

---

# FISCAL AND ECONOMIC IMPACT SUMMARY

---

## Concern, Southampton Southampton, NY

NPV No.18136

**Prepared for:**

Concern Housing  
P.O. Box 358  
Medford, New York 11763

**Prepared by:**



**NELSON POPE VOORHIS**

*environmental • land use • planning*

70 Maxess Road  
Melville, NY 11747

Contact: Charles J. Voorhis, CEP, AICP  
office: 631.427.5665 | [cvoorhis@nelsonpopevoorhis.com](mailto:cvoorhis@nelsonpopevoorhis.com)

---

**March 23, 2022**

---

**TABLE OF CONTENTS**

**1.0 INTRODUCTION AND PURPOSE ..... 1**  
**2.0 METHODOLOGY ..... 6**  
**3.0 SUMMARY OF FISCAL AND ECONOMIC IMPACTS ..... 9**  
**4.0 REFERENCES..... 22**

**ATTACHMENT A NPV QUALIFICATIONS**

## 1.0 INTRODUCTION AND PURPOSE

Nelson Pope Voorhis (NPV) has been requested to prepare a fiscal and economic impact summary for a proposed residential development known as Concern Southampton, located in Southampton, New York. NPV is a professional environmental and planning firm with qualifications and expertise to prepare fiscal and economic impact analyses, and has a track record of similar completed projects, as well as residential and commercial market analysis and related economic development services to private and municipal clients. The economic qualifications of the firm and personnel are provided in **Attachment A**.

This analysis examines the fiscal and economic impacts that are anticipated to occur through the construction and annual operations of a residential development with 60 workforce rental apartment units with a total of 36 one-bedroom units and 24 two-bedroom units (including a rent-free two-bedroom unit to be occupied by the site superintendent) to be located at 130 County Road 39, on the south side of Suffolk County Route 39 (referred to as “County Road 39” or “Sebonac Road”), opposite the Sacred Heart Cemetery, in the Village of Southampton, Town of Southampton, Suffolk County, New York. The subject property is comprised of two tax parcels, more specifically identified by Suffolk County Tax Map as District 900, Section 159, Block 2, Lot 25.7 (within the Town of Southampton) and District 904, Section 4, Block 1, Lot 74.9 (located within the Village of Southampton). The subject property is located within a low-density residential area and is developed with a religious use.

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. In January 2021, New York State passed a law enabling the Towns in the Peconic Bay Region to establish a Community Housing Fund, which also stresses the critical need for housing to support local residents being forced from the area due to high housing costs, volunteers of local emergency service providers and the local workforce. 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.

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. Housing costs have skyrocketed, housing availability has fallen, and local businesses and institutions are no longer able to fill essential positions to meet customer demand during what should be a post-pandemic recovery. The shortage of housing and demand for workers impacts many across the employment spectrum, especially essential lower- and middle-income workers such as retail and restaurant workers and hospital, school and municipal staff. The proposed project will also create a short- and long-term economic benefit by providing jobs and revenue to taxing jurisdictions

through a Payment in Lieu of Taxes (PILOT) program. Consumer activity will ripple through the local community, creating beneficial economic and fiscal impacts throughout the Village of Southampton, Town of Southampton, Suffolk County, and the region as a whole.

The proposed project provides a positive contribution toward addressing demand for such housing needs through the construction of 60 multifamily housing units. The units will be comprised of 36 one-bedroom and 24 two-bedroom apartment units, and the proposed project will also include a 6,188 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 as defined by 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.

The following analysis examines and quantifies the fiscal and economic impacts that are anticipated to result from the proposed Concern Southampton 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** summarizes the existing fiscal and economic conditions – including enrollment trends/population, budget, and current tax rates and levies for the Southampton Union Free School District (UFSD). This section also summarizes the land use and tax base composition, detailed budgets and the current tax rates and levies for the Village and Town of Southampton and Suffolk County. Moreover, this section summarizes the fiscal impacts that are anticipated to result from the proposed project. These include beneficial PILOT revenues that would be allocated to each of the local taxing jurisdictions. It is noted that the subject site is currently not subject to real estate taxes, and as a result, the PILOT represents an increase in available revenues.

The direct economic impacts, as well as those indirect and induced impacts that are estimated to occur – on output, employment and labor income – during both the 21-month construction period, and annually upon stabilized operations of the proposed project. 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**

<b>Impact Type</b>	<b>Output (Total Revenue)</b>	<b>Employment (Total Number of FTE Jobs)</b>	<b>Labor Income (Total Wages)</b>
<b><i>Economic Impacts during Construction</i></b>			
Direct Impact	\$14,160,470	53.00	\$7,080,235
Indirect Impact	\$1,782,583	9.75	\$671,824
Induced Impact	\$4,411,542	25.38	\$1,590,858
<b>Total Impact</b>	<b>\$20,354,595</b>	<b>88.13</b>	<b>\$9,342,916</b>
<b><i>Economic Impacts during Annual Operations</i></b>			
Direct Impact	\$632,688	6.00	\$470,880
Indirect Impact	\$147,630	0.53	\$47,510
Induced Impact	\$306,800	1.66	\$111,057
<b>Total Impact</b>	<b>\$1,087,118</b>	<b>8.19</b>	<b>\$629,447</b>

Source: Data provided by Concern Housing; analysis by NPV, LLC, via IMPLAN software.

The Applicant will be applying to the Town of Southampton to participate in its PILOT program. While the exact terms of the PILOT have not yet been negotiated, this analysis assumes a comparable PILOT to what was adopted by the Town of Southampton for the Speonk Commons project, in 2017. The terms of this agreement assumed a PILOT in the amount of \$38,000 for the first year, which increased by 2% annually thereafter, over a period of 30 years. This schedule with an annual 2% increase has been utilized to project a potential PILOT program for the proposed project. The distribution of anticipated PILOT revenues is shown in **Table 2**. The potential PILOT schedule, as projected based on the comparable PILOT adopted by the Town in 2017, is shown in **Table 3**.

Lastly, **Section 4.0** outlines the references and sources of information utilized in this analysis.

**TABLE 2**  
**ANTICIPATED PILOT REVENUE GENERATION**

Taxing Jurisdiction	Current Tax Revenue <sup>1</sup>	Projected Revenue – Initial PILOT Payment	Projected Revenue – Final PILOT Payment	Percent of Total PILOT Revenue <sup>2</sup>
<b>Total School Taxes</b>	<b>\$0</b>	<b>\$20,144</b>	<b>\$35,772</b>	<b>53.0%</b>
Southampton School	\$0	\$18,454	\$32,771	48.6%
Southampton Library	\$0	\$1,361	\$2,417	3.6%
Southampton Museum - Youth	\$0	\$329	\$584	0.9%
<b>Total County Taxes</b>	<b>\$0</b>	<b>\$1,253</b>	<b>\$2,226</b>	<b>3.3%</b>
County	\$0	\$1,118	\$1,985	2.9%
Suffolk County Community College	\$0	\$135	\$241	0.4%
<b>Total Town Taxes</b>	<b>\$0</b>	<b>\$12,077</b>	<b>\$21,446</b>	<b>31.8%</b>
Southampton Town - General	\$0	\$3,343	\$5,936	8.8%
Highway	\$0	\$2,935	\$5,211	7.7%
Police	\$0	\$4,652	\$8,261	12.2%
Emergency Dispatch - E911	\$0	\$471	\$837	1.2%
Part-Town Outside of Villages	\$0	\$630	\$1,119	1.7%
Out of County Tuition	\$0	\$46	\$82	0.1%
<b>Total Other Taxes</b>	<b>\$0</b>	<b>\$3,049</b>	<b>\$5,415</b>	<b>8.0%</b>
NYS Real Property Tax Law	\$0	\$421	\$747	1.1%
NYS MTA Tax	\$0	\$45	\$81	0.1%
Southampton Fire District	\$0	\$1,914	\$3,399	5.0%
Southampton Ambulance	\$0	\$669	\$1,188	1.8%
<b>Total Village Taxes<sup>3</sup></b>	<b>\$0</b>	<b>\$1,477</b>	<b>\$2,623</b>	<b>3.9%</b>
<b>TOTAL: ALL JURISDICTIONS</b>	<b>\$0</b>	<b>\$38,000</b>	<b>\$67,482</b>	<b>100%</b>

<sup>1</sup> The subject property, which is comprised of two tax parcels, is owned by Southampton Full Gospel Church and, therefore, is exempt under existing conditions.

<sup>2</sup> Based on the current tax distribution if the property were not exempt.

<sup>3</sup> Village taxes only apply to Lot 74.9. Highway, Police, Emergency Dispatch and Part-Town Outside of Village taxes are only levied by Lot 25.7, which is not within the Village boundaries.

**TABLE 3**  
**PILOT PAYMENT PROPOSAL**

<b>PILOT Year</b>	<b>PILOT Payment</b>
1	\$38,000
2	\$38,760
3	\$39,535
4	\$40,326
5	\$41,132
6	\$41,955
7	\$42,794
8	\$43,650
9	\$44,523
10	\$45,414
11	\$46,322
12	\$47,248
13	\$48,193
14	\$49,157
15	\$50,140
16	\$51,143
17	\$52,166
18	\$53,209
19	\$54,273
20	\$55,359
21	\$56,466
22	\$57,595
23	\$58,747
24	\$59,922
25	\$61,121
26	\$62,343
27	\$63,590
28	\$64,862
29	\$66,159
30	\$67,482

## 2.0 METHODOLOGY

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

Concern Housing supplied information regarding the unit mix, population data specific to the supportive housing units, construction cost and construction schedule, as well as the estimated rental rates, employment and employee salaries during the annual operations of the proposed project.

The Office of the New York State Comptroller provided data pertaining to the annual district budget for the Southampton UFSD.

The Village of Southampton, Town of Southampton and Suffolk County information was collected with regard to approved budgets and current tax rates for the parcels that comprise the subject property. This tax information was used to compare the existing revenues to those that are projected to be generated under the initial PILOT payment and final PILOT payment of proposed project.

New York State Education Department provides enrollment trends, per-pupil education costs New York State District Report Cards and the Fiscal Accountability Summary reports specific to the Southampton UFSD. This information allows for an analysis of how the affordable housing development may affect the school district's enrollment.

New York State Office of Real Property Services provides data pertaining to the existing tax base and tax revenues for the Town of Southampton and Village of Southampton. 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 provides the latest population counts and other pertinent demographic data for the Village and Town of Southampton, as well as Suffolk County.

Rutgers University, Center for Urban Policy Research provides residential demographic multipliers specific to the occupants of new housing in New York State. The data is specific to

the number of bedrooms within various housing types and housing values, and allows for a projection of the number of residents and school-aged children anticipated to live within the proposed project.

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

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

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

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

multipliers to estimate the economic impacts of a wide range of projects, such as building a new sports facility or expanding an airport; of natural disasters; of student spending; or of special events, such as national political conventions.

NPV personnel have received formal IMPLAN training through IMPLAN and possess the qualifications to project economic impacts for a multitude of project types using this software. For the purpose of this analysis, multipliers specific to socio-economic data in Suffolk County's "Construction of new multifamily residential structures" industry were analyzed to determine the direct, indirect and induced economic impacts during the construction period of the proposed project. Moreover, multipliers specific to socio-economic data in Suffolk County's "Tenant-occupied housing," industry were analyzed to determine the direct, indirect and induced economic impacts during the annual operations of the proposed project. A summary of these economic impacts can be found in **Section 3.0** of this analysis.

### 3.0 SUMMARY OF FISCAL AND ECONOMIC 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 60 workforce multifamily housing units known as Concern Southampton. Fiscal impacts include the generation of PILOT revenues and their anticipated distribution among local taxing jurisdictions. Economic impacts include direct, indirect and induced benefits on output, employment and associated labor income during the 21-month construction phase and during a stabilized year of annual operations. It is noted that these analyses are based on conditions approximately 24 months into the coronavirus pandemic and therefore represent conditions as the construction industry regains momentum and the economy stabilizes in post-pandemic conditions.

The demand for workforce housing units in Southampton has been strong, and there is a documented need for this type of housing in the community. More specifically, the proposed project will advance the affordable housing goals in the Town of Southampton's 1970 Master Plan, 1999 Comprehensive Plan and 2013 Sustainability Element (addendum to the 1999 Comprehensive Plan), as well as the affordable housing goals noted in the Village of Southampton's 2000 Comprehensive Plan. The proposed project responds to the Town's and community's desire to provide such rental housing opportunities in the area, as evidenced by current conditions within the surrounding community. There also remains an unmet demand for veteran housing, including disabled veterans who may have a need for accessible housing and supportive services. The project provides a positive contribution toward addressing demand for such housing needs through the construction of 60 multifamily housing units. The units will be comprised of 36 one-bedroom and 24 two-bedroom apartment units (including one rent-free unit to be occupied by the site superintendent), and the proposed project will also include a community building for use by residents and staff. All of the units will be designated as "affordable" units as defined in the Town Code and will be occupied by households that meet applicable economic standards as administered by the Town. A portion of the units (15 of the 36 one-bedroom units) will be reserved for veterans, including disabled veterans and disabled veterans in need of supportive services, and 15 one-bedroom units will have a preference for veterans.

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. Housing costs have skyrocketed, housing availability has fallen, and local businesses and institutions are no longer able to fill essential positions to meet customer demand during what should be a post-pandemic recovery. The shortage of housing and demand for workers impacts many across the employment spectrum, especially essential lower- and middle-income workers such as retail and restaurant workers and hospital, school and municipal staff. The proposed project will create strong economic activity by providing jobs and revenue for local taxing jurisdictions through a PILOT program.

It is acknowledged that the Applicant will be applying to the Town of Southampton to participate in its Payment in Lieu of Taxes (PILOT) program. As such, the proposed project will provide a PILOT based on a phased schedule that is included herein. This schedule assumes a comparable PILOT program to what was adopted by the Town of Southampton for the Speonk Commons project in 2017. It is noted that the subject site is currently not subject to real estate taxes. As a result, even with a PILOT program, there will be an increase in available revenues to local taxing jurisdictions. 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 Southampton, 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.

### **3.1 Definition of Economic Impacts**

A *direct impact* arises from the first round of buying and selling and includes the production of changes and expenditures made as a result of the proposed action. These direct impacts can be used to identify additional rounds of buying and selling for other sectors of the economy and to identify the impact of spending by local households. 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. An *induced impact* accounts for the changes in household spending resulting from the labor income generated by the employees of the proposed action during construction and operations, resulting from direct and indirect impacts. The *total impact* is the sum of the direct, indirect and induced impacts.

### **3.2 Key Findings**

#### **3.2.1 Economic Impacts of Construction**

A detailed analysis of direct, indirect and induced impacts generated during the 21-month construction period is outlined below. It is important to note that these benefits are temporary and are projected to occur only while the proposed project is being constructed. As previously noted, these projections anticipate stabilization of the economy in post-pandemic conditions.

- For the purpose of this analysis, it is anticipated that construction of the proposed project will commence at the end of 2022, with the construction period anticipated to occur over a period of approximately 21 months, culminating in the Fall of 2024.<sup>4</sup>

---

<sup>4</sup> Construction schedule provided by Concern Housing, in March 2020.

- The proposed project is projected to represent approximately \$14.1 million<sup>5</sup> in construction costs over the 21-month construction period.<sup>6</sup> This \$14.1 million in direct annual output is projected to generate an indirect impact of over \$1.7 million, and an induced impact of approximately \$4.4 million, bringing the total economic impact on output to nearly \$20.3 million during the 21-month construction period.<sup>7</sup>
- 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 53 full time equivalent (FTE) jobs, which are anticipated to last the entire duration of the 21-month construction period for the purpose of this analysis.
- Construction will also result in indirect impact of 9.75 FTE employees and an induced impact of 25.38 FTE employees in other industry sectors, bringing the total impact of the 21-month construction period to 88.13 FTE jobs.<sup>8</sup> This job creation – direct, as well as indirect and induced – is most crucial during Long Island’s present economic state, and presents opportunities for persons who remain unemployed throughout the region. During the construction period, direct labor income refers to the annual earnings, wages, or salary paid to each of the workers responsible for the construction of the proposed project. Labor income typically comprises approximately 50% of the cost of residential construction; the remaining portion represents the cost of materials.<sup>9</sup>
- Labor income is projected to total \$71,630 per year, per employee.<sup>10</sup> When applied to the 21-month construction period, this represents approximately \$129,113 per employee, and \$7.0 million in collective earnings among the 53 FTE employees. This labor income is projected to have an indirect impact of \$671,824 and an induced impact of over

---

<sup>5</sup> For the purpose of this analysis, this figure and all other figures in the construction portion of this analysis reflect 2022 dollars, the year in which construction is assumed to commence.

<sup>6</sup> Construction costs provided by Concern Housing, in March 2020. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis. Wage data from the New York State Department of Labor were last updated to the first quarter of 2021. For the purposes of this analysis, an additional annual inflation factor of 3 percent was applied to the average wage, to reflect wages during the construction period slated to begin in 2022.

<sup>7</sup> According to IMPLAN, a multiplier of 1.521609 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand through the “Construction of new multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

<sup>8</sup> According to IMPLAN, a multiplier of 10.740000 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand through the “Construction of new multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

<sup>9</sup> Construction/renovations labor and materials estimates per architectural design group Nelson and Pope.

<sup>10</sup> New York State Department of Labor’s Occupational Employment Statistics survey reports a mean wage of \$71,630 among those employed within construction and extraction occupations in the Long Island labor market. Data was collected between November 2017 and May 2020, and then updated to the first quarter of 2021 by making cost-of-living adjustments. An additional annual inflation factor of three percent (3%) was applied to the average wage, to reflect wages at the commencement of the construction period – estimated to occur in 2022 for the purpose of this analysis.

\$1.5 million, bringing the total economic impact of the 21-month construction period to over \$9.3 million in labor income.<sup>11</sup>

A summary of key economic findings projected to occur during the 21-month construction period is provided in **Table 4**.

**TABLE 4**  
**SUMMARY OF KEY FINDINGS DURING 21-MONTH CONSTRUCTION PERIOD**

Impact Type	Output (Total Revenue) <sup>12</sup>	Employment (Total Number of FTE Jobs) <sup>13</sup>	Labor Income (Total Wages)
Direct Impact	\$14,160,470	53.0	\$7,080,235
Indirect Impact	\$1,782,583	9.75	\$671,824
Induced Impact	\$4,411,542	25.38	\$1,590,858
<b>Total Impact</b>	<b>\$20,354,595</b>	<b>88.13</b>	<b>\$9,342,916</b>

Source: Data provided by Concern Housing; analysis by NPV, LLC, via IMPLAN software.

### 3.2.2 Economic Impacts of Annual Operations

A detailed analysis of direct, indirect and induced impacts generated annually during operations is outlined below. It is important to note that each of these benefits will be permanent and on-going and they are projected on an annual basis, assuming continued stabilized operations. These projections anticipate stabilization of the economy in post-pandemic conditions and fully occupied units following construction.

- The analysis assumes that the proposed project will begin the operational phase of development upon the completion of the 21-month construction period, anticipated to occur in the Fall of 2024. For the purpose of this analysis, the first year of stabilized operations (fully occupied units) is assumed to occur in 2026. However, these benefits may be achieved sooner.
- Annual output will be generated in the form of tenant rental income, which is based on monthly rental rates ranging from \$550 per month to \$1,371 per month.<sup>14</sup> As shown in **Table 5**, such annual output totals \$632,688 per year. It is important to note that this

<sup>11</sup> According to IMPLAN, a multiplier of 0.806574 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand through the “Construction of new multifamily residential structures” (IMPLAN Sector 58) in Suffolk County, New York.

<sup>12</sup> The direct impact of output is equal to the total construction cost of the proposed project over the 21-month construction period.

<sup>13</sup> For the purpose of this analysis, it is assumed that the persons employed during the construction of the proposed project will be employed for a duration of 21 months, from the commencement until the culmination of the construction period.

<sup>14</sup> Assumptions pertaining to monthly rental rates provided by Concern Housing, in May 2020. It is noted that actual rental rates will be determined at a later date and adjusted for Area Median Income (AMI) and utility cost allowances.

annual output only includes tenant rents, and does not account for utility allowances, rental subsidies or service subsidies.

- The annual operational revenues are projected to generate an indirect impact of \$147,630 and an induced impact of \$306,800 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 \$1,087,118 during annual operations.<sup>15</sup>
- The proposed project is anticipated to generate 6.0 FTE jobs on site. This includes one Superintendent, one Program Director, one Program Supervisor, two Service Coordinators and one Administrative Assistant. It is noted that the Applicant intends to hire staff from within the community to the extent possible.<sup>16</sup>
- Operations will have an indirect impact of 0.53 FTE employees and an induced impact of 1.66 FTE employees in other industry sectors, bringing the total economic impact of employment to 8.19 FTE jobs during annual operations.<sup>17</sup>
- The 6.0 FTE jobs will generate a total of \$470,880 in employee salaries and fringe benefits<sup>18</sup> This represents the collective employee labor income during annual operations.
- The \$470,880 in labor income will have an indirect impact of \$47,510 and an induced impact of \$111,057, bringing the total economic impact of labor income to \$629,447 during a stabilized year of annual operations.<sup>19</sup>

A summary of key economic findings projected to occur during annual operations is provided in **Table 6**.

---

<sup>15</sup> According to IMPLAN, a multiplier of 1.218742 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by “Tenant-occupied housing” (IMPLAN Sector 448), in Suffolk County, New York.

<sup>16</sup> Assumptions pertaining to the direct employment provided by Concern Housing., in March 2022. It is important to note that all assumptions are estimates based upon market conditions as of the date of preparation of this analysis.

<sup>17</sup> According to IMPLAN, a multiplier of 7.880000 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand by “Tenant-occupied housing” (IMPLAN Sector 448) in Suffolk County, New York.

<sup>18</sup> Assumptions pertaining to the annual salaries and fringe benefits provided by Concern Housing, in May 2022.

<sup>19</sup> According to IMPLAN, a multiplier 0.286447 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand by “Tenant-occupied housing” (IMPLAN Sector 448) in Suffolk County, New York.

**TABLE 5**  
**ESTIMATED RESIDENTIAL RENTS DURING ANNUAL OPERATIONS**

Unit Type	Number of Units	Monthly Rental Rate	Total Gross Rent
1-BR Unit	20	\$550	\$132,000
1-BR Unit	10	\$898	\$107,760
1-BR Unit	3	\$922	\$33,192
1-BR Unit	3	\$1,141	\$41,076
2-BR Unit	4	\$1,371	\$65,808
2-BR Unit	19	\$1,109	\$252,852
2-BR Unit <sup>20</sup>	1	\$0	\$0
<b>Total: All Units</b>	<b>60</b>	<b>--</b>	<b>\$632,688</b>

Source: Data provided by Concern Housing; analysis by NPV, LLC.

**TABLE 6**  
**SUMMARY OF KEY FINDINGS DURING ANNUAL OPERATIONS**

Impact Type	Output (Annual Revenue)	Employment (Number of Annual FTE Jobs)	Labor Income (Annual Wages)
Direct Impact	\$632,688	6.0	\$470,880
Indirect Impact	\$147,630	0.53	\$47,510
Induced Impact	\$306,800	1.66	\$111,057
<b>Total Impact</b>	<b>\$1,087,118</b>	<b>8.19</b>	<b>\$629,447</b>

Source: Data provided by Concern Housing; analysis by NPV, LLC, via IMPLAN software.

### 3.2.3 Existing Fiscal Conditions

- According to the U.S. Census Bureau, there are currently approximately 3,285 persons residing within 1,364 housing units in the Village of Southampton, and 58,094 persons residing within 21,602 housing units in the Town of Southampton. There are 2,308 vacant housing units in the Village and 22,741 vacant housing units within the Town; the majority of these are occupied for seasonal use, which yields significant population increases during the summer months.<sup>21</sup>
- The vast majority of assessed parcels in the Town of Southampton are residential properties, comprising 73.7% of the total number of parcels. Such properties comprise 85.2% of the Town's tax base.<sup>22</sup>

<sup>20</sup> The proposed project includes one non-rent bearing unit for the live-in Superintendent of the property.

<sup>21</sup> 2019 American Community Survey 5-Year Estimates, via the U.S. Census Bureau.

<sup>22</sup> New York State Office of Real Property Services, 2020 Annual Assessment Rolls and 2020 Parcel Counts by Individual Property Class Code for the Town of Southampton. This data is not available for the Village of Southampton.

- The Village of Southampton adopted a budget for 2021 of \$32.465 million.<sup>23</sup>
- The Town of Southampton adopted an operating budget for the 2022 fiscal year, with budgeted expenditures and anticipated revenues of \$113.8 million. This includes the General Funds, as well as the Police, Part-Town Zoning, Part-Town Highway, and Emergency Dispatch-911 funds.<sup>24</sup>
- Suffolk County has published a recommended 2022 operating budget of \$4.738 billion.<sup>25</sup>
- The proposed project is located within the boundaries of the Southampton UFSD.
- Student enrollment within the Southampton UFSD has decreased by 120 students, or -7.9% over the ten (10) years between the 2010-11 and 2020-21 academic years.<sup>26</sup>
- According to the New York State School Report Card Fiscal Accountability Summary for the Southampton UFSD, expenditures averaged \$20,917 per general education student and \$58,181 per special education student during the 2017-18 academic year. During this year, 258 students, or 14.1% of the students within Southampton UFSD, were enrolled in the special education program.<sup>27</sup>
- The Southampton UFSD adopted a balanced budget for the 2021-22 academic year, with revenues and expenditures totaling nearly \$73.9 million.<sup>28</sup>
- Prior to the coronavirus pandemic of 2020, 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. As of December 2021, approximately 1,000 persons – 3.4% of the Town’s labor force – were unemployed. While it is important to note that this data has not been seasonally adjusted, the December 2021 unemployment rate is town-wide was slightly higher than Suffolk County’s unemployment rate (approximately 20,100 persons or 2.7% of the County’s labor force) and Long Island’s unemployment rate (approximately 37,600 person or 2.6% of Long Island’s labor force). However, the town-wide unemployment rate is lower than New York State’s overall unemployment rate (457,300 persons or 5% of New York State’s labor force).<sup>29</sup>
- Under existing conditions, the subject property is currently exempt from paying property taxes as it is owned by a religious establishment (Southampton Full Gospel Church). One small parcel (0.20± acre) associated with the subject property, where no development is proposed, is within the boundaries of the Village of Southampton.
- Although tax exempt, based on the latest tax bills, the project site would otherwise be taxed at a total rate of \$4.115 per \$1,000 of assessed valuation. The one tax parcel located within the Village would be taxed at a rate of \$200.65946 per \$1,000 of assessed valuation.<sup>30</sup> Current tax rates and tax revenues are shown in **Table 7**.

<sup>23</sup> Village of Southampton, “*Village of Southampton 2020/2021 Final Budget*”.

<sup>24</sup> Town of Southampton, “*2022 Adopted Budget Operating*”.

<sup>25</sup> Suffolk County, “*2022 Recommended Operating Budget, Narrative Summary Volume 1,*”.

<sup>26</sup> New York State Department of Education.

<sup>27</sup> New York State Department of Education.

<sup>28</sup> Southampton UFSD.

<sup>29</sup> New York State Department of Labor.

<sup>30</sup> Village of Southampton Tax Receiver and Town of Southampton Tax Receiver

**TABLE 7  
 EXISTING TAX REVENUES**

Taxing Jurisdiction	Current Tax Rate (per \$1,000 Assessed Valuation)	Current Tax Revenue	Percent of Total Tax Revenue
<b>Total School Taxes</b>	<b>2.260</b>	<b>\$0</b>	<b>53.0%</b>
Southampton School	2.0703	\$0	48.6%
Southampton Library	0.1527	\$0	3.6%
Southampton Museum - Youth	0.0369	\$0	0.9%
<b>Total County Taxes</b>	<b>0.1406</b>	<b>\$0</b>	<b>3.3%</b>
County	0.1254	\$0	2.9%
Suffolk County Community College	0.0152	\$0	0.4%
<b>Total Town Taxes</b>	<b>1.369</b>	<b>\$0</b>	<b>31.8%</b>
Southampton Town - General	0.3750	\$0	8.8%
Highway	0.3339	\$0	7.7%
Police	0.5293	\$0	12.2%
Emergency Dispatch - E911	0.0536	\$0	1.2%
Part-Town Outside of Villages	0.0717	\$0	1.7%
Out of County Tuition	0.0052	\$0	0.1%
<b>Total Other Taxes</b>	<b>0.346</b>	<b>\$0</b>	<b>8.0%</b>
New York State Real Property Tax Law	0.0472	\$0	1.1%
New York State MTA Tax	0.0051	\$0	0.1%
Southampton Fire District	0.2178	\$0	5.0%
Southampton Ambulance	0.0761	\$0	1.8%
<b>Total Village Taxes<sup>31</sup></b>	<b>200.65946</b>	<b>\$0</b>	<b>3.9%</b>
<b>TOTAL: ALL TAXING JURISDICTIONS</b>		<b>\$0</b>	<b>100%</b>

Source: Village of Southampton Tax Receiver; Town of Southampton Tax Receiver; analysis by NPV, LLC.

### 3.2.4 Anticipated Fiscal Impacts

- The project is proposed to include the development of 60 multifamily residential units, which includes 36 one-bedroom units and 24 two-bedroom units. It is anticipated that 30 of the 36 one-bedroom units will be supportive units.
- An analysis of housing occupancy estimates allows for the determination of the number of residents and school-aged children that would likely result from the proposed project. This derivation of the projected number of school-aged children is based on information provided by the Applicant regarding the supportive units (one adult will reside within each unit), and standard demographic multipliers published by the Center for Urban Policy Research at Rutgers University, which are based on the number of bedrooms, type of building and approximate rent. These data are important in projecting fiscal impacts to the school district as related to generated revenues and costs of education.

<sup>31</sup> Village taxes only apply to Lot 74.9. Highway, Police, Emergency Dispatch and Part-Town Outside of Village taxes are only levied by Lot 25.7, which is not within the Village boundaries.

- Such housing is projected to create a total of 99 residents. Of this, it is projected that eight (8) persons will be school-aged children between the ages of five (5) and seventeen (17) years old, as seen in **Table 8**.

**TABLE 8**  
**IMPACT ON POPULATION**

Parameter	1-BR Supportive Units <sup>32</sup>	1-BR Units <sup>33</sup>	1-BR Units <sup>34</sup>	2-BR Units <sup>35</sup>	Total: All Units
Number of Units	30	3	3	24	<b>60</b>
Average Infants/Toddlers per Household	0.00	0.18	0.08	0.19	--
Average School-Aged Children per Household	0.00	0.30	0.08	0.24	--
Average Adults per Household	1.00	1.51	1.51	1.88	--
<b>Projected New Residents</b>	<b>30</b>	<b>7</b>	<b>6</b>	<b>56</b>	<b>99</b>
Infants/Toddlers	0	1	0	5	<b>6</b>
School-Age Children	0	1	1	6	<b>8</b>
Adults	30	5	5	45	<b>85</b>

Source: Assumptions for 30 supportive units provided by Concern Housing; Center for Urban Policy Research at Rutgers University; analysis by NPV, LLC.

- The Applicant will be applying to the Town of Southampton to participate in its PILOT program. While the exact terms of the PILOT have not yet been negotiated, this analysis assumes a comparable PILOT program to what was adopted by the Town for the Speonk Commons project, in 2017. The terms of this agreement assumed a PILOT in the amount of \$38,000 for the first year, which increased by 2% annually thereafter, over a period of 30 years. This schedule with an annual 2% increase has been utilized to project a potential PILOT program for the proposed project. Over the 30-year period, PILOT revenues would total \$1.5 million. Therefore, the proposed PILOT represents additional revenues to be allocated to each of the local taxing jurisdictions, especially by the end of the PILOT term. The details of such a PILOT program are shown in **Table 9**.

<sup>32</sup> The demographic multiplier per supportive unit provided by Concern Housing, and assumes one adult per residence.

<sup>33</sup> The demographic multiplier per housing unit assumes a renter-occupied 1-BR residence within a structure type of 5+ units, with rent between \$500 and \$1,000 per month.

<sup>34</sup> The demographic multiplier per housing unit assumes a renter-occupied 1-BR residence within a structure type of 5+ units, with rent more than \$1,000 per month.

<sup>35</sup> The demographic multiplier per housing unit assumes a renter-occupied 2-BR residence within a structure type of 5+ units, with rent of more than \$1,100 per month.

**TABLE 9  
 PROPOSED PILOT PROGRAM**

<b>Year</b>	<b>PILOT Amount</b>
1	\$38,000
2	\$38,760
3	\$39,535
4	\$40,326
5	\$41,132
6	\$41,955
7	\$42,794
8	\$43,650
9	\$44,523
10	\$45,414
11	\$46,322
12	\$47,248
13	\$48,193
14	\$49,157
15	\$50,140
16	\$51,143
17	\$52,166
18	\$53,209
19	\$54,273
20	\$55,359
21	\$56,466
22	\$57,595
23	\$58,747
24	\$59,922
25	\$61,121
26	\$62,343
27	\$63,590
28	\$64,862
29	\$66,159
30	\$67,482
<b>Total: PILOT Program</b>	<b>\$1,541,587</b>

Source: Assumptions based on PILOT Program adopted by the Town of Southampton for the Speonk Commons project, in 2017; analysis by NPV, LLC.

- Fiscal impacts are projected based on a stabilized year of operations. Projected distribution is shown for the initial and final PILOT payments for comparison.
- At full build-out and during the first year of operations, the proposed PILOT program represents a net increase of \$38,000 when compared to existing site conditions, of which \$18,454 will be allocated to the Southampton UFSD. At full build-out and during the final PILOT payment year, the proposed PILOT program represents a net increase of \$67,482 when compared to existing conditions, of which \$32,771 be allocated to the Southampton

UFSD. The distribution of such PILOT revenues is assumed to be distributed based upon the respective levy rates for current taxing jurisdictions, as shown in **Table 10**.

- It is important to note that the information provided in **Table 10** was derived from the current assessment factors and tax rates provided by the Town of Southampton and Village of Southampton, as well as the total projected assessed valuation for the proposed project. It is also important to note that all analyses are based on current tax dollars, and the revenue allotted among taxing jurisdictions will vary from year to year, depending on the annual tax rates, assessed valuation and equalization rates. Further, the final assessment and levy will be determined by the sole assessor at the time of occupancy. Projections included herein are as accurate as possible using fiscal impact methodologies, for the purpose of the planning and land use approval process.

**TABLE 10**  
**ANTICIPATED REVENUE DISTRIBUTION**

Taxing Jurisdiction	Current Tax Revenue <sup>36</sup>	Projected Revenue – Initial PILOT Payment	Projected Revenue – Final PILOT Payment	Percent of Total PILOT Payment Revenue <sup>37</sup>
<b>Total School Taxes</b>	<b>\$0</b>	<b>\$20,144</b>	<b>\$35,772</b>	<b>53.0%</b>
Southampton School	\$0	\$18,454	\$32,771	48.6%
Southampton Library	\$0	\$1,361	\$2,417	3.6%
Southampton Museum - Youth	\$0	\$329	\$584	0.9%
<b>Total County Taxes</b>	<b>\$0</b>	<b>\$1,253</b>	<b>\$2,226</b>	<b>3.3%</b>
County	\$0	\$1,118	\$1,985	2.9%
Suffolk County Community College	\$0	\$135	\$241	0.4%
<b>Total Town Taxes</b>	<b>\$0</b>	<b>\$12,077</b>	<b>\$21,446</b>	<b>31.8%</b>
Southampton Town - General	\$0	\$3,343	\$5,936	8.8%
Highway	\$0	\$2,935	\$5,211	7.7%
Police	\$0	\$4,652	\$8,261	12.2%
Emergency Dispatch - E911	\$0	\$471	\$837	1.2%
Part-Town Outside of Villages	\$0	\$630	\$1,119	1.7%
Out of County Tuition	\$0	\$46	\$82	0.1%
<b>Total Other Taxes</b>	<b>\$0</b>	<b>\$3,049</b>	<b>\$5,415</b>	<b>8.0%</b>
NYS Real Property Tax Law	\$0	\$421	\$747	1.1%
NYS MTA Tax	\$0	\$45	\$81	0.1%
Southampton Fire District	\$0	\$1,914	\$3,399	5.0%
Southampton Ambulance	\$0	\$669	\$1,188	1.8%
<b>Total Village Taxes<sup>38</sup></b>	<b>\$0</b>	<b>\$1,477</b>	<b>\$2,623</b>	<b>3.9%</b>
<b>TOTAL: ALL JURISDICTIONS</b>	<b>\$0</b>	<b>\$38,000</b>	<b>\$67,482</b>	<b>100%</b>

<sup>36</sup> The subject property, which is comprised of two tax parcels, is owned by Southampton Full Gospel Church and, therefore, is exempt under existing conditions.

<sup>37</sup> Based on the current tax distribution if the property were not exempt.

<sup>38</sup> Village taxes only apply to Lot 74.9. Highway, Police, Emergency Dispatch and Part-Town Outside of Village taxes are only levied by Lot 25.7, which is not within the Village boundaries.

- As depicted in **Table 8**, a total of eight (8) school-aged children are projected to reside within the proposed project and are likely to attend public schools within the Southampton UFSD.
- The ratio of special education students to the total enrollment within the Southampton UFSD is approximately 14.1%. For the purpose of this analysis, it is assumed that this ratio of special education students is the best available information to apply this analysis in order to project school district expenditures, and it is assumed that the portion of special education students will remain constant with the development of the proposed project. When applied to the estimated eight (8) school-aged children that are projected to attend public schools, it is anticipated that seven (7) of these students would be enrolled within the general education program, while one (1) of these students would be enrolled within the school district's special education program. The estimated eight (8) school-aged children anticipated to attend public schools within the Southampton UFSD will result in additional costs to the school district. According to the New York State School Report Card, Fiscal Accountability Supplement for Southampton UFSD, expenditures averaged \$20,917 per general education student and \$58,181 per special education student during the 2017-2018 academic year.<sup>39</sup> Given these assumptions, it is estimated that the eight (8) public-school students will result in additional costs to the Southampton UFSD amounting to approximately \$204,600 per academic year.
- In 2020, State Aid totaling \$3,544,817 was provided to the School District, resulting in approximately \$2,521 in State Aid per student based on the enrollment data for that year. Assuming state aid remains constant to current levels, and when applied to the 8 additional school-aged children, it is assumed that state aid will generate an additional \$20,170. Under the initial PILOT payment, the proposed project is estimated to generate \$18,454 in tax revenue for the Southampton UFSD, resulting in a deficit of \$186,146 without state aid. With state aid, the project is anticipated to result a deficit of \$165,977 to the School District per year under the initial PILOT payment. Under the final PILOT payment, the proposed project is estimated to generate \$32,771 resulting in a deficit of \$171,829 without state aid and a deficit of \$151,659 with state aid, as demonstrated in **Table 11**.
- Given the escalation provision of the PILOT, the payments will incrementally increase by 2% per year, thereby providing additional revenues each year, above the allocation under the initial PILOT payment and final PILOT payment noted in **Table 11**. The escalation schedule is provided in **Table 9**.
- It is important to note that tax revenues generated by residential development typically do not cover the costs to educate associated new students, especially from a workforce housing project such as what is proposed. Other non-residential tax-generating uses typically have a lower demand for services and assist in generating revenues to stabilize the tax base. As such, the fiscal impact to the school district should not be considered in isolation from other important socio-economic factors and benefits to the community.

---

<sup>39</sup> This data reflects the most recently published data as of the date of submission of this analysis.

**TABLE 11**  
**FISCAL IMPACT ON SCHOOL DISTRICT**

Parameter	General Education	Special Education	Total: All Students	
			Initial PILOT	Final PILOT
Percentage of Enrollment:	85.9%	14.1%	100.0%	-
Projected Number of Additional Students (assumes all attend public school)	7	1	8	
Expenditure per Pupil	\$20,917	\$58,181	-	
Additional Expenditures: Proposed Project	\$146,419	\$58,181	\$204,600	
<b>PILOT Payment Projection Scenario</b>			<b>Initial PILOT</b>	<b>Final PILOT</b>
Projected PILOT Revenue Allocated to School District: Proposed Project	-	-	\$18,454	\$32,771
<b>Net Impact (without state aid)</b>	-	-	<b>(\$186,146)</b>	<b>(\$171,829)</b>
Estimated State Aid	-	-	\$20,170	\$20,170
<b>Net Impact (with state aid)</b>	-	-	<b>(\$165,977)</b>	<b>(\$151,659)</b>

Source: Southampton UFSD; NYS Education Department; analysis by NPV , LLC.

- The demand for workforce housing units in Southampton has been strong, and there is a 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 provision of high-quality and affordable housing with supportive services for disabled and low-income persons in the community is a substantial benefit to the Village and Town of Southampton and the greater region. Furthermore, the construction and operation of the proposed project will have a significant beneficial impact on the local economy as a result of job creation and economic ripple effect, as noted in subsequent sections of this analysis. The residents and families that will reside at the proposed project are important to the economic and social vitality and success of the local economy; this balance is essential to the health and future of the community.

## 4.0 REFERENCES

- IMPLAN, 2022. IMPLAN Economic Modeling System. Huntersville, North Carolina.
- New York State Department of Labor, 2022. Labor Force and Unemployment Data, Local Area Unemployment Statistics Program, Albany, New York, 2021.
- New York State Department of Labor, in partnership with United States Bureau of Labor Statistics, 2022. Occupational Employment Statistics Survey. Long Island Region, 2021.
- New York State Education Department, 2022. The New York State School Report Card: Fiscal Accountability Summary for Southampton Union Free School District, School Year 2018-2019. Information and Reporting Services, Albany, New York.
- New York State Education Department, 2022. The New York State School Report Card: K-12 Enrollment for Southampton Union Free School District, School Year 2020-21. Information and Reporting Services, Albany, New York.
- New York State Office of Real Property Services, 2022. 2020 Annual Assessment Rolls, 2020 Parcel Counts by Individual Property Class Code. Albany, New York, 2022.
- Rutgers University, Center for Urban Policy Research, Residential Demographic Multipliers, Estimates of the Occupants of New Housing, New York, Robert W. Burchell, Ph.D., David Listokin, Ph.D., William Dolphin, MA, Edward J. Bloustein School of Planning and Public Policy, June 2006.
- Southampton Union Free School District, 2022. Southampton, New York.
- Suffolk County, 2022. 2022 Adopted Operating Budget Volume No. 1. Hauppauge, New York, 2021.
- Town of Southampton, 2022. 2022 Adopted Budget Operating. Southampton, New York, 2021.
- Town of Southampton Tax Receiver, 2022. Consolidated Real Property Tax Bill. Southampton, New York, 2022.
- United States Census Bureau, 2022. 2019 American Community Survey 5-Year Estimates. Washington, District of Columbia, 2022.
- Village of Southampton, 2022. Village of Southampton Adopted Budget: 2021. Southampton, New York, 2021.
- Village of Southampton Tax Receiver, 2022. Statement of Taxes. Southampton, New York, 2022.

---

**ATTACHMENT A**  
**Nelson Pope Voorhis**  
**Economic Analysis Qualifications**

---

# STATEMENT OF QUALIFICATIONS ECONOMIC AND FISCAL IMPACT ANALYSIS



**NELSON POPE VOORHIS**  
*environmental • land use • planning*

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

## **TABLE OF CONTENTS**

<b>INTRODUCTION .....</b>	<b>1</b>
<b>KEY PERSONNEL.....</b>	<b>3</b>
<b>RELEVANT EXPERIENCE.....</b>	<b>5</b>

## INTRODUCTION

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

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

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

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

NPV has the capabilities to provide the following services:

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

*Economic and Fiscal Impact Analyses & Market Studies*

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

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

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

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



## KEY PERSONNEL

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

Personnel	Qualifications, Project Role
Kathryn J. Eiseman AICPPartner	Project Oversight
Charles J. Voorhis, CEP, AICP Principal	Project Coordination
Taylor Garner Environmental Planner/GIS Manager	Project Coordination, Preparation of Reports
Valerie Monastra Principal Planner	Preparation of Reports
Sarah Sklar, LEED GA Senior Environmental Planner	Preparation of Reports

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

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

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

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

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

Detailed resumes can be provided upon request.

**Sarah Sklar, LEED GA** is a Senior Environmental Planner with 4+ years of experience in land use and environmental planning, SEQRA and NEPA assessments and compliance. Her expertise covers a broad range including: planning, zoning and visual impact analyses, coastal assessments, historic resources research, LEED compliance, and SEQRA/NEPA environmental assessments for a variety of commercial, residential and public utility projects. Ms. Sklar is well versed in ArcGIS and InDesign and regularly prepares visual graphics and maps for various planning and zoning studies. Her most recent work includes managing two (2) municipal planning projects and one SEQRA environmental review of proposed zoning amendments in the City of New Rochelle. Ms. Sklar has been trained recently in the area of Fiscal and Economic Impact Analysis including IMPLAN Economic Modeling System software.

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.