

PREPARED FOR:

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

Reasonableness Assessment for Financial Assistance

RAIL REALTY

APRIL 2026

PREPARED BY:



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EXECUTIVE SUMMARY

Project Description

The Town of Brookhaven Industrial Development Agency (Agency) received an application from Rail Realty (Applicant) to extend the existing Payment In Lieu of Taxes (PILOT) Agreement beyond the initial 10 years. When the applicant first received the PILOT, the Agency offered 10 years for land only, with no affordability requirements. With this most recent request, the Agency will follow current protocol and require a certain percentage of the units to be reserved for low- and moderate-income individuals. The following study is intended to consider the financial viability of five scenarios:

1. 10 Year PILOT: Including a requirement to set aside 10% for 80% AMI and 10% for 120% AMI
2. 10 Year PILOT: Including a requirement to set aside 20% for 80% AMI
3. 5 Year PILOT: Including a requirement to set aside 10% for 80% AMI and 10% for 120% AMI
4. 5 Year PILOT: Including a requirement to set aside 20% for 80% AMI
5. No PILOT: No requirement or oversight by the Agency, and therefore assumes no set aside for affordable units.

The Applicant has indicated that this request is associated with a minor renovation totaling \$600,000, while continuing to repay a loan originally obtained 10 years ago. This loan matures on August 31, 2027, at which point the rate is expected to increase by approximately \$33,400,

Purpose of this Analysis

An objective, third-party review of a project's assumptions and estimated operating and financial performance helps Industrial Development Agencies perform a complete evaluation of a proposed Project. Camoin Associates was engaged to analyze the Project and deliver an analysis and opinion to answer three questions:

- ◆ Are the operating assumptions, such as rent, vacancy, and expenses, within regional norms?
- ◆ Is the assistance necessary for the Project to be financially feasible and, therefore, undertaken by the Applicant?
- ◆ If assistance is awarded, will the Applicant's rate of return on investment be similar to market expectations for similar projects in the region and, therefore, reasonable?

Findings: This analysis concludes that the answer to each of these questions is as follows:

- ***Certain assumptions fall within standard norms, such as market rent and vacancy rate. However, operating expenses are more efficient than the benchmarks.***
- ***The average equity dividend rate benchmark is achieved under all PILOT scenarios and is met in the No PILOT and market apartment scenario. A PILOT of some length will be necessary to incentivize the inclusion of affordable units in the development.***

1. OPERATING ASSUMPTIONS

The applicant is already operating this 74-unit residential building in Brookhaven and has achieved reasonable occupancy rates while charging market-rate prices. If the applicant accepts a PILOT, they would need to set aside units for residents meeting established income limits and charge the designated rental rates. Since they are not planning to create new market-rate units and the other units will be monitored, comparing rental rates to Suffolk County standards is unnecessary.

The following table shows the current rental rates charged for the 74 units. If a PILOT is approved, 20% of the units will need to be set aside for households within certain income limits.

RESIDENTIAL UNITS

	Unit Type	Number of Units		Rent per Month	Rent per Year
Market Rate	Studio	3	\$	2,500	\$ 240,000
	1BR	64	\$	2,800	\$ 235,200
	2BR	7	\$	3,400	\$ 285,600

Source: Applicant

2. PILOT ANALYSIS

Camoin Associates developed two PILOT schedules aligned with the Agency's Uniform Tax Exemption Policy (UTEP). These schedules would gradually fully assess the property's value over 5 or 10 years. The Applicant will start paying full taxes in year 6 or 11, based on the PILOT agreement. These tables and this analysis use a 10-year span to effectively compare the scenarios.

PILOT Schedule - 5 Year Agency Proposed

Year	Property Without Project (1)	Plus: Improvements			Estimated PILOT Savings (2)	Project w/out PILOT (2)
		Projected Improvement Tax (2)	Proposed Exemption (1)	Total PILOT and Taxes (1)		
PILOT/Tax Year 1	\$19,760	\$426,036	80%	\$104,967	\$340,829	\$445,796
PILOT/Tax Year 2	\$20,155	\$434,557	60%	\$193,978	\$260,734	\$454,712
PILOT/Tax Year 3	\$20,558	\$443,248	40%	\$286,507	\$177,299	\$463,806
PILOT/Tax Year 4	\$20,969	\$452,113	20%	\$382,660	\$90,423	\$473,082
PILOT/Tax Year 5	\$21,389	\$461,155	10%	\$436,428	\$46,116	\$482,544
<i>Tax Year 6</i>	<i>\$21,817</i>	<i>\$470,378</i>	<i>0%</i>	<i>\$492,195</i>	<i>\$0</i>	<i>\$492,195</i>
<i>Tax Year 7</i>	<i>\$22,253</i>	<i>\$479,786</i>	<i>0%</i>	<i>\$502,039</i>	<i>\$0</i>	<i>\$502,039</i>
<i>Tax Year 8</i>	<i>\$22,698</i>	<i>\$489,381</i>	<i>0%</i>	<i>\$512,079</i>	<i>\$0</i>	<i>\$512,079</i>
<i>Tax Year 9</i>	<i>\$23,152</i>	<i>\$499,169</i>	<i>0%</i>	<i>\$522,321</i>	<i>\$0</i>	<i>\$522,321</i>
<i>Tax Year 10</i>	<i>\$23,615</i>	<i>\$509,152</i>	<i>0%</i>	<i>\$532,767</i>	<i>\$0</i>	<i>\$532,767</i>
Total	\$216,366			\$3,965,942	\$915,400	\$4,881,342

(1) Source: Town of Brookhaven

(2) Source: Applicant

Note: Property will pay full property taxes starting in year 6 (shown in italics). Ten years are shown in the table to allow for consistent comparison with the 10 year PILOT.

PILOT Schedule - 10 Year Requested

Year	Property Without Project (1)	Plus: Improvements			Estimated PILOT Savings (2)	Project w/out PILOT (2)
		Projected Improvement Tax (2)	Proposed Exemption (1)	Total PILOT (1)		
PILOT/Tax Year 1	\$19,760	\$426,036	90%	\$62,364	\$383,432	\$445,796
PILOT/Tax Year 2	\$20,155	\$434,557	80%	\$107,067	\$347,645	\$454,712
PILOT/Tax Year 3	\$20,558	\$443,248	70%	\$153,533	\$310,273	\$463,806
PILOT/Tax Year 4	\$20,969	\$452,113	60%	\$201,815	\$271,268	\$473,082
PILOT/Tax Year 5	\$21,389	\$461,155	50%	\$251,966	\$230,578	\$482,544
PILOT/Tax Year 6	\$21,817	\$470,378	40%	\$304,044	\$188,151	\$492,195
PILOT/Tax Year 7	\$22,253	\$479,786	30%	\$358,103	\$143,936	\$502,039
PILOT/Tax Year 8	\$22,698	\$489,381	20%	\$414,203	\$97,876	\$512,079
PILOT/Tax Year 9	\$23,152	\$499,169	10%	\$472,404	\$49,917	\$522,321
PILOT/Tax Year 10	\$23,615	\$509,152	5%	\$507,310	\$25,458	\$532,767
Total	\$216,366			\$2,832,808	\$2,048,534	\$4,881,342

(1) Source: Town of Brookhaven

(2) Source: Applicant

The 10-year PILOT agreement will abate 42.0% of the Applicant's taxes, resulting in \$2.0 million in foregone tax revenue (benefit to the Project) to the municipality over the next 10 years.

The 5-year PILOT agreement will abate 18.8% of the Applicant's taxes, resulting in \$915,400 in foregone tax revenue (benefit to the Project) to the municipality over the next 10 years.

Real Property Tax Comparison

	10 Year PILOT, Affordable Units	5 Year PILOT, Affordable Units	10 Year No PILOT, Market Rate Units
<u>Comparison of Taxes on Full Value of Project and with PILOT</u>			
Taxes without PILOT	\$4,881,342	\$4,881,342	\$4,881,342
Less: PILOT/Tax Payments	<u>(\$2,832,808)</u>	<u>(\$3,965,942)</u>	<u>(\$4,881,342)</u>
Foregone Revenue (Benefits to Project)	\$2,048,534	\$915,400	\$0
Abatement Percent	42.0%	18.8%	0.0%
<u>Net New Taxes Compared with No Project</u>			
PILOT/Tax Payments	\$2,832,808	\$3,965,942	\$4,881,342
Less: Estimated Taxes without Project	<u>(\$216,366)</u>	<u>(\$216,366)</u>	<u>(\$216,366)</u>
Estimated New Tax Revenue (Benefits to Municipalities)	\$2,616,441	\$3,749,575	\$4,664,975

3. OPERATING PERFORMANCE

The project's year 5 operating performance is measured, which is the mid-year of the pro forma period studied. The Applicant assumes that gross revenue and expenses will increase by 3% and 2% per year, respectively, and that the vacancy rate will stabilize at 4%, within the range for Suffolk County, NY. Operating expenses are lower than the benchmarks for all scenarios. Without a PILOT, real property taxes absorb 17% of project income, while debt service absorbs 34%, resulting in a positive cash flow of nearly \$338,000.

With a 10-year PILOT and related affordable housing requirements, property taxes absorb 9% of gross operating income and have a positive cash flow between \$524,000 and \$552,800.

With a 5-year PILOT and related affordable housing requirements, property taxes absorb 15% - 16% of gross operating income and have a positive cash flow between \$339,500 and \$367,400.

Operations Snapshot

	10 Year PILOT, 80%/120% AMI (Year 5)		10 Year PILOT, 80% AMI (Year 5)		5 Year PILOT, 80%/120% AMI (Year 5)		5 Year PILOT, 80% AMI (Year 5)		10 Year No PILOT, Market (Year 5)		Benchmark Performance (2)	
	Share of Project Performance (1)	Gross Operating Income	Share of Project Performance (1)	Gross Operating Income	Share of Project Performance (1)	Gross Operating Income	Share of Project Performance (1)	Gross Operating Income	Share of Project Performance (1)	Gross Operating Income	Benchmark Expectation (2)	Evaluation
<u>Calculation of Net Operating Income Residential</u>												
Gross Operating Income	\$2,795,358	99%	\$2,766,604	99%	\$2,795,358	99%	\$2,766,604	99%	\$2,812,644	99%	n/a	n/a
Vacancy Rate and Concessions	4%	n/a	4%	n/a	4%	n/a	4%	n/a	4%	n/a	5.6%	Within range
<u>Calculation of Net Operating Income, Non-Residential</u>												
Gross Operating Income	\$28,094	1%	\$28,094	1%	\$28,094	1%	\$28,094	1%	\$28,094	1%	n/a	n/a
Vacancy Rate	0%	n/a	0%	n/a	0%	n/a	0%	n/a	0%	n/a	n/a	n/a
Effective Gross Income (EGI), All Uses (3)	\$2,739,592	97%	\$2,711,700	97%	\$2,739,592	97%	\$2,711,700	97%	\$2,756,359	97%	94%	Within range
Less: Operating Expenses and Reserve	(\$951,726)	34%	(\$951,726)	34%	(\$951,726)	34%	(\$951,726)	34%	(\$951,726)	34%	54%	More efficient
Less: Real Property Taxes	(\$251,966)	9%	(\$251,966)	9%	(\$436,428)	15%	(\$436,428)	16%	(\$482,544)	17%	n/a	n/a
Net Operating Income	\$1,535,899	54%	\$1,508,008	54%	\$1,351,437	48%	\$1,323,546	47%	\$1,322,090	47%	43%	More efficient/ Within range
Less: Debt Service	(\$984,051)	35%	(\$984,051)	35%	(\$984,051)	35%	(\$984,051)	35%	(\$984,051)	35%	n/a	n/a
Cashflow after Operating Costs, Taxes, Debt	\$551,848	20%	\$523,956	19%	\$367,386	13%	\$339,494	12%	\$338,038	12%	n/a	n/a

(1) Source: Applicant

(2) Source: RealtyRates Q4 2025 for Northeast Region

(3) Net of vacancy and concessions

4. FINANCING PLAN

- ◆ The Sources and Uses of Funds show the total project costs and debt and equity capital structure.
- ◆ The Applicant will not be receiving a new loan for any portion of this Project but originally contributed \$4.05 million in equity. They continue to pay off the original loan.
- ◆ The Applicant has indicated that this request is associated with a minor renovation totaling \$600,000, while continuing to repay a loan originally obtained 10 years ago to develop the property. Notably, this loan matures on August 31, 2027, at which point the rate is expected to reset. Based on an assumed interest rate of 5.50% and a 25-year amortization, the rate reset would increase annual debt service by approximately \$33,400, reducing 2027 cash flow accordingly. However, given recent interest rate increases, the actual rate at reset remains uncertain, and 2027 cash flow projections should be treated with caution.

Sources and Uses of Funds

<u>Sources of Funds</u>	<u>Amount (1)</u>	<u>Share</u>
Bank Financing	\$0	0%
Equity and Working Capital	<u>\$600,000</u>	<u>100%</u>
Total Sources	\$600,000	100%
<u>Uses of Funds</u>		
Acquisition and Transaction Costs	\$0	0%
Construction Costs	<u>\$600,000</u>	<u>100%</u>
Total Uses	\$600,000	100%

(1) Source: Applicant

5. RATE OF RETURN

An estimated return on investment is calculated using the Applicant's operating pro forma and capital structure. This analysis measures whether the financial assistance is necessary and reasonable.

Three metrics are used to evaluate outcomes:

- ◆ **Equity Dividend Rate** – Net cash flow for each year, divided by the initial equity investment. Equity Dividend Rates are benchmarked using current market information from RealtyRates.com for similar projects in the region. Equity Dividend Rates close to the benchmarks indicate a Project outcome in line with the current market, which means the Applicant is earning a reasonable return.

Based on an initial equity investment of \$4,050,000, the Project's average equity dividend exceeds average benchmarks in all PILOT scenarios and meets benchmarks in the No PILOT scenario.

- ◆ **Cash Flow** – Shows the applicant's net cash flow over time. There are currently no cash flow benchmarks available. The investment for the current project (\$600,000) is recouped before year 3 in all scenarios.

- ◆ **Debt Service Coverage** – Estimates how well the Project's net income, after taxes, supports debt repayment. The benchmark range is 1.00 to 1.85 with an average of 1.43. In year 1, Debt Service Coverage exceeded the benchmark in all scenarios.

Comparison of Return on Investment						
	<u>10 Year PILOT, 80%/120% AMI</u>	<u>10 Year PILOT, 80% AMI</u>	<u>5 Year PILOT, 80%/120% AMI</u>	<u>5 Year PILOT, 80% AMI</u>	<u>10 Year No PILOT, Market</u>	<u>Benchmarks (1)</u>
<u>Equity Dividend Rates</u>						
Average (10 years)	14.22%	13.52%	11.42%	10.72%	9.58%	4.67% to 13.51% Ave: 9.53%
Minimum (10 years)	13.39%	12.74%	9.05%	8.38%	6.12%	
Maximum (10 years)	15.74%	15.11%	14.56%	13.95%	14.60%	
Average (5 years)	14.38%	13.73%	11.28%	10.63%	7.15%	
Year Benchmarks Met	1	1	1	1	1	
<u>Cash Flow</u>						
Average	\$575,805	\$547,395	\$462,491	\$434,082	\$388,030	n/a
Minimum	\$542,346	\$516,055	\$366,354	\$339,274	\$247,877	
Maximum	\$637,448	\$611,923	\$589,596	\$564,814	\$591,330	
Cumulative	\$5,758,047	\$5,473,954	\$4,624,913	\$4,340,820	\$3,880,302	
Year Investment Recouped	1	1	1	2	3	
<u>Debt Service Coverage</u>						
Average	1.60	1.57	1.48	1.45	1.40	1.00 to 1.85 Ave: 1.43
Minimum	1.55	1.52	1.37	1.34	1.25	
Maximum	1.72	1.69	1.67	1.64	1.60	
Years Benchmarks Met	1	1	1	1	1	

(1) Source: RealtyRates for Q4 2025

ATTACHMENT 1: PRO FORMAS

Rail Realty LLC	Date		As of 4/15/2026									
Annual Cashflows (Pro Forma)												
	Construction	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034	Year 2035	
Operating Cash Flow												
Residential Income												
Gross Operating Income (100% Market Rate Units)	\$	-	\$ 2,498,998	\$ 2,573,968	\$ 2,651,187	\$ 2,730,723	\$ 2,812,644	\$ 2,897,024	\$ 2,983,935	\$ 3,073,453	\$ 3,165,656	\$ 3,260,626
Less: Vacancy Allowance (enter as a negative number)	\$	-	\$ (74,970)	\$ (77,219)	\$ (79,536)	\$ (81,922)	\$ (84,379)	\$ (86,911)	\$ (89,518)	\$ (92,204)	\$ (94,970)	\$ (97,819)
Net Rental Income, Residential	\$	-	\$ 2,424,028	\$ 2,496,749	\$ 2,571,652	\$ 2,648,801	\$ 2,728,265	\$ 2,810,113	\$ 2,894,417	\$ 2,981,249	\$ 3,070,686	\$ 3,162,807
Commercial/Industrial Income												
Gross Operating Income	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Less: Vacancy Allowance (enter as a negative number)	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Rental Income, Commercial/Industrial	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Income												
Parking Income	\$	-	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749
Pet Income	\$	-	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881
Storage Income	\$	-	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345
Net Income, Other	\$	-	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094
Effective Gross Income (EGI)	\$	-	\$ 2,452,123	\$ 2,524,843	\$ 2,599,746	\$ 2,676,895	\$ 2,756,359	\$ 2,838,207	\$ 2,922,511	\$ 3,009,343	\$ 3,098,781	\$ 3,190,901
Operating Expenses (enter positive numbers)												
Salaries and Wages	\$	-	\$ 95,038	\$ 96,939	\$ 98,878	\$ 100,855	\$ 102,872	\$ 104,930	\$ 107,029	\$ 109,169	\$ 111,352	\$ 113,580
Maintenance	\$	-	\$ 514,651	\$ 530,091	\$ 545,994	\$ 562,374	\$ 579,245	\$ 596,622	\$ 614,521	\$ 632,956	\$ 651,945	\$ 671,503
Deposit to replacement reserve	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance	\$	-	\$ 249,077	\$ 254,058	\$ 259,139	\$ 264,322	\$ 269,609	\$ 275,001	\$ 280,501	\$ 286,111	\$ 291,833	\$ 297,670
Other	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operating Expenses	\$	-	\$ 858,766	\$ 881,088	\$ 904,011	\$ 927,551	\$ 951,726	\$ 976,553	\$ 1,002,050	\$ 1,028,236	\$ 1,055,131	\$ 1,082,753
Pre-Tax Operating Income (Revenue less Operating Expenses)	\$	-	\$ 1,593,356	\$ 1,643,755	\$ 1,695,735	\$ 1,749,344	\$ 1,804,634	\$ 1,861,655	\$ 1,920,461	\$ 1,981,107	\$ 2,043,650	\$ 2,108,149
Real Property Taxes (assuming no PILOT)	\$	-	\$ 445,796	\$ 454,712	\$ 463,806	\$ 473,082	\$ 482,544	\$ 492,195	\$ 502,039	\$ 512,079	\$ 522,321	\$ 532,767
Net Operating Income (NOI) after Taxes	\$	-	\$ 1,147,560	\$ 1,189,043	\$ 1,231,929	\$ 1,276,262	\$ 1,322,090	\$ 1,369,460	\$ 1,418,422	\$ 1,469,028	\$ 1,521,329	\$ 1,575,381
Loan or Mortgage (Debt Service)												
Interest Payment	\$	-	\$ 457,879	\$ 457,879	\$ 726,000	\$ 711,807	\$ 696,834	\$ 681,037	\$ 664,371	\$ 646,789	\$ 628,239	\$ 608,669
Principal Payment	\$	-	\$ 426,016	\$ 426,016	\$ 258,051	\$ 272,244	\$ 287,218	\$ 303,015	\$ 319,681	\$ 337,263	\$ 355,812	\$ 375,382
Debt Service	\$	-	\$ 883,895	\$ 883,895	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051
Cash Flow After Financing and Reserve	\$	-	\$ 263,665	\$ 305,148	\$ 247,877	\$ 292,211	\$ 338,038	\$ 385,408	\$ 434,371	\$ 484,976	\$ 537,278	\$ 591,330
Debt Service Coverage Ratio (DSCR)			1.30	1.35	1.25	1.30	1.34	1.39	1.44	1.49	1.55	1.60
Equity Dividend Rate			7%	8%	6%	7%	8%	10%	11%	12%	13%	15%

Reasonableness Assessment for Rail Realty, Town of Brookhaven Industrial Development Agency

Rail Realty LLC	Date	As of 4/15/2026									
Annual Cashflows (Pro Forma)											
	Construction	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034	Year 2035
Operating Cash Flow											
Residential Income											
Gross Operating Income (10% @ 80% AMI and 10% @ 120% AMI)	\$ -	\$ 2,483,639	\$ 2,558,149	\$ 2,634,893	\$ 2,713,940	\$ 2,795,358	\$ 2,879,219	\$ 2,965,595	\$ 3,054,563	\$ 3,146,200	\$ 3,240,586
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$ (74,509)	\$ (76,744)	\$ (79,047)	\$ (81,418)	\$ (83,861)	\$ (86,377)	\$ (88,968)	\$ (91,637)	\$ (94,386)	\$ (97,218)
Net Rental Income, Residential	\$ -	\$ 2,409,130	\$ 2,481,404	\$ 2,555,846	\$ 2,632,522	\$ 2,711,497	\$ 2,792,842	\$ 2,876,628	\$ 2,962,926	\$ 3,051,814	\$ 3,143,369
Commercial/Industrial Income											
Gross Operating Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Rental Income, Commercial/Industrial	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Income											
Parking Income	\$ -	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749
Pet Income	\$ -	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881
Storage Income	\$ -	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345
Net Income, Other	\$ -	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094
Effective Gross Income (EGI)	\$ -	\$ 2,437,225	\$ 2,509,498	\$ 2,583,941	\$ 2,660,616	\$ 2,739,592	\$ 2,820,937	\$ 2,904,722	\$ 2,991,021	\$ 3,079,908	\$ 3,171,463
Operating Expenses (enter positive numbers)											
Salaries and Wages	\$ -	\$ 95,038	\$ 96,939	\$ 98,878	\$ 100,855	\$ 102,872	\$ 104,930	\$ 107,029	\$ 109,169	\$ 111,352	\$ 113,580
Maintenance	\$ -	\$ 514,651	\$ 530,091	\$ 545,994	\$ 562,374	\$ 579,245	\$ 596,622	\$ 614,521	\$ 632,956	\$ 651,945	\$ 671,503
Deposit to replacement reserve	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance	\$ -	\$ 249,077	\$ 254,058	\$ 259,139	\$ 264,322	\$ 269,609	\$ 275,001	\$ 280,501	\$ 286,111	\$ 291,833	\$ 297,670
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operating Expenses	\$ -	\$ 858,766	\$ 881,088	\$ 904,011	\$ 927,551	\$ 951,726	\$ 976,553	\$ 1,002,050	\$ 1,028,236	\$ 1,055,131	\$ 1,082,753
Pre-Tax Operating Income (Revenue less Operating Expenses)	\$ -	\$ 1,578,458	\$ 1,628,410	\$ 1,679,930	\$ 1,733,065	\$ 1,787,866	\$ 1,844,384	\$ 1,902,672	\$ 1,962,784	\$ 2,024,778	\$ 2,088,710
Real Property Taxes (assuming 10 year PILOT)	\$ -	\$ 62,364	\$ 107,067	\$ 153,533	\$ 201,815	\$ 251,966	\$ 304,044	\$ 358,103	\$ 414,203	\$ 472,404	\$ 507,310
Net Operating Income (NOI) after Taxes	\$ -	\$ 1,516,095	\$ 1,521,344	\$ 1,526,397	\$ 1,531,250	\$ 1,535,899	\$ 1,540,340	\$ 1,544,569	\$ 1,548,581	\$ 1,552,374	\$ 1,581,400
Loan or Mortgage (Debt Service)											
Interest Payment	\$ -	\$ 457,879	\$ 457,879	\$ 726,000	\$ 711,807	\$ 696,834	\$ 681,037	\$ 664,371	\$ 646,789	\$ 628,239	\$ 608,669
Principal Payment	\$ -	\$ 426,016	\$ 426,016	\$ 258,051	\$ 272,244	\$ 287,218	\$ 303,015	\$ 319,681	\$ 337,263	\$ 355,812	\$ 375,382
Debt Service	\$ -	\$ 883,895	\$ 883,895	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051
Cash Flow After Financing and Reserve	\$ -	\$ 632,199	\$ 637,448	\$ 542,346	\$ 547,199	\$ 551,848	\$ 556,289	\$ 560,517	\$ 564,530	\$ 568,322	\$ 597,349
Debt Service Coverage Ratio (DSCR)		1.72	1.72	1.55	1.56	1.56	1.57	1.57	1.57	1.58	1.61
Equity Dividend Rate		16%	16%	13%	14%	14%	14%	14%	14%	14%	15%

Reasonableness Assessment for Rail Realty, Town of Brookhaven Industrial Development Agency

Rail Realty LLC	Date	As of 4/15/2026									
Annual Cashflows (Pro Forma)											
	Construction	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034	Year 2035
Operating Cash Flow											
<u>Residential Income</u>											
Gross Operating Income (20% @ 80% AMI)	\$ -	\$ 2,458,091	\$ 2,531,834	\$ 2,607,789	\$ 2,686,023	\$ 2,766,604	\$ 2,849,602	\$ 2,935,090	\$ 3,023,142	\$ 3,113,837	\$ 3,207,252
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$ (73,743)	\$ (75,955)	\$ (78,234)	\$ (80,581)	\$ (82,998)	\$ (85,488)	\$ (88,053)	\$ (90,694)	\$ (93,415)	\$ (96,218)
Net Rental Income, Residential	\$ -	\$ 2,384,349	\$ 2,455,879	\$ 2,529,556	\$ 2,605,442	\$ 2,683,605	\$ 2,764,114	\$ 2,847,037	\$ 2,932,448	\$ 3,020,422	\$ 3,111,034
<u>Commercial/Industrial Income</u>											
Gross Operating Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Rental Income, Commercial/Industrial	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<u>Other Income</u>											
Parking Income	\$ -	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749
Pet Income	\$ -	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881
Storage Income	\$ -	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345
Net Income, Other	\$ -	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094
Effective Gross Income (EGI)	\$ -	\$ 2,412,443	\$ 2,483,973	\$ 2,557,650	\$ 2,633,536	\$ 2,711,700	\$ 2,792,208	\$ 2,875,131	\$ 2,960,542	\$ 3,048,516	\$ 3,139,129
<u>Operating Expenses (enter positive numbers)</u>											
Salaries and Wages	\$ -	\$ 95,038	\$ 96,939	\$ 98,878	\$ 100,855	\$ 102,872	\$ 104,930	\$ 107,029	\$ 109,169	\$ 111,352	\$ 113,580
Maintenance	\$ -	\$ 514,651	\$ 530,091	\$ 545,994	\$ 562,374	\$ 579,245	\$ 596,622	\$ 614,521	\$ 632,956	\$ 651,945	\$ 671,503
Deposit to replacement reserve	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance	\$ -	\$ 249,077	\$ 254,058	\$ 259,139	\$ 264,322	\$ 269,609	\$ 275,001	\$ 280,501	\$ 286,111	\$ 291,833	\$ 297,670
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operating Expenses	\$ -	\$ 858,766	\$ 881,088	\$ 904,011	\$ 927,551	\$ 951,726	\$ 976,553	\$ 1,002,050	\$ 1,028,236	\$ 1,055,131	\$ 1,082,753
Pre-Tax Operating Income (Revenue less Operating Expenses)	\$ -	\$ 1,553,677	\$ 1,602,885	\$ 1,653,639	\$ 1,705,985	\$ 1,759,974	\$ 1,815,655	\$ 1,873,081	\$ 1,932,306	\$ 1,993,385	\$ 2,056,376
Real Property Taxes (assuming 10 year PILOT)	\$ -	\$ 62,364	\$ 107,067	\$ 153,533	\$ 201,815	\$ 251,966	\$ 304,044	\$ 358,103	\$ 414,203	\$ 472,404	\$ 507,310
Net Operating Income (NOI) after Taxes	\$ -	\$ 1,491,313	\$ 1,495,819	\$ 1,500,106	\$ 1,504,171	\$ 1,508,008	\$ 1,511,612	\$ 1,514,978	\$ 1,518,103	\$ 1,520,981	\$ 1,549,066
<u>Loan or Mortgage (Debt Service)</u>											
Interest Payment	\$ -	\$ 457,879	\$ 457,879	\$ 726,000	\$ 711,807	\$ 696,834	\$ 681,037	\$ 664,371	\$ 646,789	\$ 628,239	\$ 608,669
Principal Payment	\$ -	\$ 426,016	\$ 426,016	\$ 258,051	\$ 272,244	\$ 287,218	\$ 303,015	\$ 319,681	\$ 337,263	\$ 355,812	\$ 375,382
Debt Service	\$ -	\$ 883,895	\$ 883,895	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051
Cash Flow After Financing and Reserve	\$ -	\$ 607,418	\$ 611,923	\$ 516,055	\$ 520,119	\$ 523,956	\$ 527,560	\$ 530,927	\$ 534,052	\$ 536,930	\$ 565,015
Debt Service Coverage Ratio (DSCR)		1.69	1.69	1.52	1.53	1.53	1.54	1.54	1.54	1.55	1.57
Equity Dividend Rate		15%	15%	13%	13%	13%	13%	13%	13%	13%	14%

Reasonableness Assessment for Rail Realty, Town of Brookhaven Industrial Development Agency

Rail Realty LLC	Date	As of 4/15/2026																			
Annual Cashflows (Pro Forma)																					
	Construction		Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034	Year 2035									
<u>Operating Cash Flow</u>																					
<u>Residential Income</u>																					
Gross Operating Income (10% @ 80% AMI and 10% @ 120% AMI)	\$ -	\$	2,483,639	\$	2,558,149	\$	2,634,893	\$	2,713,940	\$	2,795,358	\$	2,879,219	\$	2,965,595	\$	3,054,563	\$	3,146,200	\$	3,240,586
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$	(74,509)	\$	(76,744)	\$	(79,047)	\$	(81,418)	\$	(83,861)	\$	(86,377)	\$	(88,968)	\$	(91,637)	\$	(94,386)	\$	(97,218)
Net Rental Income, Residential	\$ -	\$	2,409,130	\$	2,481,404	\$	2,555,846	\$	2,632,522	\$	2,711,497	\$	2,792,842	\$	2,876,628	\$	2,962,926	\$	3,051,814	\$	3,143,369
<u>Commercial/Industrial Income</u>																					
Gross Operating Income	\$ -	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Net Rental Income, Commercial/Industrial	\$ -	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
<u>Other Income</u>																					
Parking Income	\$ -	\$	27,749	\$	27,749	\$	27,749	\$	27,749	\$	27,749	\$	27,749	\$	27,749	\$	27,749	\$	27,749	\$	27,749
Pet Income	\$ -	\$	3,881	\$	3,881	\$	3,881	\$	3,881	\$	3,881	\$	3,881	\$	3,881	\$	3,881	\$	3,881	\$	3,881
Storage Income	\$ -	\$	345	\$	345	\$	345	\$	345	\$	345	\$	345	\$	345	\$	345	\$	345	\$	345
Net Income, Other	\$ -	\$	28,094	\$	28,094	\$	28,094	\$	28,094	\$	28,094	\$	28,094	\$	28,094	\$	28,094	\$	28,094	\$	28,094
Effective Gross Income (EGI)	\$ -	\$	2,437,225	\$	2,509,498	\$	2,583,941	\$	2,660,616	\$	2,739,592	\$	2,820,937	\$	2,904,722	\$	2,991,021	\$	3,079,908	\$	3,171,463
<u>Operating Expenses (enter positive numbers)</u>																					
Salaries and Wages	\$ -	\$	95,038	\$	96,939	\$	98,878	\$	100,855	\$	102,872	\$	104,930	\$	107,029	\$	109,169	\$	111,352	\$	113,580
Maintenance	\$ -	\$	514,651	\$	530,091	\$	545,994	\$	562,374	\$	579,245	\$	596,622	\$	614,521	\$	632,956	\$	651,945	\$	671,503
Deposit to replacement reserve	\$ -	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Insurance	\$ -	\$	249,077	\$	254,058	\$	259,139	\$	264,322	\$	269,609	\$	275,001	\$	280,501	\$	286,111	\$	291,833	\$	297,670
Other	\$ -	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Operating Expenses	\$ -	\$	858,766	\$	881,088	\$	904,011	\$	927,551	\$	951,726	\$	976,553	\$	1,002,050	\$	1,028,236	\$	1,055,131	\$	1,082,753
Pre-Tax Operating Income (Revenue less Operating Expenses)	\$ -	\$	1,578,458	\$	1,628,410	\$	1,679,930	\$	1,733,065	\$	1,787,866	\$	1,844,384	\$	1,902,672	\$	1,962,784	\$	2,024,778	\$	2,088,710
Real Property Taxes (assuming 5 year PILOT)	\$ -	\$	104,967	\$	193,978	\$	286,507	\$	382,660	\$	436,428	\$	492,195	\$	502,039	\$	512,079	\$	522,321	\$	532,767
Net Operating Income (NOI) after Taxes	\$ -	\$	1,473,491	\$	1,434,432	\$	1,393,423	\$	1,350,405	\$	1,351,437	\$	1,352,189	\$	1,400,633	\$	1,450,705	\$	1,502,457	\$	1,555,943
<u>Loan or Mortgage (Debt Service)</u>																					
Interest Payment	\$ -	\$	457,879	\$	457,879	\$	726,000	\$	711,807	\$	696,834	\$	681,037	\$	664,371	\$	646,789	\$	628,239	\$	608,669
Principal Payment	\$ -	\$	426,016	\$	426,016	\$	258,051	\$	272,244	\$	287,218	\$	303,015	\$	319,681	\$	337,263	\$	355,812	\$	375,382
Debt Service	\$ -	\$	883,895	\$	883,895	\$	984,051	\$	984,051	\$	984,051	\$	984,051	\$	984,051	\$	984,051	\$	984,051	\$	984,051
Cash Flow After Financing and Reserve	\$ -	\$	589,596	\$	550,537	\$	409,371	\$	366,354	\$	367,386	\$	368,138	\$	416,582	\$	466,653	\$	518,405	\$	571,891
Debt Service Coverage Ratio (DSCR)			1.67		1.62		1.42		1.37		1.37		1.37		1.42		1.47		1.53		1.58
Equity Dividend Rate			15%		14%		10%		9%		9%		9%		10%		12%		13%		14%

Reasonableness Assessment for Rail Realty, Town of Brookhaven Industrial Development Agency

Rail Realty LLC	Date	As of 4/15/2026										
Annual Cashflows (Pro Forma)												
	Construction	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034	Year 2035	
<u>Operating Cash Flow</u>												
<u>Residential Income</u>												
Gross Operating Income (20% @ 80% AMI)	\$ -	\$ 2,458,091	\$ 2,531,834	\$ 2,607,789	\$ 2,686,023	\$ 2,766,604	\$ 2,849,602	\$ 2,935,090	\$ 3,023,142	\$ 3,113,837	\$ 3,207,252	
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$ (73,743)	\$ (75,955)	\$ (78,234)	\$ (80,581)	\$ (82,998)	\$ (85,488)	\$ (88,053)	\$ (90,694)	\$ (93,415)	\$ (96,218)	
Net Rental Income, Residential	\$ -	\$ 2,384,349	\$ 2,455,879	\$ 2,529,556	\$ 2,605,442	\$ 2,683,605	\$ 2,764,114	\$ 2,847,037	\$ 2,932,448	\$ 3,020,422	\$ 3,111,034	
<u>Commercial/Industrial Income</u>												
Gross Operating Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Less: Vacancy Allowance (enter as a negative number)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Net Rental Income, Commercial/Industrial	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<u>Other Income</u>												
Parking Income	\$ -	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	\$ 27,749	
Pet Income	\$ -	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	\$ 3,881	
Storage Income	\$ -	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	
Net Income, Other	\$ -	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	\$ 28,094	
Effective Gross Income (EGI)	\$ -	\$ 2,412,443	\$ 2,483,973	\$ 2,557,650	\$ 2,633,536	\$ 2,711,700	\$ 2,792,208	\$ 2,875,131	\$ 2,960,542	\$ 3,048,516	\$ 3,139,129	
<u>Operating Expenses (enter positive numbers)</u>												
Salaries and Wages	\$ -	\$ 95,038	\$ 96,939	\$ 98,878	\$ 100,855	\$ 102,872	\$ 104,930	\$ 107,029	\$ 109,169	\$ 111,352	\$ 113,580	
Maintenance	\$ -	\$ 514,651	\$ 530,091	\$ 545,994	\$ 562,374	\$ 579,245	\$ 596,622	\$ 614,521	\$ 632,956	\$ 651,945	\$ 671,503	
Deposit to replacement reserve	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Insurance	\$ -	\$ 249,077	\$ 254,058	\$ 259,139	\$ 264,322	\$ 269,609	\$ 275,001	\$ 280,501	\$ 286,111	\$ 291,833	\$ 297,670	
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Operating Expenses	\$ -	\$ 858,766	\$ 881,088	\$ 904,011	\$ 927,551	\$ 951,726	\$ 976,553	\$ 1,002,050	\$ 1,028,236	\$ 1,055,131	\$ 1,082,753	
Pre-Tax Operating Income (Revenue less Operating Expenses)	\$ -	\$ 1,553,677	\$ 1,602,885	\$ 1,653,639	\$ 1,705,985	\$ 1,759,974	\$ 1,815,655	\$ 1,873,081	\$ 1,932,306	\$ 1,993,385	\$ 2,056,376	
Real Property Taxes (assuming 5 year PILOT)	\$ -	\$ 104,967	\$ 193,978	\$ 286,507	\$ 382,660	\$ 436,428	\$ 492,195	\$ 502,039	\$ 512,079	\$ 522,321	\$ 532,767	
Net Operating Income (NOI) after Taxes	\$ -	\$ 1,448,709	\$ 1,408,907	\$ 1,367,132	\$ 1,323,326	\$ 1,323,546	\$ 1,323,460	\$ 1,371,043	\$ 1,420,227	\$ 1,471,064	\$ 1,523,608	
<u>Loan or Mortgage (Debt Service)</u>												
Interest Payment	\$ -	\$ 457,879	\$ 457,879	\$ 726,000	\$ 711,807	\$ 696,834	\$ 681,037	\$ 664,371	\$ 646,789	\$ 628,239	\$ 608,669	
Principal Payment	\$ -	\$ 426,016	\$ 426,016	\$ 258,051	\$ 272,244	\$ 287,218	\$ 303,015	\$ 319,681	\$ 337,263	\$ 355,812	\$ 375,382	
Debt Service	\$ -	\$ 883,895	\$ 883,895	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	\$ 984,051	
Cash Flow After Financing and Reserve	\$ -	\$ 564,814	\$ 525,012	\$ 383,080	\$ 339,274	\$ 339,494	\$ 339,409	\$ 386,991	\$ 436,175	\$ 487,013	\$ 539,557	
Debt Service Coverage Ratio (DSCR)		1.64	1.59	1.39	1.34	1.34	1.34	1.39	1.44	1.49	1.55	
Equity Dividend Rate		14%	13%	9%	8%	8%	8%	10%	11%	12%	13%	

APPENDIX A: SCOPE OF SERVICES

To assist with its evaluation of the Applicant's request for financial assistance, Camoin was commissioned by the Town of Brookhaven Industrial Development Agency to conduct the above analyses. The analysis is comprised of four tasks:

- ◆ *Test Assumptions* by comparing rents, operating costs, and vacancy rates to real estate benchmarks for similar projects and noting any significant differences. Operating performance and net income are also evaluated.
- ◆ *Review the Financing Plan* and perform an objective third-party evaluation of the estimated return on investment (ROI) to the Applicant with and without a PILOT agreement. We also analyze whether the capital structure and terms of the long-term debt are within market benchmarks for obtaining bank financing.
- ◆ *Evaluate the effects of one or more PILOTs* recommended by the Agency and determine whether the PILOT would result in a return that is within what would normally be anticipated in the current market for a similar project.
- ◆ *Provide an objective, third-party opinion* about the need for and reasonableness of the financial assistance.

Sources Consulted

- ◆ Project financing and annual cashflow workbook submitted by the Applicant on 12/17/2025, revised April 15, 2026.
- ◆ Assessed value estimates provided by the applicant in the cashflow workbook.
- ◆ Real estate tax information and estimates received from the Agency, including anticipated future assessed value of the Project.
- ◆ CoStar
- ◆ RealtyRates.com



CoStar is the leading source of commercial real estate intelligence in the U.S. It provides a full market inventory of properties and spaces—available as well as fully leased—by market and submarket. Details on vacancy, absorption, lease rates, inventory, and other real estate market data are provided, as well as property-specific information including photos and floor plans. More at **www.costar.com**.



RealtyRates.com™ is a comprehensive resource of real estate investment and development news, trends, analytics, and market research that support real estate professionals involved with more than 50 income producing and sell-out property types throughout the U.S. RealtyRates.com™ is the publisher of the award-winning Investor, Developer and Market Surveys, providing data essential to the appraisal, evaluation, disposition and marketing of investment and development real estate nationwide.

APPENDIX B: DEFINITIONS

Equity Dividend Rate: This is calculated as the rate of return on the equity component of a project. It is calculated as follows: (Source: RealtyRates.com)

$\text{Equity Dividend} / \text{Equity Investment} = \text{Equity Dividend Rate}$, where $\text{Equity Dividend} = \text{Net Operating Income} - \text{Debt Service}$.

Debt Service Coverage Ratio (DSCR): The ratio of annual debt repayment, including principal and interest, to total Net Operating Income (NOI). (Source: RealtyRates.com)

Net Operating Income (NOI): Income net of all operating costs including vacancy and collection loss but not including debt service. Appraisers also typically expense reserves for repairs and replacements. However, because reserves are not usually reported along with other transaction data, RealtyRates.com tracks lender requirements but does not include them in calculations. (Source: RealtyRates.com)

ABOUT CAMOIN ASSOCIATES

Camoin Associates has provided economic development consulting services to municipalities, economic development agencies, and private enterprises since 1999. Through the services offered, Camoin Associates has had the opportunity to serve EDOs and local and state governments from Maine to California; corporations and organizations that include Lowes Home Improvement, FedEx, Amazon, Volvo (Nova Bus) and the New York Islanders; as well as private developers proposing projects in excess of \$6 billion. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 46 states and garnered attention from national media outlets including Marketplace (NPR), Crain's New York Business, Forbes magazine, The New York Times, and The Wall Street Journal. Additionally, our marketing strategies have helped our clients gain both national and local media coverage for their projects in order to build public support and leverage additional funding. To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com.

THE PROJECT TEAM

Rachel Selsky
CEO, Project Principal