
ECONOMIC & FISCAL FEASIBILITY STUDY

Cordwood Estates

Multifamily PRC Development

SCTM#: 200-311-2-1 & 2.1
Old Town Road and Terryville Road
Port Jefferson Station, NY

NPV No.25010

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EXECUTIVE SUMMARY

This analysis examines the economic and fiscal impacts that are anticipated to occur through the construction and annual operations of a Planned Retirement Community (PRC) multifamily residential rental development known as Cordwood Estates. The report further includes demographic information and a review of planning documents that further support the need for the proposed project and its consistency with planning goals.

The subject site is located at the northeast corner of Terryville Road and Old Town Road in the **hamlet of Port Jefferson Station**, Town of Brookhaven, Suffolk County, New York and is surrounded by a mix of land uses including multifamily residential developments, single family neighborhoods and commercial shopping centers. The Terryville Fire Station #2 is located across the street from the property and there are bus stops along Terryville Road along the property boundary. The proposed project will provide a **45-unit age-restricted Planned Retirement Community (PRC) (55+)** multifamily residential development, consisting of all two-bedroom units, of which 9 units will be designated as affordable units or workforce housing units. Based on the PRC designation, no school age children will be generated by this community.

The proposed project responds to the public need for increased housing opportunities, including workforce and affordable housing opportunities, senior housing, and rental opportunities. Throughout Long Island, housing costs have skyrocketed, housing availability has fallen, and local businesses and institutions are no longer able to fill essential positions to meet employment demand during the post-pandemic recovery. The shortage of housing and demand for workers impacts many across the employment spectrum, especially essential lower- and middle-income workers such as retail and restaurant workers and hospital, school, and Town staff. Consumer activity from the increase in residents will ripple through the local community, creating beneficial economic and fiscal impacts throughout the hamlet of Port Jefferson Station, the Town of Brookhaven, Suffolk County, and the region as a whole. The proposed project will provide housing for seniors (ages 55+) who may contribute to the work force, and/or will provide housing that frees up other single-family/for-sale housing for families seeking to locate in the area. The proposed project will also provide a solid tax base at the time of full occupancy and full taxation as quantified in this report with no school age children.

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 15-18-month construction period, and annually upon stabilized operations of the proposed project. During **construction**, direct, indirect, and induced impacts of the proposed project are anticipated to result in **\$23,653,382 in total output, 107.88 total jobs¹** (which is equal to 104.79 full-time equivalent [FTE] jobs), and **\$10,425,461 in labor income** (total wages). During **annual operations**, direct, indirect, and induced impacts of the proposed project are estimated to result

¹ IMPLAN utilizes “total employment” for economic modeling and provides a multiplier of 0.971347762 to convert from full employment to full-time equivalent (FTE) for the construction of new multifamily housing.

in **\$2,150,507** in **output** (total revenue), **3.32 jobs**² (3.06 FTE jobs), and **\$243,881** in **labor income** (total wages).

The Applicant will be applying to the Town of Brookhaven 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 housing options including affordable housing. The exact terms of the PILOT have not yet been finalized; however, a draft 17 year PILOT scheduled has been prepared. This study analyzes the projected fiscal impacts based on the proposed initial PILOT payment, proposed final PILOT payment, and a stabilized year of operations with full taxation based on current assessments and projected revenues.

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. At full build-out and during annual operations, 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 will generate **\$204,575** in **annual taxes** under full taxation of the property, of which approximately **\$138,294** (67.6% of the total taxes generated) would be allocated to the **Comsewogue Union Free School District** (UFSD) with zero (0) school age children. The current taxes generated by the two parcels that comprise the subject property are \$32,223 in annual taxes, of which \$21,783 is allocated to the school district.

In summary, in addition to addressing planning goals for diverse, senior, rental, affordable housing, the proposed project is beneficial to economic conditions in the hamlet of Port Jefferson Station, 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 full report.

² IMPLAN utilizes “total employment” for economic modeling and provides a multiplier of 0.922222222 to convert from full employment to full-time equivalent (FTE) for the operations of tenant-occupied housing developments.

1.0 INTRODUCTION AND PURPOSE

Nelson Pope Voorhis (NPV) has been requested to prepare an economic and fiscal feasibility study for the proposed PRC (ages 55+) multifamily rental residential development, known as Cordwood Estates, located at the northeast corner of Terryville Road and Old Town Road in the hamlet of Port Jefferson Station, Town of Brookhaven, Suffolk County, New York. The subject property is a total of 5.62 acres and consists of two tax parcels, which can be more specifically described as Suffolk County Tax Map Numbers: District 200, Section 311, Block 2, Lot 1 & 2.1.

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 45-unit residential rental development. All of the proposed units will contain two bedrooms. The proposed development will be age-restricted (55+) and is proposed to include nine units designated as affordable/workforce units. Based on the PRC designation, no school age children will be generated by this community. Affordable units will be reserved for tenants with an annual income at or below 80% of the area median income and workforce units will be reserved for tenants with an annual income at or below 120% of the area median income.

The proposed project responds to the public need for additional quality housing, including workforce and affordable housing opportunities in the hamlet of Port Jefferson Station and the Town of Brookhaven. 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. In addition, the percentage of population over 65 on Long Island is increasing rapidly with population projections estimating that the trend will continue. By 2040, the number of people over 65 is expected to increase by 40%. An aging population requires diverse housing options such as multifamily and rental options. The project provides a positive contribution toward addressing demand for such housing needs.

As economic stability returns following the coronavirus pandemic, 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 for senior residents that will help in the post-pandemic recovery. Housing costs have skyrocketed and the shortage of housing and demand impacts many across the employment spectrum. The residents of the proposed housing units will support local businesses in the community, bringing increased patronage and spending power to

the community. The proposed project will provide housing for seniors (ages 55+) who may contribute to the work force, and/or will provide housing that frees up other single-family/for-sale housing for families seeking to locate in the area. The proposed project will also create a short- and long-term economic benefit by providing revenue to taxing jurisdictions. Consumer activity will ripple through the local community, creating beneficial fiscal and economic impacts throughout the hamlet of Port Jefferson Station, the Town of Brookhaven, Suffolk County, and the region as a whole.

This analysis examines and quantifies the fiscal and economic impacts that are anticipated to result from the proposed Cordwood Estates senior multifamily 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 Port Jefferson Station, the Town of Brookhaven and Suffolk County. In addition, this section examines trends within the local, regional and national housing market, as well as other planned/potential multiple family development communities within the Comsewogue UFSD. **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 expected to occur – on output, employment and labor income – during both the 15-18 month construction period, and annually upon stabilized operations of the proposed Cordwood Estates 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 Jobs)	Labor Income (Total Wages)
<i>Economic Impacts during Construction</i>			
Direct Impact	\$14,950,000	67.10	\$7,475,000
Indirect Impact	\$3,900,278	16.04	\$1,327,512
Induced Impact	\$4,803,104	24.75	\$1,622,950
Total Impact	\$23,653,382	107.88	\$10,425,461
<i>Projected Economic Impacts during Annual Operations</i>			
Direct Impact	\$1,803,600	1.63	\$123,614
Indirect Impact	\$237,237	1.16	\$83,551
Induced Impact	\$109,670	0.53	\$36,717
Total Impact	\$2,150,507	3.32	\$243,881

Source: Data provided Cordwood Estates; 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 Comsewogue 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. This information is useful in understanding the future tax benefit and PILOT agreement.

The Applicant will be applying to the Town of Brookhaven 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 housing options including affordable housing. The exact terms of the PILOT have not yet been finalized; however, a draft 17 year PILOT scheduled has been prepared. This study analyzes the projected fiscal impacts based on the proposed initial PILOT payment, proposed final PILOT payment, and a stabilized year of operations with full taxation based on current assessments and projected revenues.

At full build-out and during annual operations, 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 will generate \$204,575 in annual taxes under full taxation of the property, of which approximately \$138,294 (67.6% of the total taxes generated) would be allocated to the Comsewogue UFSD. Based on the PRC designation, no school age children will be generated by this community. The current taxes generated by the two parcels that comprise the subject property are \$32,223 in annual taxes, of which \$21,783 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 ³	Projected Tax Revenue: Full Taxation	Proposed PILOT: Year 1 Payment	Proposed PILOT: Year 17 Payment	Tax Revenue Percent Distribution
Total School Taxes	\$22,886	\$145,297	\$22,886	\$270,987	71.0%
School District - Comsewogue UFSD	\$21,783	\$138,294	\$21,783	\$257,926	67.6%
Library District - Comsewogue UFSD	\$1,103	\$7,003	\$1,103	\$13,061	3.4%
Total County Taxes	\$3,581	\$22,734	\$3,581	\$42,401	11.1%
County of Suffolk	\$177	\$1,125	\$177	\$2,098	0.5%
County Police	\$3,404	\$21,609	\$3,404	\$40,302	10.6%
Total Town Taxes	\$1,972	\$12,518	\$1,972	\$23,346	6.1%
Town - Town Wide Fund	\$494	\$3,139	\$494	\$5,854	1.5%
Highway - Town Wide Fund	\$92	\$583	\$92	\$1,087	0.3%
Town - Part Town Fund	\$166	\$1,051	\$166	\$1,961	0.5%
Highway - Part Town Fund	\$1,220	\$7,745	\$1,220	\$14,444	3.8%
Other Taxes	\$3,784	\$24,026	\$3,784	\$44,810	11.7%
New York State MTA Tax	\$11	\$67	\$10	\$124	0.0%
Open Space Preservation	\$182	\$1,154	\$182	\$2,153	0.6%
Fire Districts - Terryville	\$2,340	\$14,854	\$2,340	\$27,704	7.3%
Lighting Districts - Brookhaven	\$102	\$649	\$102	\$1,210	0.3%
Real Property Tax Law	\$458	\$2,907	\$458	\$5,422	1.4%
Out of County Tuition	\$63	\$397	\$63	\$741	0.2%
Suffolk Community College Tax	\$15	\$96	\$15	\$178	0.0%
Animal Shelter/Ecology Center	\$82	\$520	\$82	\$970	0.3%
Parks & Recreation	\$533	\$3,382	\$533	\$6,308	1.7%
TOTAL: ALL TAXING JURISDICTIONS	\$32,223	\$204,575	\$32,223	\$381,544	100%

Source: Data 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.

³ Total taxes for both tax lots that comprise the subject property.

2.0 METHODOLOGY

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

Cordwood Estates 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.

Comsewogue UFSD provided data pertaining to the district budget, enrollment trends and per-pupil education costs.

The Town of Brookhaven and Suffolk County provided information regarding 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 proposed project, as well as the initial and final years of the proposed PILOT.

New York State Education Department provided New York State District Report Cards and the Fiscal Accountability Summary reports specific to the Comsewogue UFSD.

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 Port Jefferson Station/Terryville, the Town of Brookhaven, and Suffolk County.

Environmental Systems Research Institute, Inc. (ESRI) generated on-demand demographic reports specific to hamlet of Port Jefferson Station, the Town of Brookhaven and Suffolk County through their *Community Analyst Online* program. Specifically, data was collected for the 2010 Census, 2020 Census and 2025 estimates for population and housing characteristics, as well as five-year (2030) population and housing projections for the Port Jefferson Station/Terryville 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. Beginning with data year 2023, the most recent year available and the data that was utilized for this analysis, IMPLAN differentiates in its software and data sets between 528 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 was 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 Port Jefferson Station 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 Port Jefferson Station/Terryville,⁴ 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 Cordwood Estates multifamily age-restricted rental development.

As seen in **Table 3** and **Chart 1**, the populations within Port Jefferson Station/Terryville and the Town of Brookhaven decreased slightly by around 250 residents between 2010 and 2020, while the population within Suffolk County increased by approximately 32,000 residents in that same time period. Between 2010 and 2020, the population of Port Jefferson Station/Terryville decreased by approximately 2.15% and the Town population decreased slightly by 0.05%. Suffolk County witnessed population growth of approximately 2.15% between 2010 and 2020.⁵

Current estimates and projections suggest a slight increase in population for Port Jefferson Station/Terryville, the Town of Brookhaven and Suffolk County between 2010 and 2030. Based on the available standard demographic references, population estimates for 2030 within the Port Jefferson Station/Terryville community are expected to increase to 12,117 residents, while the Town is expected to have a population of 486,973, and a population of 1,522,181 in Suffolk County.

It is important to note that this population 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. Rather, the projections are based upon historical trends and current estimates at the county level, a time series of county-to-county migration data, an historical analysis of residential building permit data and residential postal delivery counts. Such data is supplemented with available information generated by nationwide databases, statistics providers and demographic and spatial analysis tools.

⁴ Terryville demographics are based on the Terryville Census Designated Place (CDP) per the US Census.

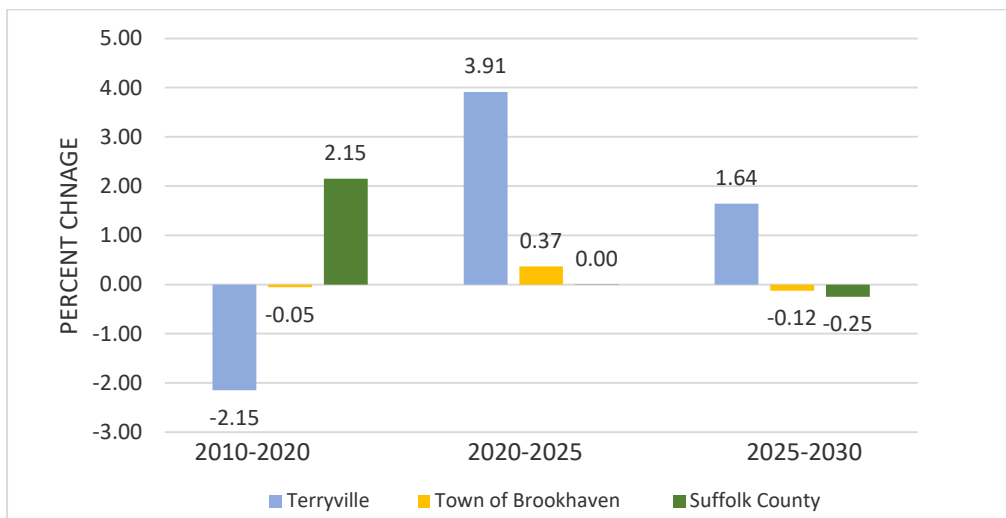
⁵ ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, October 13, 2025.

TABLE 3
POPULATION TRENDS

Year	Port Jeff Station/Terryville	Town of Brookhaven	Suffolk County
2010	11,724	486,040	1,493,824
2020	11,472	485,773	1,525,920
2025 (Estimate)	11,921	487,572	1,525,960
2030 (Projection)	12,117	486,973	1,522,181

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

CHART 1
ESTIMATED PERCENT CHANGE IN POPULATION TRENDS



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

Housing Units

The number of housing units within each geographic area has witnessed an increase in each of the time periods analyzed since 2010 as seen in **Table 4** and **Chart 2**. However, the increase in housing units remains unable to sufficiently meet the needs of residents. In Port Jefferson Station/Terryville, there was an increase of 74 residential units between 2010 and 2020, which averages to only 7.4 new housing units per year in the hamlet. The 2030 projections for number of housing units are 4,386 units, 183,260 units, and 591,659 units in Port Jefferson Station/Terryville, Brookhaven, and Suffolk County, respectively.⁶

⁶ ESRI, Community Profile Report. All reports accessed via ESRI Business Analyst Online, October 13, 2025.

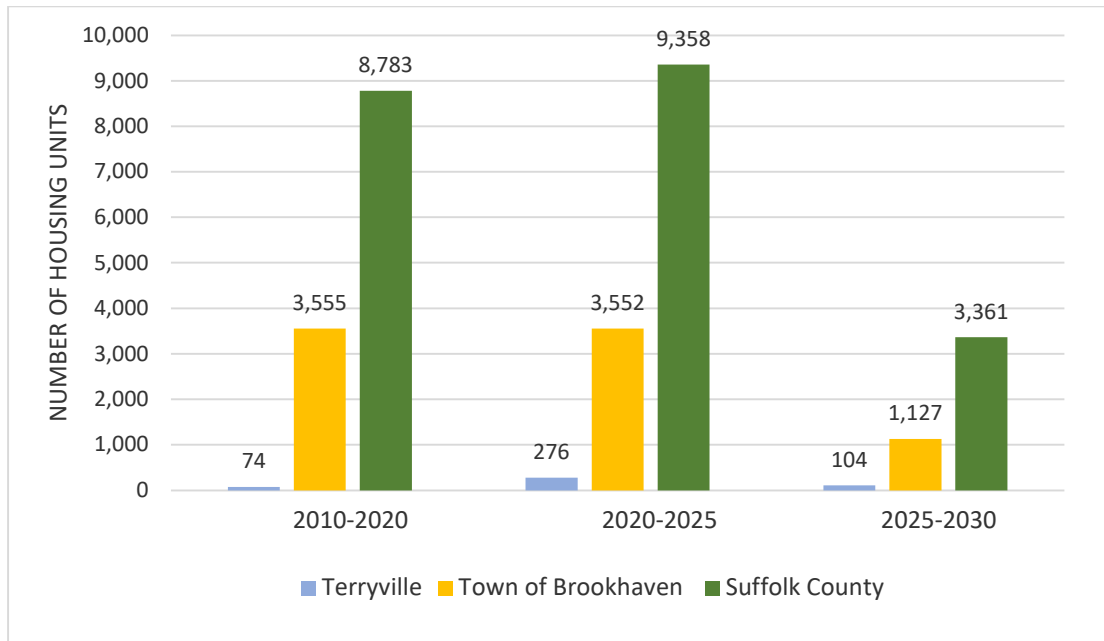
Housing unit projections do not account for specific developments currently in the planning or approval process. Moreover, while such factors are examined at the local level, projections are not based solely upon specific build-out scenarios or land use analyses. Rather, the projections are based upon historical trends and current estimates at the county level, a time series of county-to-county migration data, and historical analysis of residential building permit data.

TABLE 4
HOUSING UNIT TRENDS

Year	Port Jeff Station/Terryville	Town of Brookhaven	Suffolk County
2010	3,932	175,026	570,157
2020	4,006	178,581	578,940
2025 (Estimate)	4,282	182,133	588,298
2030 (Projection)	4,386	183,260	591,659

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

CHART 2
CHANGE IN NUMBER OF HOUSING UNITS



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

As seen in **Table 5**, the 2025 estimated average household size in Port Jefferson Station/Terryville is 2.89 persons.⁷ This is slightly higher than the average household size in the Town of Brookhaven, at 2.76 persons per household, and that of Suffolk County, at 2.85 persons per household.

TABLE 5
AVERAGE HOUSEHOLD SIZE: 2025 (ESTIMATE)

Geographic Area	Household Size
Port Jeff Station/Terryville	2.89
Town of Brookhaven	2.76
Suffolk County	2.85

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

Tenure

As seen in **Table 6**, the majority of the housing units in each geographic location are owner-occupied. Port Jefferson Station/Terryville has the greatest share of rental properties when compared to the Town of Brookhaven and Suffolk County, with renter-occupied units comprising 25.8% of the housing stock. This is more than that of the Town of Brookhaven (21.0%) and Suffolk County (19.2%) as a whole.⁸ Port Jefferson Station/Terryville has lower vacancy rates at 4.1% than the Town (6.8%) and County (11.2%) indicating demand for such 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). It is estimated that the vacancy rates for apartment units is much lower than the averages presented below.

TABLE 6
HOUSING TENURE: 2025 (ESTIMATE)

Housing Type	Port Jeff Station/Terryville	Town of Brookhaven	Suffolk County
Total Housing Units	4,282	182,133	588,298
Owner-Occupied	70.1%	72.3%	69.6%
Renter-Occupied	25.8%	21%	19.2%
Vacant Housing Units	4.1%	6.8%	11.2%

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

⁷ ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, October 13, 2025.

⁸ ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, October 13, 2025.

Income

Household income serves as a primary measure in determining affordability among various housing options within a given community. As seen in **Table 7**, households in Port Jefferson Station/Terryville have a median income of approximately \$114,803. The median household income within the Town of Brookhaven and Suffolk County is higher than that of Port Jefferson Station/Terryville – at \$121,638 and \$129,959, respectively.⁹

TABLE 7
MEDIAN HOUSEHOLD INCOME: 2025 (ESTIMATE)

Geographic Area	Household Income
Port Jeff Station/Terryville	\$114,803
Town of Brookhaven	\$121,638
Suffolk County	\$129,959

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 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.¹⁰ 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 supply chain issues during the pandemic increased the cost of construction which has in turn negatively impacted housing affordability as prices of new and existing homes began soaring.¹¹ Additionally, as many first-time homebuyers

⁹ ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, October 13, 2025.

¹⁰ The Associated Press, "New US home construction dips again in February." March 18, 2020, accessed via Long Island Business News.

¹¹ Nasdaq. "Will Housing ETFs Suffer as New Home Sales Dip in February." March 24, 2022.
<https://www.nasdaq.com/articles/will-housing-etfs-suffer-as-new-home-sales-dip-in-february>

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.¹²

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 all contribute to the affordability crisis. Mortgage rates are higher than experienced in decades with the average 30-year fixed rates hovering between 6.20% and 6.37% in October 2025.

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. The percentage of population over 65 on Long Island is increasing rapidly with population projections estimating 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%.¹³ An aging population requires diverse housing options such as multifamily and rental options.

While single family homes dominate the landscape of Long Island, single family homes are often not a good fit for older residents due to the need for maintenance and upkeep. These residents often want to stay within their community but have limited opportunities. The availability of affordable multifamily units is essential in allowing aging residents, 71% of whom expressed a desire to age in place, to stay within their community. The Urban Institute predicts that the number of renters 65 and older will grow from 7.4 million in 2020 to 12.9 million in 2040.¹⁴

Long Island is largely built out or limited by zoning, and subsequently, is feeling the pressure of unmet housing demand. Long Island has fewer multifamily housing options, fewer rental options, and higher rents than other suburbs around New York City. Developing multifamily housing on Long Island is challenging due to many factors from zoning, permitting, and approvals. Therefore, developers choose to build this type of housing in other states. However, the availability of

¹²Business 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>

¹³ Regional Plan Association. "Long Island Housing Data Profiles"

¹⁴ AARP. "Despite Pandemic, Percentage of Older Adults Who Want to Age in Place Stays Steady." November 18, 2022.

multifamily housing is crucial to the economic health and overall vitality of Long Island communities.

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 the nearby metropolitan area. Overall, rental properties on Long Island and regionally remain limited, with an average vacancy rate of only 3.9% throughout the New York-Newark-Jersey City metropolitan area.¹⁵

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. The median price of closed home sales in Nassau County reached \$875,000 in August 2025 and \$714,000 in Suffolk County. These all-time high home prices can be partially attributed to a severe lack of homes on the market with inventory at historically low levels. According to OneKey MLS there are currently approximately 3,436 homes for sale in Suffolk County, which is a 6.4% decrease compared to 2024.¹⁶

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

3.3 Other Planned/Potential Projects in Port Jefferson Station

It is important to understand other planned/potential projects which may be approved or pending in the hamlet of Port Jefferson Station and particularly within the Comsewogue UFSD. Known projects are listed below:

- Staller Associates, southwest corner of New York State Route 112 and Chereb Lane in Port Jefferson Station, New York; SCTM No. 0200-16000-0600-005001, 005002 and 019000; change of zone from J-2 Business to Commercial Redevelopment District (CRD); no more than 280 residential units and no more than 49,400 square feet (SF) of commercial gross floor area. A minimum of 20% of the total housing units shall be designed and constructed for those who have special needs and a minimum often (10) percent of the total number of dwelling units shall be maintained in perpetuity as Affordable and/or Workforce units. A site plan is pending. This is for multiple family residences and not age-restricted units.
- Port Jefferson Business Center, Inc., South Village at Station Crossing; northwest corner of Wilson Street and NYS Route 112 in Port Jefferson Station, NY, SCTM No. 0200-137.00-01.00-012, 020 & 022.1 and 0200-160.00-02.00-001; approved change of zone from J-2 Business District and J-4-Business District to CRD for the demolition of the existing commercial development and construction of 273 residential units and 12,0000 SF of

¹⁵ <https://ipropertymanagement.com/research/rental-vacancy-rate#new-york>

¹⁶ LI Business News, "LI Home Prices Soar to New Heights as Supply Drops." September 12, 2025.

commercial space on a 9.24 acre lot. A change of zone is pending. This is for multiple family residences and non age-restricted units.

- North Fork Development LLC; Bicycle Path, Port Jefferson Station, NY; SCTM No. 0200-229.00-01.00-002.008; pending site plan approval for construction of eighteen (18) PRC/age-restricted units.

These three (3) proposed projects would add residential units to the housing diversity of Port Jefferson Station. One (1) project of eighteen (18) units is for age-restricted (PRC) units and the other projects would provide 553 units of non-age restricted, open market housing. Each project must stand on its own in terms of impact analysis under the State Environmental Quality Review Act (SEQRA), change of zone and/or site plan review by the Town Board/Planning Board, fiscal impact assessment, school district implications, and merits of the projects. The proposed Cordwood Estates community involves a moderately small development of 45 senior/PRC units that will not generate school age children and will provide economic and fiscal benefits as outlined in this report. This information is provided to assist the Brookhaven IDA in the evaluation of the application of Cordwood Estates for IDA benefits.

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 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), Suffolk County's *Comprehensive Master Plan 2035 – Framework For The Future* (2015), *Port Jefferson Station/Terryville New York, Comsewogue Hamlet Comprehensive Plan* (2008), and an analysis of the existing Planned Retirement Community (PRC) zoning classification of the property.

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 Town office has fast-tracked qualified affordable housing projects and worked with non-profit affordable housing entities to increase the pool of affordable housing within the Town. 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 contained 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.

Overall, the proposed project complies with the intent and advances the recommendations provided in the *Town of Brookhaven Comprehensive Land Use Plan* as the Cordwood Estates multifamily development will provide additional housing options specifically for an aging population, including additional workforce and affordable housing units.

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 Cordwood Estates residential development is consistent with these principles and recommendations in that the proposed project will provide additional housing opportunities.

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 further 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."

Suffolk County Comprehensive Master Plan 2035 – 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 including the priority of providing 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.

Port Jefferson Station/Terryville New York, Comsewogue Hamlet Comprehensive Plan (2008)

The Port Jefferson Station/Terryville New York, Comsewogue Hamlet Comprehensive Plan was prepared to define the goals of the communities, with significant and numerous opportunities for public input. The planning process involved a survey and public meetings for community members to define their Vision for their community, which was utilized to prepare goals related to transportation, open space, housing, commercial/industrial, community services, historic resources, and aesthetics. The housing goals include providing an adequate supply of senior citizen housing, which the proposed Cordwood Estates development would contribute to increasing senior housing opportunities. In addition, this plan includes specific recommendations for the subject property. At the time of the plan’s preparation, the subject property was being

considered for a strip commercial development of 15 stores. The plan concluded that there was not a need for additional commercial uses in the area and that the property would be suitable for a senior facility or re-zoning to PRC.

§85-290 Planned Retirement Community (PRC) Residence District

The existing zoning of the subject property is consistent with the proposed Cordwood Estates development. The subject property was rezoned to the Planned Retirement Community (PRC) Residence District in 2010 from the J Business 2 District. Prior to the rezoning, a Public Hearing was held and the required State Environmental Quality Review (SEQR) process was completed and determined that the rezoning was consistent with the *Port Jefferson Station/Terryville New York, Comsewogue Hamlet Comprehensive Plan* (2008). The PRC District was enacted in the Town of Brookhaven in order to provide a diversity of housing types to meet the economic needs of the Town of Brookhaven residents. Specifically, the provisions set forth for the PRC Residence District are intended to provide proper housing for the Town's senior citizens. The Town Board recognizes an existing and growing need for the provision of housing especially designed for senior citizens. Permitted uses in the PRC Residence District include rental or owner-occupied senior citizen housing units, attached or semi-attached single family senior citizen housing units, and detached single-family senior citizen housing units. The subject property has been rezoned to PRC and the proposed Cordwood Estates multifamily 55+ development will help achieve the Town's goal to provide adequate housing for seniors within the Town.

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 the proposed Cordwood Estates senior rental community. Fiscal impacts include the generation of property tax revenues and their distribution among local taxing jurisdictions, upon full taxation of the parcels and an analysis of the proposed initial and final proposed PILOT schedule payments. Economic impacts include direct, indirect and induced benefits on output, employment and associated labor income during the 15-18-month construction phase and during a stabilized year of annual operations.

The proposed project will increase the distribution of tax ratables throughout the Comsewogue UFSD, the Town of Brookhaven and Suffolk County, upon full build-out and full-taxation of the development. 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 Port Jefferson Station/Terryville 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, site work, construction, engineering, architecture, and environmental consultants. During operations, direct impacts include the salaries of employees of the residential development, and direct output would be in the form of rental revenue from the residential units.

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.

Key Findings

Economic Impacts of Construction

A detailed analysis of direct, indirect and induced impacts generated during the 15-18 month 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.

- For the purpose of this analysis, it is anticipated that construction of the proposed project will commence in November 2025, with the construction period anticipated to occur over a period of approximately 15-18 months. For the purposes of economic modeling, a construction schedule of 18 months was utilized.¹⁷
- The proposed project is projected to represent approximately \$14.95 million¹⁸ in construction costs over the 18-month construction period.¹⁹ This \$14.95 million in direct annual output is projected to generate an indirect impact of over \$3.9 million, and an induced impact of nearly \$4.8 million, bringing the total economic impact on output to over \$23.6 million during the 18-month construction period.²⁰
- 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 67.1 total employment jobs (65.2 full-time equivalent (FTE) jobs, which are anticipated to last the entire duration of the 18-month construction period.
- The 67.1 jobs created during the construction period are expected to have an indirect impact of 16.04 employees and an induced impact of 24.75 employees in other industry sectors, bringing the total impact of the 18-month construction period to 107.88 total jobs (104.79 FTE).²¹
- 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.²²

¹⁷ Construction schedule provided by Cordwood Estates, in October 2025.

¹⁸ For the purpose of this analysis, this figure and all other figures in the construction portion of this analysis reflect 2025 dollars, the year in which construction is assumed to commence.

¹⁹ Construction costs provided by Cordwood Estates, in October 2025. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

²⁰ According to IMPLAN, a multiplier of 1.520306 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 53) in Suffolk County, New York.

²¹ According to IMPLAN, a multiplier of 6.65 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 53) in Suffolk County, New York.

²² Construction/renovations labor and materials estimates per architectural design group Nelson + Pope.

- Labor income is projected to total \$74,284 per year, per employee.²³ When applied to the 18-month construction period, this represents approximately \$111,000 per employee, and over \$7.4 million in collective earnings among the 67.1 total employees (65.2 FTE employees). This labor income is projected to have an indirect impact of over \$1.3 million and an induced impact of over \$1.6 million, bringing the total economic impact of the 18-month construction period to over \$10.4 million in labor income.²⁴

A summary of key economic findings projected to occur during the 18-month construction period is provided in **Table 8**.

TABLE 8
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	\$14,950,000	67.10	\$7,475,000
Indirect Impact	\$3,900,278	16.04	\$1,327,512
Induced Impact	\$4,803,104	24.75	\$1,622,950
Total Impact	\$23,653,382	107.88	\$10,425,461

Source: Data provided by Cordwood Estates; 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 following the construction period. For the purpose of this analysis, the first year of stabilized operations is assumed to occur in 2028. Although the project could begin operating in 2027, it would likely not be fully leased for the entirety of 2027, and therefore the second year of operations (2028) is utilized to represent a stabilized year.

²³ New York State Department of Labor's Occupational Employment Statistics survey reports a median wage of \$74,284 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 2025 by making cost-of-living adjustments.

²⁴ According to IMPLAN, a multiplier of 0.55 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 53) in Suffolk County, New York.

- Annual output will be generated in the form of monthly rental income, which averages based on the following rates²⁵:
 - \$3,475 for each two (2)-bedroom market-rate unit; and
 - \$2,800 for each two (2) bedroom County affordable unit.
- Annual rental income is anticipated to total approximately \$1.8 million.
- The annual operational revenues of \$1.8 million are projected to generate an indirect impact of over \$237,000 and an induced impact of over \$109,000 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 \$2.1 million during annual operations.²⁶
- The proposed project is anticipated to generate 1.63 total jobs on site (1.5 FTE jobs after applying an IMPLAN multiplier of 0.922222222 to convert between total employment and full-time equivalency).²⁷
- The 1.63 total jobs (1.5 FTE) are anticipated to have an indirect impact of 1.16 employees and an induced impact of 0.53 employees in other industry sectors, bringing the total economic impact of employment to 3.32 total jobs during annual operations (3.06 FTE).²⁸
- The 1.63 total jobs (1.5 FTE) jobs are expected to generate a total of \$123,614 in collective labor income. This labor income includes an average employee salary of \$60,000²⁹ and benefits equal to approximately \$16,000.
- The \$123,614 in labor income are estimated to result in an indirect impact of over \$83,000 and an induced impact of over \$36,000, bringing the total economic impact of labor income to over \$243,000 during annual operations.³⁰

A summary of key economic findings projected to occur during annual operations is provided in **Table 9**.

²⁵ Assumptions pertaining to monthly rental rates provided by Cordwood Estates in October 2025. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

²⁶ According to IMPLAN, a multiplier of 1.191738 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 430) industry, in Suffolk County, New York.

²⁷ Assumptions pertaining to the direct employment of the proposed project provided by Cordwood Estates, in October 2025.

²⁸ According to IMPLAN, a multiplier of 8.4 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 430) in Suffolk County, New York.

²⁹ Assumptions pertaining to the annual salaries and benefits within the residential component of the proposed project provided by Cordwood Estates, in October 2025.

³⁰ According to IMPLAN, a multiplier of 0.12 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 430), in Suffolk County, New York.

TABLE 9
SUMMARY OF KEY ECONOMIC FINDINGS DURING ANNUAL OPERATIONS

Impact Type	Output (Total Revenue)	Employment (Total Number of Jobs)	Labor Income (Total Wages)
Direct Impact	\$1,803,600	1.63	\$123,614
Indirect Impact	\$237,237	1.16	\$83,551
Induced Impact	\$109,670	0.53	\$36,717
Total Impact	\$2,150,507	3.32	\$243,881

Source: Data provided by Cordwood Estates; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

Existing Fiscal Conditions

- The Town of Brookhaven contains over 185,000 individual tax parcels. The vast majority of these parcels are residential properties, comprising 74.2% of the total number of parcels, followed by vacant parcels (12.7% of total parcels) and commercial properties (8.8% of parcels)³¹
- Student enrollment within the Comsewogue UFSD has decreased by 306 students, or 8.2% – over the ten (10) years between the 2013-14 and 2023-24 academic years.³²
- According to the New York State School Report Card Fiscal Accountability Summary for the Comsewogue UFSD, expenditures averaged \$30,861 per student during the 2023-24 academic year.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 throughout 2022. Annual unemployment rates in 2023 were slightly higher than unemployment rates for 2022 for the Town, County, and Long Island; but were slightly lower for New York State. Annual unemployment rates for 2024 continued to increase slightly for all geographies analyzed. As of August 2025, approximately 10,500 persons – 4.2% of the Town’s labor force – were unemployed. While it is important to note that these data have not been seasonally adjusted, the August 2025 unemployment rate for the Town was slightly higher than Suffolk County’s unemployment rate (approximately 31,200 persons or 3.9% of the County’s labor force) and Long Island’s unemployment rate (3.8% of the labor force – or 57,300 persons) However, the Town, County, and Long Island unemployment rates are all lower than New York State’s overall unemployment rate of 4.7% (469,800 persons).

³¹ New York State Office of Real Property Services, 2024 Annual Assessment Rolls, 2024 Parcel Counts by Individual Property Class Code.

³² New York State Department of Education.

³³ New York State Department of Education.

- The project site is currently taxed at a rate of 429.643 per \$100 of assessed valuation. This translates into a current generation of \$32,223 in property tax revenues for the two tax parcels that comprise the subject property.³⁴ The existing distribution of tax revenues is shown in **Table 10**.
- The proposed project is an age-restricted senior housing development which is not anticipated to result in any additional school-aged children; but would provide additional revenue for the school district as compared to the existing use of the property, which could ease the burden among other taxpayers.

TABLE 10
EXISTING TAX REVENUES

Taxing Jurisdiction	Current Tax Rate (per \$100 Assessed Valuation)	Current Tax Revenue ³⁵	Tax Revenue Percent Distribution
Total School Taxes	305.149	\$22,886	71.0%
School District - Comsewogue UFSD	290.441	\$21,783	67.6%
Library District - Comsewogue UFSD	14.708	\$1,103	3.4%
Total County Taxes	47.746	\$3,581	11.1%
County of Suffolk	2.363	\$177	0.5%
County Police	45.383	\$3,404	10.6%
Total Town Taxes	26.289	\$1,972	6.1%
Town - Town Wide Fund	6.592	\$494	1.5%
Highway - Town Wide Fund	1.224	\$92	0.3%
Town - Part Town Fund	2.208	\$166	0.5%
Highway - Part Town Fund	16.265	\$1,220	3.8%
Other Taxes	50.459	\$3,784	11.7%
New York State MTA Tax	0.140	\$11	0.0%
Open Space Preservation	2.424	\$182	0.6%
Fire Districts - Terryville	31.197	\$2,340	7.3%
Lighting Districts - Brookhaven	1.362	\$102	0.3%
Real Property Tax Law	6.106	\$458	1.4%
Out of County Tuition	0.834	\$63	0.2%
Suffolk Community College Tax	0.201	\$15	0.0%
Animal Shelter/Ecology Center	1.092	\$82	0.3%
Parks & Recreation	7.103	\$533	1.7%
TOTAL: ALL TAXING JURISDICTIONS	429.643	\$32,223	100%

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

³⁴ Town of Brookhaven Assessor's Office.

³⁵ Total taxes for both tax lots that comprise the subject property.

Anticipated Fiscal Impacts

- For taxing purposes, this analysis examines the total taxes under full taxation, as well as the distribution of taxes based on the initial and final years of the proposed PILOT.
- The proposed PILOT schedule is shown in **Table 11**, and the distribution of tax revenue among the various taxing jurisdictions of the initial and final PILOT payments are analyzed in additional detail further in this section of the Feasibility Study.

TABLE 11
PROPOSED PILOT SCHEDULE

PILOT Year	Payment Amount
1	\$32,223
2	\$32,868
3	\$48,563
4	\$64,872
5	\$81,815
6	\$99,409
7	\$117,674
8	\$136,630
9	\$156,297
10	\$176,697
11	\$197,849
12	\$219,778
13	\$242,504
14	\$266,051
15	\$328,586
16	\$354,610
17	\$381,544

Source: 2150 Grand LLC; Analysis by Nelson, Pope & Voorhis, LLC

- To determine the anticipated tax revenue resulting from the full buildout and full taxation of the property, first the total assessed value was determined. Estimated market valuation of the proposed project is based upon the total annual rental rates of the residential units, which is estimated at slightly over \$1.8 million.³⁶
- 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 0.48%, the estimated assessed valuation of the proposed project upon full build-out and occupancy is approximately \$47,615. This is shown in **Table 12**.

³⁶ Residential rental rates provided by Cordwood Estates in October 2025.

TABLE 12
ESTIMATED ASSESSED VALUATION

Parameter	Value
Gross Annual Rents	\$1,803,600
Estimated Loss from Vacancies	5%
Expense Ratio	40%
Net Income	\$991,980
Capitalization Rate	0.1
Estimated Market Value	\$9,919,800
2021 Equalization Rate	0.48%
Assessed Value	\$47,615

- When the assessed valuation of \$47,615 is applied to the current tax rates, the proposed project is projected to generate \$204,575 in annual taxes under full build-out and full taxation of the property. This represents a net increase of over \$172,000 per year when compared to existing site conditions. The distribution of tax revenues is shown in **Table 13**.

TABLE 13
ANTICIPATED TAX REVENUE GENERATION

Taxing Jurisdiction	Current Tax Revenue ³⁷	Projected Tax Revenue: Full Taxation	Proposed PILOT: Year 1 Payment	Proposed PILOT: Year 17 Payment	Tax Revenue Percent Distribution
Total School Taxes	\$22,886	\$145,297	\$22,886	\$270,987	71.0%
School District - Comsewogue UFSD	\$21,783	\$138,294	\$21,783	\$257,926	67.6%
Library District - Comsewogue UFSD	\$1,103	\$7,003	\$1,103	\$13,061	3.4%
Total County Taxes	\$3,581	\$22,734	\$3,581	\$42,401	11.1%
County of Suffolk	\$177	\$1,125	\$177	\$2,098	0.5%
County Police	\$3,404	\$21,609	\$3,404	\$40,302	10.6%
Total Town Taxes	\$1,972	\$12,518	\$1,972	\$23,346	6.1%
Town - Town Wide Fund	\$494	\$3,139	\$494	\$5,854	1.5%
Highway - Town Wide Fund	\$92	\$583	\$92	\$1,087	0.3%
Town - Part Town Fund	\$166	\$1,051	\$166	\$1,961	0.5%
Highway - Part Town Fund	\$1,220	\$7,745	\$1,220	\$14,444	3.8%
Other Taxes	\$3,784	\$24,026	\$3,784	\$44,810	11.7%
New York State MTA Tax	\$11	\$67	\$10	\$124	0.0%
Open Space Preservation	\$182	\$1,154	\$182	\$2,153	0.6%
Fire Districts - Terryville	\$2,340	\$14,854	\$2,340	\$27,704	7.3%
Lighting Districts - Brookhaven	\$102	\$649	\$102	\$1,210	0.3%
Real Property Tax Law	\$458	\$2,907	\$458	\$5,422	1.4%
Out of County Tuition	\$63	\$397	\$63	\$741	0.2%
Suffolk Community College Tax	\$15	\$96	\$15	\$178	0.0%
Animal Shelter/Ecology Center	\$82	\$520	\$82	\$970	0.3%
Parks & Recreation	\$533	\$3,382	\$533	\$6,308	1.7%
TOTAL: ALL TAXING JURISDICTIONS	\$32,223	\$204,575	\$32,223	\$381,544	100%

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

- As seen in **Table 13**, the proposed project, under full buildout and full taxation is anticipated to levy tax revenues for the Comsewogue UFSD, estimated to total \$138,294 per year, without any increase in school-aged children. Under the initial year of the

³⁷ Total taxes for both tax lots that comprise the subject property.

proposed PILOT, the tax revenue remains the same as existing taxes, which results in \$21,783 allocated to the school district. Under the final PILOT payment, tax revenue allocated to the school district is projected to be \$270,987. This net revenue 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.

- The proposed project will provide increased housing options for area residents and employment opportunities during the construction period and related to the maintenance and management of the residences. The proposed project will also provide tax revenues throughout the Town of Brookhaven and Suffolk County. Such fiscal benefits are most crucial to the economic well-being throughout the community, the school district, the Town, the greater Long Island region and New York State.

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

STATEMENT OF QUALIFICATIONS ECONOMIC AND FISCAL IMPACT ANALYSIS



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environmental • land use • planning

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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
<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 <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	<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 <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	<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 <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 <u>COASTAL & WATERFRONT MANAGEMENT</u> Waterfront Management Plans Waterfront Certifications Coastal Erosion Hazard Area FEMA Compliance Shoreline Restoration Planning Ecological Landscape Design

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 Project Manager	Project Coordination, Preparation of Reports
Valerie Monastra, AICP 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 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 a 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, AICP is a Project Manager 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, AICP is a 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.