitted Use

C. Will the project meet zoning requirements at the proposed location?

Yes No

D. If a change of zoning is required, please provide the details/status of the change of zone request: n/a

E. Have site plans been submitted to the appropriate planning department? Yes No

F. Is a change of use application required? Yes No

7. Project Completion Schedule:

A. What is the proposed commencement date for the acquisition and the construction/renovation/equipping of the project?

i. Acquisition: n/a

ii. Construction/Renovation/Equipping: n/a

B. Provide an accurate estimate of the time schedule to complete the project and when the first use of the project is expected to occur: Project is Fully Complete

Ⓟ

Part IV – Project Costs and Financing

1. Project Costs:

A. Give an accurate estimate of cost necessary for the acquisition, construction, renovation, improvement and/or equipping of the project location:

<u>Description</u>	<u>Amount</u>
Land and/or building acquisition	\$ <u>\$117,700,000 Purchase price</u>
Building(s) demolition/construction	\$ _____
Building renovation	\$ _____
Site Work	\$ _____
Machinery and Equipment	\$ _____
Legal Fees	\$ _____
Architectural/Engineering Fees	\$ _____
Financial Charges	\$ _____
Other (Specify)	\$ _____
Total	\$ <u>117,700,000</u>

Please provide the percentage of materials and labor that will be sourced locally (Suffolk/Nassau Counties) _____

Please note, IDA fees are based on the total project costs listed above. At the completion of your project, you are required to provide both a certificate of completion along with a cost affidavit certifying the final project costs. The IDA fees may be adjusted as a result of the certified cost affidavit. Money will not be refunded if the final project cost is less than the amount listed above.

②

2. Method of Financing:

	Amount	Term
A. Tax-exempt bond financing:	\$ _____	_____ years
B. Taxable bond financing:	\$ _____	_____ years
C. Conventional Mortgage:	\$ 73,000,000	15 _____ years
D. SBA (504) or other governmental financing:	\$ _____	_____ years
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ _____	
F. Other loans:	\$ _____	_____ years
G. Owner/User equity contribution:	\$ 44,700,000	_____ years
Total Project Costs	\$ 117,700,000	

i. What percentage of the project costs will be financed from public sector sources?

none

3. Project Financing:

A. Have any of the above costs been paid or incurred (including contracts of sale or purchase orders) as of the date of this application? Yes No

i. If yes, provide detail on a separate sheet.

B. Are costs of working capital, moving expenses, work in progress, or stock in trade included in the proposed uses of bond proceeds? Give details:

No

C. Will any of the funds borrowed through the Agency be used to repay or refinance an existing mortgage or outstanding loan? Give details:

No

D. Has the Applicant made any arrangements for the marketing or the purchase of the bond or bonds? If so, indicate with whom:

No

Ⓟ

PROJECT FINANCING COST TO DATE

Deposit on Contract	\$	12,000,000
Other Transaction Cost to Date	\$	250,000 +/-

Part V – Project Benefits

1. Mortgage Recording Tax Benefit:

A. Mortgage Amount for exemption (include sum total of construction/permanent/bridge financing):

\$ n/a

B. Estimated Mortgage Recording Tax Exemption (product of Mortgage Amount and .75%):

\$ _____

2. Sales and Use Tax Benefit:

A. Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax (such amount to benefit from the Agency’s exemption):

\$ n/a

B. Estimated State and local Sales and Use Tax exemption (product of 8.625% and figure above):

\$ _____

C. If your project has a landlord/tenant (owner/user) arrangement, please provide a breakdown of the number in “B” above:

i. Owner: \$ _____

ii. User: \$ _____

3. Real Property Tax Benefit:

A. Identify and describe if the project will utilize a real property tax exemption benefit other than the Agency’s PILOT benefit: _____

B. Agency PILOT Benefit:

i. Term of PILOT requested: Assumption of Remaining Term of Existing Pilot

ii. Upon acceptance of this application, the Agency staff will create a PILOT schedule and attach such information to Exhibit A hereto. Applicant hereby requests such PILOT benefit as described on Exhibit A.

**** This application will not be deemed complete and final until Exhibit A hereto has been completed. ****



Part VI – Employment Data

1. List the Applicant’s and each user's present employment and estimates of (i) employment at the proposed project location, not just new employment, at the end of year one and year two following project completion and (ii) the number of residents of the Labor Market Area* (“LMA”) that would fill the full-time and part-time jobs at the end of the second year following completion:

Present number of FTEs **: 4 Will comply with existing requirements - section 8.11 of existing Lease and Project Agreement
 Date _____ Average Annual Salary of Jobs to be Retained _____
 FTEs to be Created in First Year: 2023/2024 (fill in year)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
FTE													

FTEs to be Created in Second Year: _____ (fill in year)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
FTE													

Number of Residents of LMA:

Full-Time: _____

Part-Time: _____

Cumulative Total FTEs ** After Year 2 4

Construction Jobs to be Created: _____

* **The Labor Market Area includes the County/City/Town/Village in which the project is located as well as Nassau and Suffolk Counties.**

** **To calculate FTEs (Full-Time Equivalent Employees) please use the following example: if an organization considers 40 hours per week as full-time and there are four employees who work 10 hours each per week, the cumulative hours for those employees equal 1 FTE.**

2. Salary and Fringe Benefits:

Category of Jobs to be Created	Average Salary	Average Fringe Benefits
Salary Wage Earners	\$65,000	\$20,000
Commission Wage Earners	\$20 per hour + commissions	\$20,000
Hourly Wage Earners	\$25 per hour	\$20,000
1099 and Contract Workers	Estimate \$100k+ per year	0

What is the annualized salary range of jobs to created? 400,000 to 450,000

Note: The Agency reserves the right to visit the facility to confirm that job creation numbers are being met.

P

Part VII – Representations, Certifications and Indemnification

1. Is the Applicant in any litigation which would have a material adverse effect on the Applicant's financial condition? (If yes, furnish details on a separate sheet)

Yes No

2. Has the Applicant or any of the management of the Applicant, the anticipated users or any of their affiliates, or any other concern with which such management has been connected, been cited for a violation of federal, state, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or other operating practices? (If yes, furnish details on a separate sheet)

Yes No

3. Is there a likelihood that the Applicant would proceed with this project without the Agency's assistance? (If no, please explain why; if yes, please explain why the Agency should grant the benefits requested)

Yes No

Purchase Agreement is Subject to Assumption of Remaining PILOT Benefits

The continuation of the Pilot Benefits is necessary for the continued viability of the residential project

4. If the Applicant is unable to obtain financial assistance from the Agency for the project, what would be the impact on the Applicant and on the municipality?

n/a

9

Original signature and initials are required. Electronic signatures and initials are not permitted.

5. The Applicant understands and agrees that in accordance with Section 858-b(2) of the General Municipal Law, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the project will be listed with the New York State Department of Labor, Community Services Division and with the administrative entity of the service delivery area created pursuant to the Job Training Partnership Act (PL 97-300) in which the project is located (collectively, the "Referral Agencies"). The Applicant also agrees that it will, except as otherwise provided by collective bargaining contracts or agreements to which they are parties, where practicable, first consider for such new employment opportunities persons eligible to participate in federal job training partnership programs who shall be referred by the Referral Agencies.

Initial n/a project complete _____

6. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement in the Project as well as may lead to other possible enforcement actions.

Initial A

7. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Initial A

8. The Applicant represents and warrants that to the Applicant's knowledge neither it nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners, and none of their respective employees, officers, directors, representatives or agents is, nor will they become a person or entity with who United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury (including those named on OFAC's Specially Designated and Blocked Persons List or under any statute, executive order including the September 24, 2001, Executive Order Block Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism, or other governmental action and is not and will not assign or otherwise transfer this Agreement to, contract with or otherwise engage in any dealings or transactions or be otherwise associated with such persons or entities.

Initial A

 A

9. The Applicant confirms and hereby acknowledges it has received the Agency's fee schedule attached hereto as Schedule A and agrees to pay such fees, together with any expenses incurred by the Agency, including those of Transaction Counsel, with respect to the Facility. The Applicant agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, employees, and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the project. The IDA fees are based on the total project costs listed in this application. At the completion of the project, you are required to provide both a certificate of completion along with a cost affidavit certifying the final project costs. The IDA fees may be increased as a result of the certified cost affidavit. Monies will not be refunded if the final costs are below the amount listed in the application.

Initial AP

10. The Applicant confirms and hereby acknowledges it has received the Agency's Construction Wage Policy attached hereto as Schedule B and agrees to comply with the same.

Initial no project complete

11. The Applicant hereby agrees to comply with Section 875 of the General Municipal Law. The Company further agrees that the financial assistance granted to the project by the Agency is subject to recapture pursuant to Section 875 of the Act and the Agency's Recapture and Termination Policy, attached hereto as Schedule C.

Initial AP

12. The Applicant confirms and hereby acknowledges it has received the Agency's PILOT Policy attached hereto as Schedule D and agrees to comply with the same.

Initial AP

13. The Company hereby authorizes the Agency, without further notice or consent, to use the Company's name, logo and photographs related to the Facility in its advertising, marketing, and communications materials. Such materials may include web pages, print ads, direct mail and various types of brochures or marketing sheets, and various media formats other than those listed (including without limitation video or audio presentations through any media form). In these materials, the Agency also has the right to publicize its involvement in the Project.

Initial AP

Part VIII – Submission of Materials

1. Financial statements for the last two fiscal years (unless included in the Applicant's annual report).
2. Applicant's annual reports (or 10-K's if publicly held) for the two most recent fiscal years.
3. Quarterly reports (form 10-Q's) and current reports (form 8-K's) since the most recent annual report, if any.
4. In addition, please attach the financial information described in items A, B, and C of any expected guarantor of the proposed bond issue.
5. Completed Environmental Assessment Form.
6. Most recent quarterly filing of NYS Department of Labor Form 45, as well as the most recent fourth quarter filing. Please remove the employee Social Security numbers and note the full-time equivalency for part-time employees.

(Remainder of Page Intentionally Left Blank)

Part IX – Special Representations

1. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed project. The Applicant hereby indicates its compliance with Section 862(1) by signing the applicable statement below. (Please sign only one of the following statements a. or b. below).

a. The completion of the entire project will not result in the removal of an industrial or manufacturing plant of the project occupant from one are of the stat to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state.

Representative of the Applicant: n/a

b. The completion of this entire project will result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state because the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

Representative of the Applicant: n/a

2. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Representative of the Applicant: n/a

3. In accordance with Section 862(1) of the New York General Municipal Law the Applicant understands and agrees that projects which result in the removal of an industrial or manufacturing plant of the project occupant from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the project occupant within the State is ineligible for financial assistance from the Agency, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the project in its respective industry or to discourage the project occupant from removing such other plant or facility to a location outside the State.

Representative of the Applicant: n/a

4. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving financial assistance for the proposed project is in substantial compliance with applicable local, state, and federal tax, worker protection and environmental laws, rules, and regulations.

Representative of the Applicant: Gary Broxmeyer and Michael Broxmeyer

9

Part X – Certification

Gary Broxmeyer and Michael Broxmeyer (Name of representative of entities submitting application) deposes and says that he or she is the Managers (Principals) (title) of Mount Sinai Knolls Portfolio Holdings LLC, the entities named in the attached application; that he or she has read the foregoing application and knows the contents thereof; and that the same is true to his or her knowledge.

Deponent further says that s/he is duly authorized to make this certification on behalf of the entities named in the attached Application (the "Applicant") and to bind the Applicant. The grounds of deponent's belief relative to all matters in said Application which are not stated upon his/her personal knowledge are investigations which deponent has caused to be made concerning the subject matter this Application, as well as in formation acquired by deponent in the course of his/her duties in connection with said Applicant and from the books and papers of the Applicant.

As representative of the Applicant, deponent acknowledges and agrees that Applicant shall be and is responsible for all costs incurred by the Town of Brookhaven Industrial Development Agency (hereinafter referred to as the "Agency") in connection with this Application, the attendant negotiations and all matters relating to the provision of financial assistance to which this Application relates, whether or not ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels or neglects the application or if the Applicant is unable to find buyers willing to purchase the total bond issue required, then upon presentation of invoice, Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred with respect to the application, up to that date and time, including fees to bond or transaction counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion of the transaction contemplated herein, the Applicant shall pay to the Agency an administrative fee set by the Agency in accordance with its fee schedule in effect on the date of the foregoing application, and all other appropriate fees, which amounts are payable at closing.

The Applicant hereby subscribes and affirms under the penalties of perjury that the information provided in this Application is true, accurate and complete to the best of his or her knowledge

Representative of Applicant

MICHELLE HOLMES
Notary Public, State of New York
No. 01HO5054362
Qualified in Suffolk County
Commission Expires January 16, 2026

Representative of Applicant

MICHELLE HOLMES
Notary Public, State of New York
No. 01HO5054362
Qualified in Suffolk County
Commission Expires January 16, 2026

Sworn to me before this 29th
Day of September, 2023
[Signature]
(seal)

Sworn to me before this 29th
Day of September, 2023

**** Note: If the entities named in this Application are unrelated and one individual cannot bind both entities, Parts VII, IX and X of this Application must be completed by an individual representative for each entity ****

EXHIBIT A

Proposed PILOT Schedule

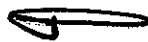
Upon acceptance of the Application and completion of the Cost Benefit Analysis, the Agency will attach the proposed PILOT Schedule to this Exhibit.

Town of Brookhaven Industrial Development
Schedule of Fees

Application -	\$3,000 for projects with total costs under \$5 million \$4,000 for projects with total costs \$5 million and over (non-refundable)
Closing/Expansion Sale/Transfer/Increase of Mortgage Amount/ Issuance of Refunding Bonds -	$\frac{3}{4}$ of one percent up to \$25 million total project cost and an additional $\frac{1}{4}$ of one percent on any project costs in excess of \$25 million. Projects will incur a minimum charge of \$10,000 plus all fees incurred by the Agency including, but not limited to publication, legal, and risk monitoring.
Annual Administrative -	\$2,000 administrative fee plus \$500 per unrelated subtenant located in the project facility. This fee is due annually.
Termination –	Between \$1,000 and \$2,500
Refinance (excluding refunding bonds) –	$\frac{1}{4}$ of one percent of mortgage amount or \$5,000, whichever is greater.
Late PILOT Payment –	5% penalty, 1% interest compounded monthly, plus \$1,000 administrative fee.
PILOT extension -	a minimum of \$15,000
Processing Fee -	\$275 per hour with a minimum fee of \$275
Lease of Existing Buildings (partial or complete) -	Fee is based on contractual lease amount.

The Agency reserves the right to adjust these fees.

Updated: November 17, 2020



SCHEDULE B

CONSTRUCTION WAGE POLICY

EFFECTIVE January 1, 2005

The purpose of the Brookhaven IDA is to provide benefits that reduce costs and financial barriers to the creation and to the expansion of business and enhance the number of jobs in the Town.

The Agency has consistently sought to ensure that skilled and fair paying construction jobs be encouraged in projects funded by the issuance of IDA tax exempt bonds in large projects.

The following shall be the policy of the Town of Brookhaven IDA for application for financial assistance in the form of tax-exempt financing for projects with anticipated construction costs in excess of \$5,000,000.00 per site received after January 1, 2005. Non-profit corporations and affordable housing projects are exempt from the construction wage policy.

Any applicant required to adhere to this policy shall agree to:

- (1) Employ 90% of the workers for the project from within Nassau or Suffolk Counties. In the event that this condition cannot be met, the applicant shall submit to the Agency an explanation as to the reasons for its failure to comply and;
- (2) Be governed by the requirements of Section 220d of Article 8 of the Labor Law of the State of New York; and when requested by the Agency, provide to the Agency a plan for an apprenticeship program;

OR

- (3) Provide to the Agency a project labor agreement or alternative proposal to pay fair wages to workers at the construction site.

Furthermore, this policy may be waived, in the sole and final discretion of the Agency, in the event that the applicant demonstrates to the Agency special circumstances or economic hardship to justify a waiver to be in the best interests of the Town of Brookhaven.

Adopted: May 23, 2005



SCHEDULE C

RECAPTURE AND TERMINATION POLICY

EFFECTIVE JUNE 8, 2016

Pursuant to Sections 874(10) and (11) of Title 1 of Article 18-A of the New York State General Municipal Law (the “Act”), the Town of Brookhaven Industrial Development Agency (the “Agency”) is required to adopt policies (i) for the discontinuance or suspension of any financial assistance provided by the Agency to a project or the modification of any payment in lieu of tax agreement and (ii) for the return of all or part of the financial assistance provided by the Agency to a project. This Recapture and Termination Policy was adopted pursuant to a resolution enacted by the members of the Agency on June 8, 2016.

I. Termination or Suspension of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to terminate or suspend the Financial Assistance (defined below) provided to a project upon the occurrence of an Event of Default, as such term is defined and described in the Lease Agreement entered into by the Agency and a project applicant (the “Applicant”) or any other document entered into by such parties in connection with a project (the “Project Documents”). Such Events of Default may include, but shall not be limited to, the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Agreements; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Agreements or any other materials delivered pursuant to the Project Agreements.

The decision of whether to terminate or suspend Financial Assistance and the timing of such termination or suspension of Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and shall be subject to the notice and cure periods provided for in the Project Documents.

For the purposes of this policy, the term “Financial Assistance” shall mean all direct monetary benefits, tax exemptions and abatements and other financial assistance, if any, derived solely from the Agency’s participation in the transaction contemplated by the Project Agreements including, but not limited to:

- (i) any exemption from any applicable mortgage recording tax with respect to the Facility on mortgages granted by the Agency on the Facility at the request of the Applicant;



- (ii) sales tax exemption savings realized by or for the benefit of the Applicant, including and savings realized by any agent of the Applicant pursuant to the Project Agreements in connection with the Facility; and
- (iii) real property tax abatements granted under the Project Agreements.

II. Recapture of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to recapture all or part of the Financial Assistance provided to a project upon the occurrence of a Recapture Event, as such term is defined and described in the Project Documents. Such Recapture Events may include, but shall not be limited to the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Agreements; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Agreements or any other materials delivered pursuant to the Project Agreements.

The timing of the recapture of the Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and is subject to the notice and cure periods provided for in the Project Documents. The percentage of such Financial Assistance to be recaptured shall be determined by the provisions of the Project Documents.

All recaptured amounts of Financial Assistance shall be redistributed to the appropriate affected taxing jurisdiction, unless agreed to otherwise by any local taxing jurisdiction.

For the avoidance of doubt, the Agency may determine to terminate, suspend and/or recapture Financial Assistance in its sole discretion. Such actions may be exercised simultaneously or separately and are not mutually exclusive of one another.

III. Modification of Payment In Lieu of Tax Agreement

In the case of any Event of Default or Recapture Event, in lieu of terminating, suspending, or recapturing the Financial Assistance, the Agency may, in its sole discretion, adjust the payments in lieu of taxes due under the Project Agreements, so that the payments in lieu of taxes payable under the Project Agreements are adjusted upward retroactively and/or prospectively for each tax year until such time as the Applicant has complied with the provisions of the Project Agreements. The amount of such adjustments shall be determined by the provisions of the Project Documents.

8

SCHEDULE D

Agency Payment in Lieu of Taxes (PILOT) Policy

An annual fee of \$2,000 (plus \$500 per subtenant) will be due to the Agency in addition to the PILOT payment to cover ongoing costs incurred by the Agency on behalf of the project.

1. The Town of Brookhaven Industrial Development Agency (IDA) may grant or be utilized to obtain a partial or full real property tax abatement for a determined period. To be eligible for this abatement there would be a requirement of new construction, or renovation, and a transfer of title of the real property to the Town of Brookhaven IDA.
2. The Chief Executive Officer (CEO) or their designee shall consult with the Town Assessor to ascertain the amounts due pursuant to each PILOT Agreement. Thereafter, the PILOT payment for each project shall be billed to the current lessees. The lessees can pay the PILOT payment in full by January 31st of each year, or in two equal payments due January 31st and May 31st of each year of the PILOT Agreement. The CEO or their designee shall send all PILOT invoices to the lessees on a timely basis.
3. The Town of Brookhaven IDA shall establish a separate, interest-bearing bank account for receipt and deposit of all PILOT payments. The CEO or their designee shall be responsible for depositing and maintaining said funds with input from the Chief Financial Officer (CFO).
4. The CEO or their designee shall remit PILOT payments and penalties if any, to the respective taxing authorities in the proportionate amounts due to said authorities. These remittances shall be made within thirty (30) days of receipt of the payments to the Agency.
5. Payments in lieu of taxes which are delinquent under the agreement shall be subject to a late payment penalty of five percent (5%) of the amount due. For each month, or part thereof, that the payment in lieu of taxes is delinquent beyond the first month, interest shall on the total amount due plus a late payment penalty in the amount of one percent (1%) per month until the payment is made.
6. If a PILOT payment is not received by **January 31st** of any year or **May 31st** of the second half of the year the lessee shall be in default pursuant to the PILOT Agreement. The Agency may give the lessee notice of said default. If the payment is not received within thirty (30) days of when due, the CEO shall notify the Board, and thereafter take action as directed by the Board.
7. The CEO shall maintain records of the PILOT accounts at the Agency office.
8. Nothing herein shall be interpreted to require the Agency to collect or disburse PILOT payments for any projects which are not Agency projects.



9. Should the Applicant fail to reach employment levels as outlined in their application to the Agency, the Board reserves the right to reduce or suspend the PILOT Agreement, declare a default under the Lease or the Installment Sale Agreement, and/or convey the title back to the Applicant.
10. This policy has been adopted by the IDA Board upon recommendation of the Governance Committee and may only be amended in the same manner.

EXHIBIT A

This letter is written to address the 1994 bankruptcy filing by Royal Shore Associates ("Royal"), a partnership formed by Gary Broxmeyer, Mark Broxmeyer and Neal Broxmeyer. Royal owned certain real estate in Bay Shore, New York consisting of rental apartments. The property had three mortgages on it: a conventional first mortgage, a purchase money second mortgage and a third mortgage.

Due to a material adverse change in the Bay Shore rental market, Royal had a negative cash flow in excess of \$50,000 per month. The partners in Royal had a financial loss of approximately \$2,000,000. The partners had requested cooperation from the purchase money second mortgagee due to the change in market condition. The purchase money mortgagee would not entertain the request.

After meeting with their financial advisors, and upon the advice of their counsel, the partners decided that a voluntary bankruptcy was the best avenue to preserve the interests of the first mortgagee, while also attempting to limit the severe financial losses being incurred by Royal and its partners. Royal ultimately conveyed the property to the first mortgagee by deed-in-lieu of foreclosure. The first mortgagee was then able to sell the property for the balance of its first mortgage as a result of this transaction.

At the time of filing, Jamaica Savings Bank (the first mortgagee) petitioned the court to allow Fairfield Property Services (a management company owned by the Broxmeyers) to continue to manage the property. The Court approved Fairfield Properties as the manager and also approved a 5% management fee. Jamaica Savings Bank took back the property in March 1996 and hired Fairfield Property Services to manage the property until Jamaica sold the property. The order of Dismissal was signed on September 27, 1996.

Subsequent to the bankruptcy filing, the first mortgagee, Jamaica Savings Bank (then North Fork Bank & currently Capital One Bank), continued to maintain a full relationship with the Broxmeyer family. Moreover, North Fork Bank/Capital One Bank has made many recent loans to the Broxmeyers, including construction financing, permanent financing, letters of credit and unsecured revolving lines of credit.

Over the years, the Broxmeyer family has acquired, owned and operated approximately 200 properties during its 40+ year history.

TOWN OF BROOKHAVEN INDUSTRIAL DEVELOPMENT AGENCY
APPLICATION FOR CONSENT TO SUBLEASE

APPLICATION OF: Hawkins Ave Development RHP2, LLC (“Company”)

FOR CONSENT TO SUBLEASE TO
Ronkonkoma Tap Room LLC (“Subtenant”)

FACILITY/PROJECT: Hawkins Ave Development RHP2, LLC 2021 Facility - Ronk Hub Phase 2A

DATE: August 29 2023

Please respond to all items either by filing in blanks, by attachment (by marking space “see attachment number 1”, etc.) or by N.A., where not applicable.

Application must be filed in one (1) original and one (1) electronic form.

A \$750.00 non-refundable application fee made payable to the Town of Brookhaven Industrial Development Agency is required at the time of submission to the Agency.

Information provided herein will not be made public by the Agency prior to the passage of an official Resolution but may be subject to disclosure under the New York State Freedom of Information Act.

Please write or call:

Town of Brookhaven Industrial Development Agency
One Independence Hill
Farmingville, New York 11738

(631) 406-4244

I. Company Data

A. Company: Hawkins Ave Development RH2, LLC
 Contact: Kelley Coughlan Heck
 Title/Position: Authorized Signatory
 Address: 230 North Pearl Street, Corning, NY 13612
 Phone: (607) 754-0000
 Federal Employer I.D. [REDACTED]

B. Related User of the Facility:

Name	Relationship
<u>N/A</u>	<u>N/A</u>
<u> </u>	<u> </u>
<u> </u>	<u> </u>

C. Company Counsel

Firm Name: Farrell Fritz, P.C.
 Individual Attorney: Peter L. Curry, Esq.
 Address: 400 RXR Plaza, Uniondale, NY 11556
 Phone: (516) 227-0772

II. Project/Facility Data

A. Location of Project: North Side of Railroad Avenue and East Side of Hawkins Avenue
 Address: Railroad Avenue and Hawkins Avenue, Ronkonkoma, NY 11779

S.C. Tax Map: 044.000, 047.001, 048.000, 049.000, 051.001, 052.000, 053.000 and 054.000
 District 0200 Section 799.00 Block 04.00 Lot 027.001
 0200 800.00 2 01.00

B. Current Occupants, Area Occupied, and Uses

Current Occupant	Area Occupied (Sq. Ft.)	Use	Current # of FTEs
Vacant	N/A	N/A	N/A

III. Proposed Subtenant

A. Name of Subtenant: Ronkonkoma Tap Room LLC

B. Address: 47 Park Avenue, Bay Shore NY 11706

C. Contact:

 Name: James Bonanno

 Phone: [REDACTED]

D. Affiliates Names and Addresses:

E. Current Location: N/A

F. Subtenant Counsel:

 Firm Name: Lewis Johs Avallone Aviles LLP

 Individual Attorney: Joseph M. Charchalis, Esq.

 Address: 1377 Motor Parkway, Suite 400, Islandia NY 11749

 Phone: (631) 393-1352

G. Will the completion of the project or the subleasing to the Subtenant result in the removal of any facility or facilities of the Applicant from one area of the State to another OR in the abandonment of any facility or facilities of the Applicant located within the State?

YES _____ NO X

i. If no, explain how current facilities will be utilized

Current facilities will continue to operate regularly.

ii. If yes, please indicate whether the subleasing of the Facility to the Subtenant is reasonably necessary for the Subtenant to maintain its competitive position in its industry or remain in the State and explain in full:

N/A

H. Principal stockholders, members, or partners, if any, of Subtenant:

Name and Address	Percent Owned
<u>James Bonanno</u>	<u>40%</u>
<u>David Johnson</u>	<u>40%</u>
<u>Kevin Baile</u>	<u>20%</u>

I. Has the Subtenant, or any subsidiary or affiliate of the Subtenant, or any stockholder, partner, member, officer, director, or other entity with which any of these individuals is or has been associated with:

i. Ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding?

YES _____ NO X

1. If yes, please explain

ii. Been convicted of a felony, or misdemeanor, or criminal offense (other than a motor vehicle violation)?

YES _____ NO X

1. If yes, please explain

J. Relationship of Subtenant to Company (e.g., affiliate, arm's-length tenant, etc.)

Arm's-length tenant

K. Proposed area of the facility to be occupied by the Subtenant (Sq. Ft.) 5,644

L. Describe the specific operations of the Subtenant or other users to be conducted at the project site:

The business of the operation of a restaurant and bar serving such items that are sold in Subtenant's other locations.

M. Does the proposed use and occupancy of the Subtenant conform with all applicable zoning, planning, building and Environmental Laws, ordinances, rules and regulations of governmental authorities having jurisdiction over the Facility?

YES X NO _____

i. If no, please explain

IV. Proposed Sublease Agreement Terms

A. **Attach a copy of Executed Sublease Agreement (may be conditioned upon Agency approval)**

Term:	<u>Ten years and six months</u>
Commencement Date:	<u>April 1, 2024 or date Subtenant opens for business, if earlier</u>
Guarantors:	<u>James Bonanno</u>
Base Rent:	<u>\$206,006.00</u>
Base Rent Increases and Intervals:	<u>3% annually</u>
Common Area Rent:	<u>\$8.77 per square foot estimated common area costs</u>

B. **Improvements to Proposed Demised Area to be Made by Company**

Description: See attachment 1.

Cost: _____

Source of Payment: Equity and construction loan.

C. **Improvements to Proposed Demised Area to be Made by Subtenant**

Description: Typical fit up for a "Tap Room" restaurant and bar.

Cost:

Source of Payment: Company allowance and Subtenant equity

D. Fair Market Rent Evaluation

Is rent to be charged Fair Market? YES NO

How was Fair Market rent determined? (Attach supporting documentation)

Company retained a Long Island based commercial real estate broker.

E. Does or will any of the "Financial Assistance" provided by the Agency, including Real Estate Tax Exemption, Sales and Use Tax Exemption, benefit the Subtenant in any manner?

YES NO

If yes, explain

The Subtenant will benefit because the tax payment Subtenant is responsible for is lower than if there was no Financial Assistance and Company's work letter will benefit from the sales tax exemption.

F. How many Full-Time Equivalent Employees (FTEs) are there presently at the subtenant's current location: N/A

- How may additional FTEs are to be expected at the Facility regarding this application: 20

G. Salary and Fringe Benefits by Subtenant

Jobs To be Created:

	Average Salary	Average Fringe Benefits
Salary Wage Earners	<u>75,000</u>	_____
Commission Wage Earners	_____	_____
Hourly Wage Earners	<u>\$18/Hr.</u>	_____
1099/Contract Workers	_____	_____

What is the annualized salary range of jobs to be created?

\$ 30,000 to \$ 100,000

What is the number of construction jobs created as a result of this Subtenant

Application? 10 (FTEs)

V. Mortgagees

Have the Holders of all mortgages or record consented to the proposed sublease?

YES _____ NO _____

If yes, attach evidence thereof.

COMPANY CERTIFICATION

Keiley Coughlan Heck [Insert name of Chief Executive Officer/Manager/Partner of proposed Company] deposes and says that s/he is the Authorized Signatory [insert title] of Hawkins Ave Development RHP2, LLC [insert name of Company], the company named in the attached application; that s/he has read the foregoing application and knows the contents thereof; that the same is true to her/his knowledge.

Deponent further says that the reason this verification is being made by the deponent and not by Hawkins Ave Development RHP2, LLC

[insert name of Company] is because the said company is a limited liability company [insert type of entity]. The grounds of deponent's belief relative to all matters in the said application which are not stated upon her/his own personal knowledge, are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from books and papers of said company.

As an Authorized Signatory [insert position, e.g., officer, member, manager, partner] of said company (hereinafter referred to as the "applicant"), deponent acknowledges and agrees that applicant shall be and is responsible for all costs incurred by the Town of Brookhaven Industrial Development Agency (hereinafter referred to as the "Agency") in connection with this application and all matters relating to the proposed sublease, including the Agency's attorneys' fees, regardless of whether or not the applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels, or neglects the application or if the applicant is unable to consummate the sublease for any reason. upon presentation of invoices, applicant shall pay to the agency, its agents or assigns, all costs incurred with respect to the application, including fees to counsel for the agency and fees of general counsel for the agency.

[Handwritten Signature]

Chief Executive Officer/Member/Manager/Partner of Company

Sworn to before me this 29 day of August 2023

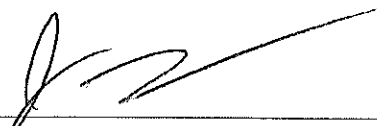
Linda M. Lobiondo
NOTARY PUBLIC



SUBTENANT CERTIFICATION

James Bonanno [Insert name of Chief Executive Officer/Manager/Partner of proposed Subtenant] deposes and says that s/he is the Manasins Member [insert title] of Ronkonkoma Tap Room LLC [insert name of Subtenant], the proposed subtenant named in the attached application; that s/he has read the foregoing application and knows the contents thereof; that the same is true to her/his knowledge.

Deponent further says that the reason this verification is being made by the deponent and not by Ronkonkoma Tap Room LLC [insert name of Subtenant] is because the said proposed subtenant is a limited liability company [insert type of entity]. The grounds of deponent's belief relative to all matters in the said application which are not stated upon her/his own personal knowledge, are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from books and papers of said proposed subtenant.



Chief Executive Officer/Member/Manager/Partner of Subtenant

Sworn to before me this 15th day of August, 2023



NOTARY PUBLIC

ASHLEY E. PIZZUTI
Notary Public, State of New York
No. 01PI6405574
Qualified in Suffolk County 24
Commission Expires March 8, 2024



October 13, 2023

Ms. Lisa Mulligan
Town of Brookhaven Industrial Development Agency
1 Independence Hill, 2nd Floor
Farmingville, NY 11738

Subject: STATION YARDS MASTER DEVELOPMENT - PHASE 2B – TOWN OF BROOKHAVEN IDA APPLICATION

Dear Ms. Mulligan,

On behalf of Ronk Hub Nova, LLC (“Applicant”), I am pleased to submit the enclosed application to the Town of Brookhaven Industrial Development Agency for the proposed Station Yards¹ Phase 2B Project (the “Project”), which is situated on approximately 3.16 acres bordered by Railroad Avenue, Hawkins Avenue, Union Street and Garrity Avenue in Ronkonkoma, NY 11779 (Suffolk County Tax Map information affixed below).

The most successful regions throughout the country will be those that are able to attract and retain a diverse and talented workforce – and diversified housing options are a critical component of that equation. However, Long Island faces an affordability crisis and is in desperate need of additional multifamily housing at all levels of the income spectrum. In fact, Suffolk County’s rental housing market represents just 19% of households, compared to the competitive markets of Bergen County, Fairfield County and Westchester County, which have 48%, 43% and 56%, respectively. Long Island needs approximately 150,000 apartments to fill that void, yet the region is only delivering a couple thousand units (at most) each year. The severe supply-demand imbalance of rental housing has direct implications on the region’s high cost of living. A lack of rental housing options hurts the local economy and threatens stagnation. With persistent low vacancy rates (an indicator of high demand), Long Island will continue to face an affordability crisis until the supply of housing is alleviated.

Recognizing the need and the desire for housing through smart multifamily developments located near train stations, the Town of Brookhaven established the Urban Renewal Plan for The Ronkonkoma Hub (“Urban Renewal Plan”) in 2012. The Urban Renewal Plan was created in order to facilitate the redevelopment of the Ronkonkoma Hub area as a Transit-Oriented Development (“TOD”) area featuring a mix of higher density residential development, commercial, hospitality, office and retail uses. The intent of the plan was to address blighted conditions identified within the Ronkonkoma Hub Project Area. To date, the Applicant (through related entities) has completed the Ronkonkoma Hub Sewer Pump Station, Phase 1 (Alston) consisting of 489 apartment units, as well as related infrastructure work throughout the Master Development area, and is nearing completion of Phase 2A consisting of 388 apartment units, 67,000 square feet of retail and 16,000 square feet of office space.

The Applicant anticipates investing over \$113 million in the next phase of Station Yards Phase 2B. The Project will incorporate the core elements of sustainable development, thoughtful land use planning, Smart Growth principles, and excellent design standards to support the Ronkonkoma community’s efforts to

¹ Station Yards is formerly referred to as Ronkonkoma Hub. These names are often used interchangeably.

revitalize its downtown into a lively walkable, transit-oriented neighborhood. The Project will accomplish the Urban Renewal Plan's goal of eliminating blighted conditions and promote compact, mixed-use development in proximity to the Ronkonkoma rail station, further enhancing the area's economic vibrancy. The overall Phase 2² community center will serve as Station Yards' core downtown, and Phase 2B will act as the fourth wall to this downtown community center and the bookend to the Station Yards Master Development. It is a crucial component of the overall development. We believe the success of our project will enhance the success of the greater community, and vice versa.

The proposed Project presents a compelling opportunity to deliver new high-quality, amenitized, professionally managed rental housing to a deep, diverse and underserved market living in the greater Ronkonkoma area. Below is a short overview of the proposed Project highlights:

- Transformative Project: The Project will be a \$113 million transformative, transit-oriented development situated within the boundaries of the Urban Renewal Plan for the Ronkonkoma Hub.
- Significant Economic Benefits: The Project will result in significant economic benefits as outlined below:
 - Construction Phase (projected economic impacts within Suffolk County):
 - Approx. 550 jobs
 - \$82.5 million in spending
 - Operational Phase / Post-Construction (projected **annual** economic impacts within the Town of Brookhaven):
 - \$5.6 million of projected resident earnings to be spent annually in the Town
- Walkable, TOD: The site is walkable to the nearly completed Station Yards Phase 2A, consisting of approx. 67,000SF of retail and employment centers. The site is located within immediate vicinity to mass transit (multiple modes of transportation, including road, rail and air).
- Significant Amenity Space: The proposed Project will provide a significant amount of first-class unparalleled amenity space for the enjoyment of the Project's residents.
 - Exterior amenity space: Includes a swimming pool, barbecue stations, fire pits, bicycle storage and repair unit, a heavily landscaped courtyard and a rooftop terrace.
 - Interior amenity space: Includes a fitness and aerobic center, on-site concierge service and a large community lounge space.
 - The Project will also feature on-site property management, covered parking, and elevator access.
- Use of Residential-Quality Products: The Project will be constructed with high-quality materials, consistent with Class A rental housing. The apartment units will be designed with state-of-the-art Energy Star appliances, stone countertops, wood cabinets, vinyl wood flooring in living spaces, washer and dryer in each unit, ample storage, tile floors in bathrooms, and approximately 9-foot ceilings.
- Environmental: As part of demolition, we will complete asbestos and PCB ballast remediation to remove an environmental hazard from the community, with the contaminated material being

² The overall Phase 2 site plan consists of Phase 2A and Phase 2B.

properly reported and disposed of at the Applicant's cost. We will install Energy Star appliances and mechanical systems to minimize energy consumption, as well as electric vehicle charging stations. We will build a 247-stall parking structure eliminating the need for asphalt surface parking, thereby reducing heat island effect (a contributing factor to climate change). Further, we have hired a sustainability consultant that will assist in ensuring this project meets LEED Gold criteria.

TRITEC is a full-service corporation that has demonstrated its dedication to delivering high-quality performance with integrity and lasting value since its inception over thirty years ago. With any questions or comments, please do not hesitate to contact me at 631-751-0300 or kelleyc@tritecre.com. We are sincerely grateful for your consideration and we look forward to the opportunity of working with the Town of Brookhaven IDA on continuing a project that we believe will generate immediate and long-term economic impact and assistance to the Town and the Ronkonkoma community, especially in light of our current economic climate.

Sincerely,

A handwritten signature in black ink, appearing to read 'K Heck', is positioned above the printed name.

Kelley Heck

Authorized Signatory | Ronk Hub Nova, LLC

P: 631-751-0300 | E: kelleyc@tritecre.com

Attachment:

SUFFOLK COUNTY TAX MAP NUMBER			
<i>District</i>	<i>Section</i>	<i>Block</i>	<i>Lot</i>
200	799	3	32
200	799	3	33.1
200	799	3	33.2
200	799	3	34
200	799	3	35
200	799	3	36
200	799	3	37
200	799	3	38
200	799	3	39
200	799	3	40.1 & 40.2
200	799	3	41
200	799	3	42
200	799	3	43
200	799	3	44

**FORM APPLICATION FOR FINANCIAL ASSISTANCE
TOWN OF BROOKHAVEN INDUSTRIAL DEVELOPMENT AGENCY
1 Independence Hill, 2nd Floor, Farmingville, New York 11738
631 406-4244**

DATE: September 28, 2023

APPLICATION OF: RONK HUB NOVA, LLC*
Name of Owner and/or User of Proposed Project

ADDRESS: 45 RESEARCH WAY, SUITE 100
EAST SETAUKET, NY 11733

Type of Application: Tax-Exempt Bond Taxable Bond
 Straight Lease Refunding Bond

Please respond to all items either by filling in blanks, by attachment (by marking space "see attachment number 1", etc.) or by N.A., where not applicable. Application must be filed in two copies. A non-refundable application fee is required at the time of submission of this application to the Agency. The non-refundable application fee is \$3,000 for applications under \$5 million and \$4,000 for applications of \$5 million or more, and should be made payable to the Town of Brookhaven Industrial Development Agency.

Transaction Counsel to the Agency may require a retainer which will be applied to fees incurred and actual out-of-pocket disbursements made during the inducement and negotiation processes and will be reflected on their final statement at closing.

Information provided herein will not be made public by the Agency prior to the passage of an official Inducement Resolution but may be subject to disclosure under the New York State Freedom of Information Law.

Prior to submitting a completed final application, please arrange to meet with the Agency's staff to review your draft application. Incomplete applications will not be considered. The Board reserves the right to require that the applicant pay for the preparation of a Cost Benefit Analysis, and the right to approve the company completing the analysis.

PLEASE NOTE: It is the policy of the Brookhaven IDA to encourage the use of local labor and the payment of the area standard wage during construction on the project.

IDA benefits may not be conferred upon the Company until the Lease and Project Agreement have been executed.

*NOTE: With the exception of one property owner (owner 6 tax parcels), Applicant has purchased and/or is in contract to purchase all property in this phase of the Ronkonkoma Hub development ("Phase 2B" or the "Project"). Applicant will also negotiate a separate / new joint partnership agreement for this Project. If negotiations are successful, a new joint venture entity will be created to own the property.

INDEX

PART I OWNER AND USER DATA

PART II OPERATION AT CURRENT LOCATION

PART III PROJECT DATA

PART IV PROJECT COSTS AND FINANCING

PART V PROJECT BENEFITS

PART VI EMPLOYMENT DATA

PART VII REPRESENTATIONS, CERTIFICATIONS AND INDEMNIFICATION

PART VIII SUBMISSION OF MATERIALS

EXHIBIT A Proposed PILOT Schedule
SCHEDULE A Agency's Fee Schedule
SCHEDULE B Construction Wage Policy
SCHEDULE C Recapture and Termination Policy

Part I: Owner & User Data

I. Owner Data:

A. Owner (Applicant for assistance): RONK HUB NOVA, LLC*

Address: 45 RESEARCH WAY, SUITE 100
EAST SETAUKET, NY 11733

Federal Employer ID #: [REDACTED] Website: WWW.TRITECRE.COM

NAICS Code: 531390

Owner Officer Certifying Application: Kelley C. Heck

Title of Officer: AUTHORIZED SIGNATORY OF APPLICANT

Phone Number: [REDACTED] E-mail: [REDACTED]

B. Business Type:

Sole Proprietorship Partnership Limited Liability Company

Privately Held Public Corporation Listed on _____

State of Incorporation/Formation: DELAWARE

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

REAL ESTATE HOLDING COMPANY

D. Owner Counsel:

Firm Name: FARRELL FRITZ, P.C.

Address: 400 RXR PLAZA
UNIONDALE, NEW YORK 11556

Individual Attorney: PETER L. CURRY, ESQ.

Phone Number: 516-227-0700 E-mail: PCURRY@FARRELLFRITZ.COM

*NOTE: With the exception of one property owner (owner 6 tax parcels), Applicant has purchased and/or is in contract to purchase all property in this phase of the Ronkonkoma Hub development ("Phase 2B" or the "Project"). Applicant will also negotiate a separate / new joint partnership agreement for this Project. If negotiations are successful, a new joint venture entity will be created to own the property.

E. Principal Stockholders, Members or Partners, if any, of the Owner:

Name	Percent Owned
TREC RONK HUB, LLC	25%
CREL/OAC L.L.C.	75%

F. Has the Owner, or any subsidiary or affiliate of the Owner, or any stockholder, partner, member, officer, director, or other entity with which any of these individuals is or has been associated with:

- i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (If yes, please explain)

TO APPLICANT'S KNOWLEDGE, NO.

- ii. been convicted of a felony, or misdemeanor, or criminal offense (other than a motor vehicle violation)? (If yes, please explain)

TO APPLICANT'S KNOWLEDGE, NO.

G. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the Owner, list all other organizations which are related to the Owner by virtue of such persons having more than a 50% interest in such organizations.

AFFILIATES OF EACH MEMBER OF THE APPLICANT OWN DIRECTLY OR HOLD MEMBERSHIP INTERESTS IN OTHER COMMERCIAL REAL ESTATE FACILITIES

H. Is the Owner related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

SEE ANSWER G ABOVE

I. List parent corporation, sister corporations and subsidiaries:

SEE ANSWER G ABOVE

J. Has the Owner (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town, or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

Please see Attachment I (attached).

K. List major bank references of the Owner:

ING CAPITAL LLC, TRUIST BANK, UBS, FREDDIE MAC

2. User Data

*** (for co-applicants for assistance or where a landlord/tenant relationship will exist between the owner and the user)*** N/A

A. User (together with the Owner, the "Applicant"): _____

Address: _____

Federal Employer ID #: _____ Website: _____

NAICS Code: _____

User Officer Certifying Application: _____

Title of Officer: _____

Phone Number: _____ E-mail: _____

B. Business Type:

Sole Proprietorship Partnership Privately Held

Public Corporation Listed on _____

State of Incorporation/Formation: _____

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

D. Are the User and the Owner Related Entities? Yes No

i. If yes, the remainder of the questions in this Part I, Section 2 (with the exception of "F" below) need not be answered if answered for the Owner.

ii. If no, please complete all questions below.

E. User's Counsel:

Firm Name: _____

Address: _____

Individual Attorney: _____

Phone Number: _____

E-mail: _____

F. Principal Stockholders or Partners, if any:

Name

Percent Owned

G. Has the User, or any subsidiary or affiliate of the User, or any stockholder, partner, officer, director, or other entity with which any of these individuals is or has been associated with:

i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (If yes, please explain)

ii. been convicted of a felony or criminal offense (other than a motor vehicle violation)? (If yes, please explain)

H. If any of the above persons (see "F", above) or a group of them, owns more than 50% interest in the User, list all other organizations which are related to the User by virtue of such persons having more than a 50% interest in such organizations.

I. Is the User related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

J. List parent corporation, sister corporations and subsidiaries:

K. Has the User (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town, or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

L. List major bank references of the User:

Part II – Operation at Current Location

*****(if the Owner and the User are unrelated entities, answer separately for each)***** N/A

1. Current Location Address: _____

2. Owned or Leased: _____

3. Describe your present location (acreage, square footage, number buildings, number of floors, etc.):

4. Type of operation (manufacturing, wholesale, distribution, retail, etc.) and products and/or services:

5. Are other facilities or related companies of the Applicant located within the State?

Yes No

A. If yes, list the Address: _____

6. Will the completion of the project result in the removal of any facility or facilities of the Applicant from one area of the state to another OR in the abandonment of any facility or facilities of the Applicant located within the State? Yes No

A. If no, explain how current facilities will be utilized: _____

- B. If yes, please indicate whether the project is reasonably necessary for the Applicant to maintain its competitive position in its industry or remain in the State and explain in full:

7. Has the Applicant actively considered sites in another state? Yes No

A. If yes, please list states considered and explain: _____

8. Is the requested financial assistance reasonably necessary to prevent the Applicant from moving out of New York State? Yes No

A. Please explain: _____

9. Number of full-time equivalent employees (FTE's) at current location and average salary (indicate hourly or yearly salary):

Part III – Project Data

1. Project Type:

A. What type of transaction are you seeking? (Check one)

- Straight Lease Taxable Bonds Tax-Exempt Bonds
Equipment Lease Only

B. Type of benefit(s) the Applicant is seeking: (Check all that apply)

- Sales Tax Exemption Mortgage Recording Tax Exemption
PILOT Agreement:

2. Location of project:

A. Street Address: LAND BOUNDED BY RAILROAD AVENUE, HAWKINS AVENUE, UNION ST, GARRITY AVE

B. Tax Map: District _____ Section _____ Block _____ Lot(s) _____

SEE ATTACHMENT II

C. Municipal Jurisdiction:

- i. Town: BROOKHAVEN
ii. Village: N/A
iii. School District: SACHEM

D. Acreage: 3.90

3. Project Components (check all appropriate categories):

A. Construction of a new building Yes No

i. Square footage: APPROX. 200,673 GSF

B. Renovations of an existing building Yes No

i. Square footage: _____

C. Demolition of an existing building Yes No

i. Square footage: 34,110 SF

D. Land to be cleared or disturbed Yes No

i. Square footage/acreage: 3.9 ACRES

E. Construction of addition to an existing building Yes No

i. Square footage of addition: _____

ii. Total square footage upon completion: _____

F. Acquisition of an existing building Yes No

i. Square footage of existing building: 32,325 SF *

*With the exception of one property owner (owner 6 tax parcels), Applicant has purchased and/or is in contract to purchase all property in this phase of the Ronkonkoma Hub development ("Phase 2B" or the "Project").

- G. Installation of machinery and/or equipment Yes No
i. List principal items or categories of equipment to be acquired: APPLIANCES, FURNITURE,

MECHANICAL SYSTEMS AND OTHER EQUIPMENT CONSISTENT WITH MULTIFAMILY RENTAL APARTMENTS & RELATED AMENITY SPACES, AND RETAIL SPACES

4. Current Use at Proposed Location:

A. Does the Applicant currently hold fee title to the proposed location?

- i. If no, please list the present owner of the site: SEE ATTACHMENT II

B. Present use of the proposed location: VARIOUS USES, INCLUDING BUS COMPANY OPERATIONS, RETAIL TENANTS AND VACANT BUILDING UNITS

C. Is the proposed location currently subject to an IDA transaction (whether through this Agency or another?) Yes No

- i. If yes, explain: _____

D. Is there a purchase contract for the site? (If yes, explain): Yes No

*NOTE: With the exception of one property owner (owner 6 tax parcels), Applicant has purchased and/or is in contract to purchase all property in Phase 2B.

E. Is there an existing or proposed lease for the site? (If yes, explain): Yes No

5. Proposed Use:

A. Describe the specific operations of the Applicant or other users to be conducted at the project site: ONE MIXED-USE MULTIFAMILY RESIDENTIAL BUILDING, CONSISTING OF APPROXIMATELY 175 RESIDENTIAL UNITS

TOTALING APPROXIMATELY 199,254 SQUARE FEET OF RESIDENTIAL RENTAL SPACE, TOGETHER WITH A

STRUCTURED PARKING GARAGE AND APPROXIMATELY 1,419 SQUARE FEET OF RETAIL SPACE.

B. Proposed product lines and market demands: RESIDENTIAL RENTAL AND COMMERCIAL USES

C. If any space is to be leased to third parties, indicate the tenant(s), total square footage of the project to be leased to each tenant, and the proposed use by each tenant:

PLEASE SEE ANSWER TO 5.A. ABOVE.

D. Need/purpose for project (e.g., why is it necessary, effect on Applicant's business):

THE SUBJECT PROJECT IS CONSIDERED PHASE 2B OF THE PREVIOUSLY AGENCY-APPROVED DEVELOPMENT OF THE RONKONKOMA HUB TRANSFORMATIONAL COMMUNITY. THIS PHASE WILL INTRODUCE THE FOURTH WALL OF THE VILLAGE SQUARE THAT IS INTEGRAL TO ITS SUCCESS OF THE OVERALL MASTER DEVELOPMENT.

E. Will any portion of the project be used for the making of retail sales to customers who personally visit the project location? Yes No

i. If yes, what percentage of the project location will be utilized in connection with the sale of retail goods and/or services to customers who personally visit the project location? LESS THAN 1%

F. To what extent will the project utilize resource conservation, energy efficiency, green technologies, and alternative / renewable energy measures?

SEE ATTACHMENT II

6. Project Work:

A. Has construction work on this project begun? If yes, complete the following: NO

- i. Site Clearance: Yes No % COMPLETE _____
- ii. Foundation: Yes No % COMPLETE _____
- iii. Footings: Yes No % COMPLETE _____
- iv. Steel: Yes No % COMPLETE _____
- v. Masonry: Yes No % COMPLETE _____
- vi. Other: _____

B. What is the current zoning? RONKONKOMA HUB TOD DISTRICT

C. Will the project meet zoning requirements at the proposed location?

Yes No

D. If a change of zoning is required, please provide the details/status of the change of zone request: N/A

E. Have site plans been submitted to the appropriate planning department? Yes No

F. Is a change of use application required? Yes No

7. Project Completion Schedule:

A. What is the proposed commencement date for the acquisition and the construction/renovation/equipping of the project?

i. Acquisition: VARIES (Q3 through Q4 2023)

ii. Construction/Renovation/Equipping: Q4 2023

B. Provide an accurate estimate of the time schedule to complete the project and when the first use of the project is expected to occur: ANTICIPATED CONSTRUCTION TIMEFRAME IS 20 MONTHS.

Part IV – Project Costs and Financing

1. Project Costs:

A. Give an accurate estimate of cost necessary for the acquisition, construction, renovation, improvement and/or equipping of the project location:

<u>Description</u>	<u>Amount</u>
Land and/or building acquisition ¹	\$ <u>6,970,000</u>
Building(s) demolition/construction ²	\$ <u>53,355,939</u>
Building renovation	\$ <u>0</u>
Site Work ³	\$ <u>1,935,511</u>
Machinery and Equipment	\$ <u>28,225,988</u>
Legal Fees	\$ <u>1,702,800</u>
Architectural/Engineering Fees ⁴	\$ <u>2,652,900</u>
Financial Charges	\$ <u>5,730,550</u>
Other (Specify) ⁵	\$ <u>12,228,689</u>
Total *	\$ <u>112,802,377</u>

Please provide the percentage of materials and labor that will be sourced locally (Suffolk/Nassau Counties) Approximately 60%

Please note, IDA fees are based on the total project costs listed above. At the completion of your project, you are required to provide both a certificate of completion along with a cost affidavit certifying the final project costs. The IDA fees may be adjusted as a result of the certified cost affidavit. Money will not be refunded if the final project cost is less than the amount listed above.

*NOTES:

1. APPLICANT IS STILL NEGOTIATING CONTRACTS TO ACQUIRE THE REMAINING LAND WITHIN THE PROJECT AREA.
2. INCLUDES GC FEES AND CONTINGENCIES
3. INCLUDES LABOR ESTIMATE ONLY (MACHINERY/EQUIPMENT/MATERIALS ESTIMATE IS INCLUDED IN THE 'MACHINERY AND EQUIPMENT' LINE)
4. INCLUDES ARCHITECT, ENGINEERING, SURVEY AND ENVIRONMENTAL COSTS
5. INCLUDES ACCOUNTING, CONSULTANTS, INSURANCE, PERMITS, FEES, LEASING COMMISSIONS, SOFT COST CONTINGENCY, MARKETING AND OPERATING RESERVES

2. Method of Financing:

	Amount	Term
A. Tax-exempt bond financing:	\$ _____	_____ years
B. Taxable bond financing:	\$ _____	_____ years
C. Conventional Mortgage:	\$ <u>69,799,425</u>	<u>30</u> years
D. SBA (504) or other governmental financing:	\$ _____	_____ years
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ <u>5,000,000</u>	
F. Other loans:	\$ _____	_____ years
G. Owner/User equity contribution:	\$ <u>38,002,952</u>	_____ years
Total Project Costs	\$ <u>112,802,377</u>	

i. What percentage of the project costs will be financed from public sector sources?

4.4%

3. Project Financing:

A. Have any of the above costs been paid or incurred (including contracts of sale or purchase orders) as of the date of this application? Yes No

i. If yes, provide detail on a separate sheet. SEE ATTACHMENT III

B. Are costs of working capital, moving expenses, work in progress, or stock in trade included in the proposed uses of bond proceeds? Give details:

NO

C. Will any of the funds borrowed through the Agency be used to repay or refinance an existing mortgage or outstanding loan? Give details:

NO

D. Has the Applicant made any arrangements for the marketing or the purchase of the bond or bonds? If so, indicate with whom:

N/A

Part V – Project Benefits

1. Mortgage Recording Tax Benefit:

A. Mortgage Amount for exemption (include sum total of construction/permanent/bridge financing):

\$ 0

B. Estimated Mortgage Recording Tax Exemption (product of Mortgage Amount and .75%):

\$ 0

2. Sales and Use Tax Benefit:

A. Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax (such amount to benefit from the Agency’s exemption):

\$ 61,400,858 = ((\$ 53,355,939 + \$ 1,935,511) x 60%) + \$ 28,225,988

B. Estimated State and local Sales and Use Tax exemption (product of 8.625% and figure above):

\$ 5,295,824

C. If your project has a landlord/tenant (owner/user) arrangement, please provide a breakdown of the number in “B” above:

i. Owner: \$ 59,939

ii. User: \$ 5,235,885 TRITEC BUILDING COMPANY, INC.

3. Real Property Tax Benefit:

A. Identify and describe if the project will utilize a real property tax exemption benefit other than the Agency’s PILOT benefit: N/A

B. Agency PILOT Benefit:

i. Term of PILOT requested: 25-YEAR TERM COMMENCING UPON CONSTRUCTION COMPLETION

ii. Upon acceptance of this application, the Agency staff will create a PILOT schedule and attach such information to Exhibit A hereto. Applicant hereby requests such PILOT benefit as described on Exhibit A.

**** This application will not be deemed complete and final until Exhibit A hereto has been completed. ****

Part VI – Employment Data

1. List the Applicant’s and each user's present employment and estimates of (i) employment at the proposed project location, not just new employment, at the end of year one and year two following project completion and (ii) the number of residents of the Labor Market Area* (“LMA”) that would fill the full-time and part-time jobs at the end of the second year following completion:

Present number of FTEs **: 0 6/30/2023
 Date Average Annual Salary of Jobs to be Retained
 FTEs to be Created in First Year: 2025 (fill in year)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
FTE											15	15	15

FTEs to be Created in Second Year: 2026 (fill in year)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
FTE	15	15	15	15	15	15	15	15	15	15	15	15	15

Number of Residents of LMA:

Full-Time: 11 **Cumulative Total FTEs ** After Year 2** 15

Part-Time: 20 (allocated across Phases 1, 2A and 2B, of which Phase 2B accounts for 17% of total residential units
 --> 20 employees x 17% = 4 employees allocated to Phase 2B)

Construction Jobs to be Created: Estimated at 550

* The Labor Market Area includes the County/City/Town/Village in which the project is located as well as Nassau and Suffolk Counties.

** To calculate FTEs (Full-Time Equivalent Employees) please use the following example: if an organization considers 40 hours per week as full-time and there are four employees who work 10 hours each per week, the cumulative hours for those employees equal 1 FTE.

2. Salary and Fringe Benefits:

Category of Jobs to be Created	Average Salary	Average Fringe Benefits
Salary Wage Earners	67,150	20,625
Commission Wage Earners		
Hourly Wage Earners		
1099 and Contract Workers		

What is the annualized salary range of jobs to created? 58,379 to 207,568
 (includes annual fringe benefits)

Note: The Agency reserves the right to visit the facility to confirm that job creation numbers are being met.

Part VII – Representations, Certifications and Indemnification

1. Is the Applicant in any litigation which would have a material adverse effect on the Applicant's financial condition? (If yes, furnish details on a separate sheet)

Yes No

2. Has the Applicant or any of the management of the Applicant, the anticipated users or any of their affiliates, or any other concern with which such management has been connected, been cited for a violation of federal, state, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or other operating practices? (If yes, furnish details on a separate sheet)

Yes No

3. Is there a likelihood that the Applicant would proceed with this project without the Agency's assistance? (If no, please explain why; if yes, please explain why the Agency should grant the benefits requested)

Yes No

SEE RESPONSE BELOW

4. If the Applicant is unable to obtain financial assistance from the Agency for the project, what would be the impact on the Applicant and on the municipality?

SEE RESPONSE BELOW

3. WITHOUT THE ASSISTANCE OF THE BROOKHAVEN INDUSTRIAL DEVELOPMENT AGENCY, THE PROJECT WOULD NOT BE FINANCIALLY FEASIBLE. THERE HAVE BEEN NO SIGNIFICANT MIXED-USE, RESIDENTIAL PROJECTS UNDERTAKEN ON LONG ISLAND WITHOUT IDA ASSISTANCE. MAINTAINING REAL ESTATE TAXES AT A PARTIALLY-ABATED LEVEL ALLOWS THE APPLICANT TO CONSTRUCT THE IMPROVEMENTS, LEASE THE UNITS/SPACES OVER A REASONABLE TIMEFRAME, STABILIZE THE PROJECT, AND ASSIST THE LOCAL COMMUNITY IN ITS REDEVELOPMENT EFFORTS THROUGH THE TRANSFORMATION OF THE RONKONKOMA HUB [STATION YARDS] DEVELOPMENT.

4. THE APPLICANT WOULD BE UNABLE TO MOVE FORWARD WITH THE \$112,800,000 INVESTMENT IN PHASE 2B OF THE STATION YARDS DEVELOPMENT, AND SUBSEQUENTLY RONKONKOMA AND THE TOWN OF BROOKHAVEN WILL LOSE MILLIONS OF DOLLARS IN ANNUAL ECONOMIC IMPACT THAT THE PROJECT IS ESTIMATED TO GENERATE ONCE OPERATIONAL IN ADDITION TO THE JOBS TO BE CREATED DURING THE CONSTRUCTION PHASE.

Original signature and initials are required. Electronic signatures and initials are not permitted.

5. The Applicant understands and agrees that in accordance with Section 858-b(2) of the General Municipal Law, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the project will be listed with the New York State Department of Labor, Community Services Division and with the administrative entity of the service delivery area created pursuant to the Job Training Partnership Act (PL 97-300) in which the project is located (collectively, the "Referral Agencies"). The Applicant also agrees that it will, except as otherwise provided by collective bargaining contracts or agreements to which they are parties, where practicable, first consider for such new employment opportunities persons eligible to participate in federal job training partnership programs who shall be referred by the Referral Agencies.

Initial KCA

6. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement in the Project as well as may lead to other possible enforcement actions.

Initial KCA

7. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Initial KCH

8. The Applicant represents and warrants that to the Applicant's knowledge neither it nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners, and none of their respective employees, officers, directors, representatives or agents is, nor will they become a person or entity with who United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury (including those named on OFAC's Specially Designated and Blocked Persons List or under any statute, executive order including the September 24, 2001, Executive Order Block Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism, or other governmental action and is not and will not assign or otherwise transfer this Agreement to, contract with or otherwise engage in any dealings or transactions or be otherwise associated with such persons or entities.

Initial KCH

9. The Applicant confirms and hereby acknowledges it has received the Agency's fee schedule attached hereto as Schedule A and agrees to pay such fees, together with any expenses incurred by the Agency, including those of Transaction Counsel, with respect to the Facility. The Applicant agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, employees, and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the project. The IDA fees are based on the total project costs listed in this application. At the completion of the project, you are required to provide both a certificate of completion along with a cost affidavit certifying the final project costs. The IDA fees may be increased as a result of the certified cost affidavit. Monies will not be refunded if the final costs are below the amount listed in the application.

Initial KCH *

10. The Applicant confirms and hereby acknowledges it has received the Agency's Construction Wage Policy attached hereto as Schedule B and agrees to comply with the same.

Initial KCH

11. The Applicant hereby agrees to comply with Section 875 of the General Municipal Law. The Company further agrees that the financial assistance granted to the project by the Agency is subject to recapture pursuant to Section 875 of the Act and the Agency's Recapture and Termination Policy, attached hereto as Schedule C.

Initial KCH

12. The Applicant confirms and hereby acknowledges it has received the Agency's PILOT Policy attached hereto as Schedule D and agrees to comply with the same.

Initial KCH

13. The Company hereby authorizes the Agency, without further notice or consent, to use the Company's name, logo and photographs related to the Facility in its advertising, marketing, and communications materials. Such materials may include web pages, print ads, direct mail and various types of brochures or marketing sheets, and various media formats other than those listed (including without limitation video or audio presentations through any media form). In these materials, the Agency also has the right to publicize its involvement in the Project.

Initial KCH

Part VIII – Submission of Materials

1. Financial statements for the last two fiscal years (unless included in the Applicant's annual report).
2. Applicant's annual reports (or 10-K's if publicly held) for the two most recent fiscal years.
3. Quarterly reports (form 10-Q's) and current reports (form 8-K's) since the most recent annual report, if any.
4. In addition, please attach the financial information described in items A, B, and C of any expected guarantor of the proposed bond issue.
5. Completed Environmental Assessment Form.
6. Most recent quarterly filing of NYS Department of Labor Form 45, as well as the most recent fourth quarter filing. Please remove the employee Social Security numbers and note the full-time equivalency for part-time employees.

(Remainder of Page Intentionally Left Blank)

Part IX – Special Representations

1. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed project. The Applicant hereby indicates its compliance with Section 862(1) by signing the applicable statement below. **(Please sign only one of the following statements a. or b. below).**

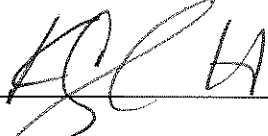
- a. The completion of the entire project will not result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state.

Representative of the Applicant: 

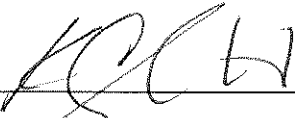
- b. The completion of this entire project will result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state because the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

Representative of the Applicant: _____


2. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Representative of the Applicant: 

3. In accordance with Section 862(1) of the New York General Municipal Law the Applicant understands and agrees that projects which result in the removal of an industrial or manufacturing plant of the project occupant from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the project occupant within the State is ineligible for financial assistance from the Agency, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the project in its respective industry or to discourage the project occupant from removing such other plant or facility to a location outside the State.

Representative of the Applicant: 

4. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving financial assistance for the proposed project is in substantial compliance with applicable local, state, and federal tax, worker protection and environmental laws, rules, and regulations.

Representative of the Applicant: 

Part X – Certification

Kelley C. Heck (Name of representative of entities submitting application) deposes and says that he or she is the Authorized Signatory (title) of PONK HUB NOVA, LLC, the entities named in the attached application; that he or she has read the foregoing application and knows the contents thereof; and that the same is true to his or her knowledge.

Deponent further says that s/he is duly authorized to make this certification on behalf of the entities named in the attached Application (the “Applicant”) and to bind the Applicant. The grounds of deponent’s belief relative to all matters in said Application which are not stated upon his/her personal knowledge are investigations which deponent has caused to be made concerning the subject matter this Application, as well as information acquired by deponent in the course of his/her duties in connection with said Applicant and from the books and papers of the Applicant.

As representative of the Applicant, deponent acknowledges and agrees that Applicant shall be and is responsible for all costs incurred by the Town of Brookhaven Industrial Development Agency (hereinafter referred to as the “Agency”) in connection with this Application, the attendant negotiations and all matters relating to the provision of financial assistance to which this Application relates, whether or not ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels or neglects the application or if the Applicant is unable to find buyers willing to purchase the total bond issue required, then upon presentation of invoice, Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred with respect to the application, up to that date and time, including fees to bond or transaction counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion of the transaction contemplated herein, the Applicant shall pay to the Agency an administrative fee set by the Agency in accordance with its fee schedule in effect on the date of the foregoing application, and all other appropriate fees, which amounts are payable at closing.

The Applicant hereby subscribes and affirms under the penalties of perjury that the information provided in this Application is true, accurate and complete to the best of his or her knowledge

[Signature]
Representative of Applicant

Sworn to me before this 13th
Day of October, 2023
Linda M. LoBiondo
(seal)



**** Note: If the entities named in this Application are unrelated and one individual cannot bind both entities, Parts VII, IX and X of this Application must be completed by an individual representative for each entity ****

EXHIBIT A

Proposed PILOT Schedule

Upon acceptance of the Application and completion of the Cost Benefit Analysis, the Agency will attach the proposed PILOT Schedule to this Exhibit.

Town of Brookhaven Industrial Development
Schedule of Fees

Application -	\$3,000 for projects with total costs under \$5 million \$4,000 for projects with total costs \$5 million and over (non-refundable)
Closing/Expansion Sale/Transfer/Increase of Mortgage Amount/ Issuance of Refunding Bonds -	¾ of one percent up to \$25 million total project cost and an additional 1/4 of one percent on any project costs in excess of \$25 million. Projects will incur a minimum charge of \$10,000 plus all fees incurred by the Agency including, but not limited to publication, legal, and risk monitoring.
Annual Administrative -	\$2,000 administrative fee plus \$500 per unrelated subtenant located in the project facility. This fee is due annually.
Termination --	Between \$1,000 and \$2,500
Refinance (excluding refunding bonds) --	1/4 of one percent of mortgage amount or \$5,000, whichever is greater.
Late PILOT Payment --	5% penalty, 1% interest compounded monthly, plus \$1,000 administrative fee.
PILOT extension -	a minimum of \$15,000
Processing Fee -	\$275 per hour with a minimum fee of \$275
Lease of Existing Buildings (partial or complete) -	Fee is based on contractual lease amount.

The Agency reserves the right to adjust these fees.

Updated: November 17, 2020

*** PLEASE NOTE THAT THIS PHASE OF AN EXISTING PROJECT SHALL CALCULATE THE AGENCY FEES BASED UPON THE SCHEDULE IN EFFECT AT THE TIME OF THE CLOSING OF THE ORIGINAL PHASE.**

SCHEDULE B

CONSTRUCTION WAGE POLICY

EFFECTIVE January 1, 2005

The purpose of the Brookhaven IDA is to provide benefits that reduce costs and financial barriers to the creation and to the expansion of business and enhance the number of jobs in the Town.

The Agency has consistently sought to ensure that skilled and fair paying construction jobs be encouraged in projects funded by the issuance of IDA tax exempt bonds in large projects.

The following shall be the policy of the Town of Brookhaven IDA for application for financial assistance in the form of tax-exempt financing for projects with anticipated construction costs in excess of \$5,000,000.00 per site received after January 1, 2005. Non-profit corporations and affordable housing projects are exempt from the construction wage policy.

Any applicant required to adhere to this policy shall agree to:

- (1) Employ 90% of the workers for the project from within Nassau or Suffolk Counties. In the event that this condition cannot be met, the applicant shall submit to the Agency an explanation as to the reasons for its failure to comply and;
- (2) Be governed by the requirements of Section 220d of Article 8 of the Labor Law of the State of New York; and when requested by the Agency, provide to the Agency a plan for an apprenticeship program;

OR

- (3) Provide to the Agency a project labor agreement or alternative proposal to pay fair wages to workers at the construction site.

Furthermore, this policy may be waived, in the sole and final discretion of the Agency, in the event that the applicant demonstrates to the Agency special circumstances or economic hardship to justify a waiver to be in the best interests of the Town of Brookhaven.

Adopted: May 23, 2005

SCHEDULE C

RECAPTURE AND TERMINATION POLICY

EFFECTIVE JUNE 8, 2016

Pursuant to Sections 874(10) and (11) of Title 1 of Article 18-A of the New York State General Municipal Law (the “Act”), the Town of Brookhaven Industrial Development Agency (the “Agency”) is required to adopt policies (i) for the discontinuance or suspension of any financial assistance provided by the Agency to a project or the modification of any payment in lieu of tax agreement and (ii) for the return of all or part of the financial assistance provided by the Agency to a project. This Recapture and Termination Policy was adopted pursuant to a resolution enacted by the members of the Agency on June 8, 2016.

I. Termination or Suspension of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to terminate or suspend the Financial Assistance (defined below) provided to a project upon the occurrence of an Event of Default, as such term is defined and described in the Lease Agreement entered into by the Agency and a project applicant (the “Applicant”) or any other document entered into by such parties in connection with a project (the “Project Documents”). Such Events of Default may include, but shall not be limited to, the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Agreements; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Agreements or any other materials delivered pursuant to the Project Agreements.

The decision of whether to terminate or suspend Financial Assistance and the timing of such termination or suspension of Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and shall be subject to the notice and cure periods provided for in the Project Documents.

For the purposes of this policy, the term “Financial Assistance” shall mean all direct monetary benefits, tax exemptions and abatements and other financial assistance, if any, derived solely from the Agency’s participation in the transaction contemplated by the Project Agreements including, but not limited to:

- (i) any exemption from any applicable mortgage recording tax with respect to the Facility on mortgages granted by the Agency on the Facility at the request of the Applicant;

- (ii) sales tax exemption savings realized by or for the benefit of the Applicant, including and savings realized by any agent of the Applicant pursuant to the Project Agreements in connection with the Facility; and
- (iii) real property tax abatements granted under the Project Agreements.

II. Recapture of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to recapture all or part of the Financial Assistance provided to a project upon the occurrence of a Recapture Event, as such term is defined and described in the Project Documents. Such Recapture Events may include, but shall not be limited to the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Agreements; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Agreements or any other materials delivered pursuant to the Project Agreements.

The timing of the recapture of the Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and is subject to the notice and cure periods provided for in the Project Documents. The percentage of such Financial Assistance to be recaptured shall be determined by the provisions of the Project Documents.

All recaptured amounts of Financial Assistance shall be redistributed to the appropriate affected taxing jurisdiction, unless agreed to otherwise by any local taxing jurisdiction.

For the avoidance of doubt, the Agency may determine to terminate, suspend and/or recapture Financial Assistance in its sole discretion. Such actions may be exercised simultaneously or separately and are not mutually exclusive of one another.

III. Modification of Payment In Lieu of Tax Agreement

In the case of any Event of Default or Recapture Event, in lieu of terminating, suspending, or recapturing the Financial Assistance, the Agency may, in its sole discretion, adjust the payments in lieu of taxes due under the Project Agreements, so that the payments in lieu of taxes payable under the Project Agreements are adjusted upward retroactively and/or prospectively for each tax year until such time as the Applicant has complied with the provisions of the Project Agreements. The amount of such adjustments shall be determined by the provisions of the Project Documents.

SCHEDULE D

Agency Payment in Lieu of Taxes (PILOT) Policy

An annual fee of \$2,000 (plus \$500 per subtenant) will be due to the Agency in addition to the PILOT payment to cover ongoing costs incurred by the Agency on behalf of the project.

1. The Town of Brookhaven Industrial Development Agency (IDA) may grant or be utilized to obtain a partial or full real property tax abatement for a determined period. To be eligible for this abatement there would be a requirement of new construction, or renovation, and a transfer of title of the real property to the Town of Brookhaven IDA.
2. The Chief Executive Officer (CEO) or their designee shall consult with the Town Assessor to ascertain the amounts due pursuant to each PILOT Agreement. Thereafter, the PILOT payment for each project shall be billed to the current lessees. The lessees can pay the PILOT payment in full by January 31st of each year, or in two equal payments due January 31st and May 31st of each year of the PILOT Agreement. The CEO or their designee shall send all PILOT invoices to the lessees on a timely basis.
3. The Town of Brookhaven IDA shall establish a separate, interest-bearing bank account for receipt and deposit of all PILOT payments. The CEO or their designee shall be responsible for depositing and maintaining said funds with input from the Chief Financial Officer (CFO).
4. The CEO or their designee shall remit PILOT payments and penalties if any, to the respective taxing authorities in the proportionate amounts due to said authorities. These remittances shall be made within thirty (30) days of receipt of the payments to the Agency.
5. Payments in lieu of taxes which are delinquent under the agreement shall be subject to a late payment penalty of five percent (5%) of the amount due. For each month, or part thereof, that the payment in lieu of taxes is delinquent beyond the first month, interest shall on the total amount due plus a late payment penalty in the amount of one percent (1%) per month until the payment is made.
6. If a PILOT payment is not received by **January 31st** of any year or **May 31st** of the second half of the year the lessee shall be in default pursuant to the PILOT Agreement. The Agency may give the lessee notice of said default. If the payment is not received within thirty (30) days of when due, the CEO shall notify the Board, and thereafter take action as directed by the Board.
7. The CEO shall maintain records of the PILOT accounts at the Agency office.
8. Nothing herein shall be interpreted to require the Agency to collect or disburse PILOT payments for any projects which are not Agency projects.

9. Should the Applicant fail to reach employment levels as outlined in their application to the Agency, the Board reserves the right to reduce or suspend the PILOT Agreement, declare a default under the Lease or the Installment Sale Agreement, and/or convey the title back to the Applicant.
10. This policy has been adopted by the IDA Board upon recommendation of the Governance Committee and may only be amended in the same manner.

ATTACHMENT I: PART I.1.J

Affiliates of members of the Applicant have been involved in the following Industrial Development Agency transactions in the Town of Brookhaven:

1. 201 W. Broadway PLJ, LLC with the Suffolk County Industrial Development Agency (2016)
2. 1 Mill Road Apartments Investors RHPI, LLC with the Town of Brookhaven Industrial Development Agency – Phase 1 of the Ronkonkoma Hub development (2017)
3. Hawkins Ave Development RHP2, LLC with the Town of Brookhaven Industrial Development Agency – Phase 2A of the Ronkonkoma Hub development (2021)

ATTACHMENT II**Part III.2 Location of Project**

District	Section	Block	Lot	Current Owner
200	799	4	32.000	14 Hawkins Avenue
200	799	4	33.001	14 Hawkins Avenue
200	799	4	34.000	The Estate of Gregory J. Mensch
200	800	1	35.000	69 & 71 Railroad Avenue LLC
200	799	4	36.000	69 & 71 Railroad Avenue LLC
200	799	4	37.000	DISIPIO MICAH
200	799	4	41.000	Ronk Hub Nova, LLC
200	799	4	42.000	55 PROPERTY CORP
200	799	4	33.002	55 PROPERTY CORP
200	799	4	38.000	65 Railroad Avenue LLC
200	799	4	39.000	63 Railroad Avenue LLC
200	799	4	40.001 & 40.002	61 PROPERTIES CORP
200	799	4	43.000	51 PROPERTY CORP
200	799	4	44.000	Bernett & Gordon Realty Co

ATTACHMENT III: Part III.4.F

STATION YARDS PHASE 2B SUSTAINABILITY ELEMENTS

A thoughtful land use planning approach to development and the employment of Smart Growth principles.

WATER EFFICIENCY

- Indoor: Use high efficiency fixtures for lavatory, faucets, showers, toilets; Use of ENERGY STAR dryers

SUSTAINABLE SITE ELEMENTS

- Rainwater management: Installation of stormwater runoff and drainage systems at site
- Nontoxic pest control: Using solid concrete walls below grade, all cracks will be sealed at foundations, and all rain gutters and condensate lines will discharge minimum 24 inches from foundation.
- Reduce heat island effect: Construction of a three-level parking garage to help reduce the amount of asphalt surface parking; ENERGY STAR qualified roof products and pavers; plantings and landscaped area (Increasing global temperatures are a severe and growing concern. There are strategies to assist in lowering temperatures, such as installing "cooler" roofing and paving materials that help to maintain cooler temperatures; planting trees and vegetation; and installing efficient heating and cooling systems.)
- Connection to sewer
- Remediation of a currently blighted, contaminated area

ACCESS

- Access to public transit (Ronkonkoma Train Station, MacArthur Airport, and local bus station in close proximity) – encourage public transportation and ease the number of cars on the road, which in turn has direct benefits to the environment (less cars on the road translates to less pollution and carbon emissions)
- Pedestrian-friendly access to community resources and local "downtown"

ENERGY

- Residential units will be fully electric and all units will be separately metered. Tenants are more incentivized to cut costs when the utility payments are the responsibility of the individual tenants, rather than the Landlord. This in turn may translate into lower utility usage, and hence an environmental benefit.

MATERIALS

- Construction waste management plan will be implemented.

INDOOR ENVIRONMENTAL QUALITY

- Ventilation (promotes healthy indoor air quality; introduces cleaner air)
- Combustion venting (To constrain the leakage of combustion gases in the home.)
- Garage pollutant protection (minimize exposure to indoor pollutants)
- Air filtering (promotes healthy indoor air quality)
- Compartmentalization (Sealing up the gaps in the walls between apartments reduces air infiltration by lessening the "stack effect", or the tendency of temperature differences between the inside and outside of tall buildings to create pressure differences and drive air infiltration; inhibits the passage of secondhand smoke, smells, and other pollutants; reduces sound transmission; impedes the passage of pests and vermin between neighbors; improves safety in a fire, because they help prevent the passage of hot gases that make fires spread and smoke that suffocates people. – Information taken from Green Building Advisor's "Compartmentalization in Multifamily Buildings"
<http://www.greenbuildingadvisor.com/blogs/dept/guest-blogs/compartmentalization-multifamily-buildings>)
- Balancing of heat and cooling distribution (To enhance thermal comfort and energy efficiency by allowing for suitable circulation of space heating and cooling in the home)

ADDITIONAL "ECO-FRIENDLY" ATTRIBUTES

- Targeting LEED Gold Certification
- Bike storage
- Installation of electric vehicle charging stations
- Compact development
 - More efficient energy use. "Urbanized" areas use of fraction of the amount of energy that suburban areas use. "Urbanized" areas are intrinsically greener, less wasteful and a more energy efficient way of life. Denser settlement patterns yield energy savings and emit less carbon dioxide than their suburban and rural counterparts. Denser design promotes walkability and use of mass transit.
- Revitalization of the existing built environment / reuse of previously developed land to make land use more efficient (rather than building on farmland or greenfields [natural land that has never been built on before]).

ATTACHMENT IV: Part IV.3

PROJECT FINANCING COSTS PAID TO DATE:

LAND ACQUISITION	\$ 313,341
ENVIRONMENTAL ENGINEER/STUDY	15,923
INSURANCE	6,250
RE TAXES	4,338
SURVEY & TOPO LEGAL,	2,800
TITLE & TAXES	45,979
OTHER	2,670
TOTAL	391,301