
APPENDIX I

ECONOMIC AND FISCAL ANALYSIS

Nelson Pope Voorhis, August 2021

ECONOMIC AND FISCAL IMPACT ANALYSIS

South Country Road, Quiogue **Subdivision, Change of Zone and Multifamily Residential Development**

670 Montauk Highway and 107 South Country Road
Hamlet of Quiogue, Town of Southampton
Suffolk County, New York

NPV No. 18189

Prepared for:

The NRP Properties LLC
One Union Square West, Suite 803
New York, NY 10033

Prepared by:



NELSON POPE VOORHIS

environmental • land use • planning

70 Maxess Road
Melville, NY 11747

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

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TABLE OF CONTENTS

EXECUTIVE SUMMARY

1.0	INTRODUCTION	1
2.0	METHODOLOGY	4
3.0	SUMMARY OF ECONOMIC AND FISCAL IMPACTS	7
3.1	DEFINITION OF ECONOMIC IMPACTS	7
3.2	KEY FINDINGS	7
3.2.1	ECONOMIC IMPACTS OF CONSTRUCTION	7
3.2.2	ECONOMIC IMPACTS OF ANNUAL OPERATIONS	9
3.2.3	EXISTING FISCAL CONDITIONS	11
3.2.4	ANTICIPATED FISCAL IMPACTS	13
3.2.5	FISCAL IMPACTS CONCLUSION	17
4.0	REFERENCES	19

ATTACHMENT A TOWN OF SOUTHAMPTON TAX ASSESSOR ANALYSIS

ATTACHMENT B NPV ECONOMIC ANALYSIS QUALIFICATIONS

EXECUTIVE SUMMARY

This analysis examines the economic and fiscal impacts that are anticipated to occur through the construction and annual operations of a multifamily residential development to be known as South Country Road, Quiogue, to be located at 670 Montauk Highway and 107 South Country Road, in the **hamlet of Quiogue**, Town of Southampton, Suffolk County, New York. The proposed project will provide a **104-unit residential community**, consisting of 40 one-bedroom units, 48 two-bedroom units, and 16 three-bedroom units, all of which will be rented at Town/HUD Fair Market Rent affordability requirements. The proposed project site is zoned for residential use and is proposed to be rezoned to Multifamily Planned Residential Development. Land use in the area is single family residential to the north, east and southeast, a commercial laundromat to the southwest, a high-density mobile home park to the west, and an auto salvage yard to the northwest of the property.

The proposed project responds to the public need for increased housing opportunities, particularly for affordable housing opportunities. Housing costs have skyrocketed, housing availability has fallen, and local businesses and institutions are no longer able to fill essential positions to meet customer demand during what should be a post-pandemic recovery. The shortage of housing and demand for workers impacts many across the employment spectrum, especially essential lower- and middle-income workers such as retail and restaurant workers and hospital, school and Town staff. Consumer activity from the increase in residents will ripple through the local community, creating beneficial economic and fiscal impacts throughout Quiogue, the Town of Southampton, Suffolk County, and the region as a whole.

Economic benefit includes direct economic impacts, as well as those indirect and induced impacts that are projected to occur – on output, employment and labor income – during both the 24-month construction period, and annually upon stabilized operations of the proposed project. During **construction**, the proposed project will result in **\$37,317,587** in **output**, **148.37 jobs** (total full-time equivalent [FTE] jobs), and **\$16,955,771** in **labor income** (total wages). During **annual operations**, the proposed project will result in **\$3,527,476** in **output** (total revenue), **13.2 jobs** (total FTE jobs), and **\$769,583** in **labor income** (total wages).¹

This report includes the fiscal impacts that are anticipated to result from the proposed project. Based on current projected taxes, the proposed project is projected to generate **\$125,615** in **annual taxes** (\$1,208 per unit) under full build-out and full taxation of the property, of which **\$88,286** is allocated to the **Westhampton Beach Union Free School District**. This represents a net increase in total taxes of over \$102,000 per year when compared to existing site conditions of the two parcels that comprise the project site.

¹ These construction and operations impacts include direct, indirect, and induced impacts.

1.0 INTRODUCTION

Nelson, Pope & Voorhis, LLC (NPV) has been requested to prepare an economic and fiscal impact analysis for a proposed multifamily residential development to be known as South Country Road, Quiogue, located at 670 Montauk Highway and 107 South Country Road, in the hamlet of Quiogue, Town of Southampton, Suffolk County, New York. NPV is a professional environmental and planning firm with qualifications and expertise to prepare economic and fiscal impact analyses, and has a track record of similar completed projects, as well as residential and commercial market analysis and related economic development services to private and municipal clients. The economic qualifications of the firm and personnel are provided in **Attachment A**.

This analysis examines the economic and fiscal impacts that are anticipated to occur through the construction and annual operations of a 104-unit multifamily residential development to be located north of Montauk Highway (CR 80) and Old Meetinghouse Road; south of South Country Road; east of East Lane; and west of Carwin Lane in the Hamlet of Quiogue, Town of Southampton, Suffolk County, New York. The proposed project includes a total of 104 multifamily residential units, consisting of 40 one-bedroom units, 48 two-bedroom units, and 16 three-bedroom units, all of which will be rented at Town/HUD Fair Market Rent affordability requirements.

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 advance the planning goals of the Town and will establish many new construction jobs that will help in the pre- and post-pandemic recovery. There has been a need for affordable workforce housing in the Town of Southampton for decades as documented by the Town's 1970 Master Plan, 1999 Comprehensive Plan Update, and the 2013 Southampton 400+ Sustainability Element, each of which established affordable workforce housing goals and recommendations that are yet to be fully implemented. Demand for affordable workforce housing continues today as the Town's workforce struggles to find quality housing at affordable rents and are forced to find housing in other communities or take jobs elsewhere, closer to home.

The provision of high-quality and affordable housing in the community is a substantial benefit to the 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.

The following analysis examines and quantifies the economic and fiscal impacts that are anticipated to result from the proposed development at South Country Road, Quiogue. **Section 2.0** outlines the methodology and the sources of data used to project the economic and fiscal impacts generated in this analysis. **Section 3.0** summarizes the economic and fiscal conditions related to the proposed project. **Section 3.2** presents the key findings of the direct economic impacts, as well as those indirect and induced impacts that are projected to occur – on output, employment and labor income – during both the 24-month construction period, and annually upon stabilized operations of the proposed project. As previously noted, these projections anticipate stabilization of the economy in post-pandemic conditions. A summary of these key economic findings is provided in **Table 1**.

**TABLE 1
SUMMARY OF KEY ECONOMIC FINDINGS**

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
<i>Economic Impacts during Construction</i>			
Direct Impact	\$26,000,000	82.70	\$13,000,000
Indirect Impact	\$2,806,479	15.48	\$1,021,496
Induced Impact	\$8,511,108	50.20	\$2,934,275
Total Impact	\$37,317,587	148.37	\$16,955,771
<i>Economic Impacts during Annual Operations</i>			
Direct Impact	\$1,834,078	4.2	\$232,966
Indirect Impact	\$1,291,830	6.8	\$397,936
Induced Impact	\$401,568	2.3	\$138,681
Total Impact	\$3,527,476	13.2	\$769,583

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

Section 3.2 also includes key fiscal findings, including enrollment trends/population, budget, and current tax rates and levies for the Westhampton Beach 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 Town of Southampton and Suffolk County. Moreover, this section summarizes the fiscal impacts that are anticipated to result from the proposed project. These include increased property tax revenues allocated to each of the taxing jurisdictions that receive taxation from the site, compared to the existing tax revenues of the property. At full build-out and during annual operations, the proposed project is projected to generate \$125,615 (\$1,208 per unit) in annual taxes under full occupancy of the units and full taxation of the property. The distribution of anticipated tax revenues is shown in **Table 2**.

TABLE 2
ANTICIPATED TAX REVENUE GENERATION

Taxing Jurisdiction	Current Tax Revenue	Projected Tax Revenue	Change in Tax Revenue	Percent of Total Tax Revenue
SCHOOL TAXES	\$17,282	\$94,786	\$77,504	75.46%
Westhampton Beach School	\$16,097	\$88,286	\$72,189	70.28%
Westhampton Beach Library	\$1,185	\$6,500	\$5,315	5.17%
COUNTY TAXES	\$430	\$2,360	\$1,930	1.88%
County	\$388	\$2,129	\$1,740	1.69%
Suffolk County Community College	\$42	\$232	\$189	0.18%
TOWN TAXES	\$3,615	\$19,828	\$16,213	15.78%
Southampton Town - General	\$1,024	\$5,617	\$4,593	4.47%
Highway	\$886	\$4,861	\$3,975	3.87%
Police	\$1,390	\$7,622	\$6,233	6.07%
Emergency Dispatch	\$132	\$724	\$592	0.58%
Part-Town Outside of Villages	\$170	\$931	\$761	0.74%
Out of County Tuition	\$13	\$73	\$59	0.06%
OTHER TAXES	\$1,575	\$8,640	\$7,065	6.88%
New York State Real Property	\$89	\$488	\$399	0.39%
New York State MTA	\$15	\$83	\$68	0.07%
Westhampton Beach Fire District	\$1,177	\$6,454	\$5,277	5.14%
Quiogue Lighting District	\$77	\$420	\$343	0.33%
Westhampton Ambulance District	\$218	\$1,195	\$977	0.95%
TOTAL: ALL TAXING JURISDICTIONS	\$22,903	\$125,615	\$102,712	100.0%

Source: Town of Southampton Assessor's Office; Analysis by Nelson, Pope & Voorhis, LLC

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

2.0 METHODOLOGY

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

NRP Properties LLC supplied information regarding the construction cost and construction schedule, as well as the anticipated rental rates during operations of the proposed project.

Westhampton Beach Union Free School District (UFSD) provided data pertaining to the district budget, enrollment trends and per-pupil education costs.

The Town of Southampton and Suffolk County provide information regarding approved budgets and current tax rates for the subject property. The Town of Southampton Tax Assessor also provided estimates for assessed value and projected tax revenue. This tax information was used to compare the existing revenues to those that are projected to be generated upon full build-out of the proposed project.

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

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" and "building and grounds cleaning and maintenance" occupations in the Long Island labor market. These wages were assumed for each of the workers responsible for the construction and operations of the proposed project.

United States Census Bureau provides pertinent demographic data for the Quiogue census-designated place (CDP) as well as the Westhampton Beach UFSD.

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 "IM PL AN impact analysis for PL ANning." The program was

developed in the 1970s through the United States Department of Agriculture's Forest Service and was privatized in 1993.

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

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

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

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

3.0 ECONOMIC AND FISCAL IMPACTS

As noted in **Section 1.0**, this analysis summarizes the existing conditions and the economic and fiscal impacts associated with the development of the 104-unit multifamily residential development at South Country Road, Quiogue. Economic impacts include direct, indirect and induced benefits on output, employment and associated labor income during the construction phase and during a stabilized year of annual operations. Fiscal impacts include the generation of property tax revenues and their distribution among local taxing jurisdictions subject to any tax deferral and Payment in Lieu of Tax (PILOT) arrangements. It is noted that these analyses are based on conditions approximately 16 months into the coronavirus pandemic and therefore represent conditions as the construction industry regains momentum and the economy stabilizes in post-pandemic conditions.

The proposed project will generate immediate construction jobs as well as increased housing options for area residents and employment opportunities related to the maintenance and management of the residences. The proposed project will provide additional housing opportunities for residents who will support local businesses in Southampton and the surrounding areas, bringing increased patronage and spending power to the community. The proposed project will also increase the distribution of tax ratables throughout the Town of Southampton and Suffolk County, upon full build-out and full-taxation of the development, compared to the existing conditions.

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 standards for such economic and fiscal impact analyses.

3.1 Definition of Economic Impacts

A *direct impact* arises from the first round of buying and selling. 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, which include further round-by-round sales. An *induced impact* accounts for the changes in output and labor income by those employed within the region, resulting from direct and indirect impacts. The *total impact* is the sum of the direct, indirect and induced impacts.

3.2 Key Findings

3.2.1 Economic Impacts of Construction

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

noted, these projections anticipate stabilization of the economy in post-pandemic conditions.

- For the purpose of this analysis, it is anticipated that construction of the proposed project will commence in 2023, with the construction period anticipated to occur over a period of 24 months.²
- The proposed project is projected to represent \$26.0 million³ in construction costs over the 24-month construction period.⁴ This \$26.0 million in direct annual output is projected to generate an indirect impact of over \$2.8 million, and an induced impact of an additional \$8.5 million, bringing the total economic impact output to over \$37.3 million during the 24-month construction period.⁵
- 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 82.7 full time equivalent (FTE) jobs, which are anticipated to last the entire duration of the 24-month construction period.
- The 82.7 FTE jobs created during the construction period will have an indirect impact of 15.48 FTE employees and an induced impact of 50.2 FTE employees in other industry sectors, bringing the total impact of the 24-month construction period to 148.37 FTE jobs.⁶ This job creation – direct, as well as indirect and induced – is most crucial to Long Island’s economic well-being, 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.⁷
- Labor income is projected to total \$151,985 per employee⁸ for the 24-month construction period, resulting in \$13.0 million in collective earnings among the 82.7 FTE

² Construction schedule provided by NRP Properties LLC in June 2021.

³ For the purpose of this analysis, this figure and all other figures in the construction portion of this analysis reflect 2023 dollars, the year in which construction is assumed to commence.

⁴ Construction costs provided by NRP Properties LLC in June 2021, and include hard costs. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

⁵ According to IMPLAN, a multiplier of 1.715271 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.

⁶ According to IMPLAN, a multiplier of 14.011786 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.

⁷ Construction/renovations labor and materials estimates per architectural design group Nelson + Pope.

⁸ 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%) per year was applied to the average wage, to reflect wages at the commencement of the construction period – estimated to occur in 2023 for the purpose of this analysis.

employees. This labor income is projected to have an indirect impact of over \$1.0 million and an induced impact of over \$2.9 million, bringing the total economic impact of the 24-month construction period to over \$16.9 million in labor income.⁹

A summary of key economic findings projected to occur during the 24-month construction period is provided in **Table 3**.

TABLE 3
SUMMARY OF KEY ECONOMIC FINDINGS DURING 24-MONTH CONSTRUCTION PERIOD

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
Direct Impact	\$26,000,000	82.70	\$13,000,000
Indirect Impact	\$2,806,479	15.48	\$1,021,496
Induced Impact	\$8,511,108	50.20	\$2,934,275
Total Impact	\$37,317,587	148.37	\$16,955,771

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

3.2.2 Economic Impacts of Annual Operations

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

- It is assumed that the proposed project will begin the operational phase of development upon the completion of the 24-month construction period, which is anticipated to occur midway in 2025 with the first full year of operations in 2026. For the purpose of this analysis, the first year of stabilized operations is assumed to occur in 2027.
- Annual output will be generated in the form of monthly rental rates of totaling \$1,834,078.32.¹⁰
- The annual operational revenues are projected to generate an indirect impact of over \$1.2 million and an induced impact of over \$400,000 per year. This additional output is generated through round-by-round sales made at various merchants in other sectors of the regional economy. These include local retailers, service providers, banks, grocers,

⁹ According to IMPLAN, a multiplier of 0.991130 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.

¹⁰ Assumptions pertaining to annual revenue provided by the NRP Properties LLC in June 2021. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

restaurants, financial institutions, insurance companies, health and legal services providers, and other establishments in the region.

- The sum of the direct, indirect and induced impacts results in a total economic impact on output of over \$3.5 million during annual operations.¹¹
- The proposed project is anticipated to generate 4.2 FTE jobs on site.¹²
- The 4.2 FTE jobs will have an indirect impact of 6.8 FTE employees and an induced impact of 2.3 FTE employees in other industry sectors, bringing the total economic impact of employment to 13.2 FTE jobs during annual operations.¹³
- The 4.2 FTE jobs will generate a total of over \$230,000 in collective labor income.¹⁴ This labor income will have an indirect impact of nearly \$400,000 and an induced impact of over \$130,000, bringing the total economic impact of labor income to over \$760,000 during a stabilized year of operations of the proposed project.¹⁵

A summary of key economic findings projected to occur during annual operations is provided in **Table 4**.

¹¹ According to IMPLAN, a multiplier of 1.968492 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by “Real Estate” (IMPLAN Sector 447) in Suffolk County, New York.

¹² Assumptions pertaining to the direct employment estimated by NPV analysis based on comparable studies and industry standards in August 2021. It is important to note that all assumptions are estimates based upon market conditions as of the date of preparation of this analysis.

¹³ According to IMPLAN, a multiplier of 11.517895 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 “Real Estate” (IMPLAN Sector 447) in Suffolk County, New York.

¹⁴ New York State Department of Labor’s Occupational Employment Statistics survey reports a mean wage of \$40,800 among those employed within building and grounds cleaning and maintenance 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%) per year was applied to the average wage, to reflect wages at the commencement of the operations period – estimated to occur in 2027 for the purpose of this analysis. An additional multiplier of 1.149518 was applied to this figure to reflect the average fringe benefits among those employed within the “Real Estate” (IMPLAN Sector 447) in Suffolk County, New York. It is important to note that all assumptions are estimates based upon market conditions as of the date of preparation of this analysis.

¹⁵ According to IMPLAN, a multiplier of 0.449257 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand of “Real Estate” (IMPLAN Sector 447) in Suffolk County, New York.

TABLE 4
SUMMARY OF KEY ECONOMIC FINDINGS DURING ANNUAL OPERATIONS

Impact Type	Output (Total Revenue)	Employment (Total Number of FTE Jobs)	Labor Income (Total Wages)
Direct Impact	\$1,834,078	4.2	\$232,966
Indirect Impact	\$1,291,830	6.8	\$397,936
Induced Impact	\$401,568	2.3	\$138,681
Total Impact	\$3,527,476	13.2	\$769,583

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

3.2.3 Existing Fiscal Conditions

- According to the U.S. Census Bureau, there are 767 persons residing within 627 housing units in the Quiogue census-designated place (CDP) and 58,094 persons residing in 44,343 housing units in the Town of Southampton.¹⁶
- The vast majority of assessed parcels in the Town of Southampton are residential properties, comprising 73.7% of the total number of parcels and such properties comprise 85.2% of the Town’s tax base.¹⁷
- The Town of Southampton adopted a budget for 2021 consisting of \$107.6 million in appropriations compared to a 2020 budget consisting of \$105.5 million in appropriations¹⁸, and Suffolk County created a 2020-21 operating budget with expenditures of nearly \$3.2 billion and revenues of over \$3.8 billion.¹⁹
- The proposed project is located in the Westhampton Beach UFSD and will result in additional revenue for the school district. The latest Census estimates suggest that 89.1% of all school-aged children who are enrolled in school and reside within the school district boundaries attended public schools; the remaining 10.9% of school-aged children attend private schools.
- Student enrollment within the Westhampton Beach UFSD has remained constant at 1,820 students, over the ten (10) years between the 2010-11 and 2019-20 academic years, although there was some fluctuation in the years between 2010-11 and 2019-20.²⁰
- According to the New York State School Report Card Fiscal Accountability Summary for the Westhampton Beach UFSD, expenditures averaged \$17,757 per general education student and \$25,936 per special education student during the 2017-18 academic year.

¹⁶ 2019 American Community Survey 5-Year Estimates, via the U.S. Census Bureau.

¹⁷ Data accessed via NYS Office of Real Property Tax Services on 8/5/21. This data is the most recent, as of date of submission of this analysis.

¹⁸ Town of Southampton, “2021 Budget Charts – Adopted Budget.”

¹⁹ Suffolk County, “2021 Adopted Operating Budget, Narrative Summary Volume 1.”

²⁰ New York State Education Department.

During this year, 331 students, or 15.6% of the students within Westhampton Beach UFSD, were enrolled in the special education program.²¹

- The Westhampton Beach UFSD fiscal year 2020 budget included total revenues of \$57.3 million, of which over \$30.9 million is levied through real property taxes and assessments, over \$2.9 million through state aid, and over \$900,000 through federal aid. Total expenditures were over \$56.5 million, of which over \$32.2 million is spent on education; over \$12.7 million on employee benefits.²²
- The Westhampton Beach UFSD adopted a balanced budget for the 2021-22 academic year, with revenues and expenditures totaling \$60.1 million.²³
- Prior to the coronavirus pandemic, unemployment had been decreasing substantially since its peak in 2010-2012. As of June 2021, approximately 1,300 persons – 4.4% of the Town’s labor force – are unemployed. This townwide unemployment rate has decreased since the spike in unemployment observed in the spring and summer of 2020, and is similar to the rates recorded prior to the coronavirus pandemic in 2016-2018. While it is important to note that these data have not been seasonally adjusted, the trends recorded as of June 2021 were nonetheless slightly lower than that of Suffolk County and Long Island and significantly lower than statewide unemployment rates at that time.²⁴
- Under existing conditions, the two parcels that comprise the subject property are estimated to generate existing taxes of \$22,903 per the Town tax bills. The tax rates and distribution of existing taxes are provided in **Table 5**.

²¹ New York State Education Department. These data represent the most currently published data at the time of submission of this analysis.

²² Office of the New York State Comptroller. These data represent the most currently published data at the time of submission of this analysis.

²³ Westhampton Beach Union Free School District.

²⁴ New York State Department of Labor.

**TABLE 5
EXISTING TAX REVENUE GENERATION**

Taxing Jurisdiction	Current Tax Rate (per \$1,000 of Assessed Valuation)	Current Tax Revenue	Percent of Total Tax Revenue
SCHOOL TAXES	6.422	\$17,282	75.46%
Westhampton Beach School	5.984	\$16,097	70.28%
Westhampton Beach Library	0.438	\$1,185	5.17%
COUNTY TAXES	0.159	\$430	1.88%
County	0.143	\$388	1.69%
Suffolk County Community College	0.016	\$42	0.18%
TOWN TAXES	1.337	\$3,615	15.78%
Southampton Town - General	0.378	\$1,024	4.47%
Highway	0.328	\$886	3.87%
Police	0.514	\$1,390	6.07%
Emergency Dispatch	0.049	\$132	0.58%
Part-Town Outside of Villages	0.063	\$170	0.74%
Out of County Tuition	0.005	\$13	0.06%
OTHER TAXES	0.583	\$1,575	6.88%
New York State Real Property	0.033	\$89	0.39%
New York State MTA	0.006	\$15	0.07%
Westhampton Beach Fire District	0.435	\$1,177	5.14%
Quiogue Lighting District	0.028	\$77	0.33%
Westhampton Ambulance District	0.081	\$218	0.95%
TOTAL: ALL TAXING JURISDICTIONS	8.501	\$22,903	100.0%

Source: Town of Southampton Assessor's Office; Analysis by Nelson, Pope & Voorhis, LLC

3.2.4 Anticipated Fiscal Impacts

- The project is proposed to include the development of 104 multifamily residential units, which includes 40 one-bedroom units, 48 two-bedroom units, and 16 three-bedroom units, all of which will be rented at Town/HUD Fair Market Rent affordability requirements.
- 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 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.

- Such housing is projected to create a total of 246 residents. Of this, it is projected that 37 persons will be school-aged children between the ages of five (5) and 17 years old, as seen in **Table 6**.

**TABLE 6
IMPACT ON POPULATION**

Parameter	1-BR \$730 (Unit 2) ²⁵	1-BR \$1,217 (Unit 6) \$1,461 (Unit 10) \$1,800 (Unit 14) ²⁶	2-BR \$876 (Unit 3) (includes 1 Super's Unit) ²⁷	2-BR \$1,461 (Unit 7) \$1,753 (Unit 11) \$2,210 (Unit 15) ²⁸	3-BR \$1,013 (Unit 4) ²⁹	3-BR \$1,688 (Unit 8) \$2,026 (Unit 12) \$2,554 (Unit 16) ³⁰	Total: All Units
Number of Units	8	32	11	37	3	13	104
Average Infants/Toddlers per Household	0.18	0.08	0.29	0.19	0.61	0.39	-
Average School- Aged Children per Household	0.3	0.08	0.51	0.24	1.5	0.99	-
Average Adults per Household	1.51	1.51	1.75	1.88	2.43	2.43	-
Projected New Residents	16	53	28	85	14	50	246
Infants/Toddlers	1	3	3	7	2	5	21
School-Age Children	2	3	6	9	5	13	37
Adults	12	48	19	70	7	32	188

Source: Center for Urban Policy Research at Rutgers University; Analysis by Nelson, Pope & Voorhis, LLC.

²⁵ 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.

²⁶ 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.

²⁷ The demographic multiplier per housing unit assumes a renter-occupied 2-BR residence within a structure type of 5+ units, with rent between \$750 and \$1,100 per month.

²⁸ 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.

²⁹ The demographic multiplier per housing unit assumes a renter-occupied 3-BR residence within a structure type of 5+ units, with rent between \$750 and \$1,250 per month.

³⁰ The demographic multiplier per housing unit assumes a renter-occupied 3-BR residence within a structure type of 5+ units, with rent of more than \$1,250 per month.

- For taxing purposes, the total estimated market valuation of the proposed project is based upon the anticipated rental of the residential units.³¹ When applying a loss resulting from vacancies of 5%, expenses of 25%, and an equalization rate of 100%, the estimated assessed valuation of the proposed project during a stabilized year of operations is approximately \$14,843,700.³² This is shown in **Table 7**.

Table 7
PROJECTED ASSESSED VALUATION

Parameter	Value
Net Operating Income	\$1,410,152
Capitalization Rate	0.095
Estimated Market Value	\$14,843,700
Equalization Rate	100%
Assessed Value: Proposed Project	\$14,843,700

Source: NRP Properties LLC; Town of Southampton Assessor’s Office; Analysis by Nelson, Pope & Voorhis, LLC.

- Fiscal impacts are projected based on a stabilized year of operations and full taxation based on current assessments and projected revenues. The projection of tax revenues is useful in determining future taxation and in assisting with an understanding of existing and future taxes to help structure a PILOT agreement, if pursued.
- During a stabilized year of full taxation, the proposed project is projected to generate approximately \$125,615 in annual property taxes (\$1,208 per unit). The distribution of tax revenues is shown in **Table 8**.
- It is important to note that the information provided in **Table 8** was derived from the current assessment factors and tax rates provided by the Town of Southampton Assessor’s Office, as well as the total projected assessed valuation for the proposed project upon rent of the 104 units. 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.

³¹ Assumptions pertaining to rental rates provided by NRP Properties LLC in June 2021. It is important to note that all figures are estimates based upon market conditions as of the date of preparation of this analysis.

³² Assumptions pertaining projected assessed value developed in consultation with the Town of Southampton Tax Assessor’s Office.

**TABLE 8
ANTICIPATED TAX REVENUE GENERATION**

Taxing Jurisdiction	Tax Rate (per \$1,000 of Assessed Valuation)	Projected Tax Revenue	Change in Tax Revenue	Percent of Total Tax Revenue
SCHOOL TAXES	6.422	\$94,786	\$77,504	75.46%
Westhampton Beach School	5.984	\$88,286	\$72,189	70.28%
Westhampton Beach Library	0.438	\$6,500	\$5,315	5.17%
COUNTY TAXES	0.159	\$2,360	\$1,930	1.88%
County	0.143	\$2,129	\$1,740	1.69%
Suffolk County Community College	0.016	\$232	\$189	0.18%
TOWN TAXES	1.337	\$19,828	\$16,213	15.78%
Southampton Town - General	0.378	\$5,617	\$4,593	4.47%
Highway	0.328	\$4,861	\$3,975	3.87%
Police	0.514	\$7,622	\$6,233	6.07%
Emergency Dispatch	0.049	\$724	\$592	0.58%
Part-Town Outside of Villages	0.063	\$931	\$761	0.74%
Out of County Tuition	0.005	\$73	\$59	0.06%
OTHER TAXES	0.583	\$8,640	\$7,065	6.88%
New York State Real Property	0.033	\$488	\$399	0.39%
New York State MTA	0.006	\$83	\$68	0.07%
Westhampton Beach Fire District	0.435	\$6,454	\$5,277	5.14%
Quiogue Lighting District	0.028	\$420	\$343	0.33%
Westhampton Ambulance District	0.081	\$1,195	\$977	0.95%
TOTAL: ALL TAXING JURISDICTIONS	8.501	\$125,615	\$102,712	100%

Source: Town of Southampton Assessor's Office; Analysis by Nelson, Pope & Voorhis, LLC

- As previously noted, approximately 89.1% of all school-aged children who are enrolled in school and reside within the Westhampton Beach UFSD boundaries attended public schools; the remaining 10.9% of school-aged children residing within the district attend private schools. For the purpose of this analysis, and when applying this factor to the 37 school-aged children projected to reside within the proposed project, it is estimated that 4 students will attend private schools; the remaining 33 students are likely to attend public schools within the Westhampton Beach UFSD.
- The ratio of special education students to the total enrollment within the Westhampton Beach UFSD is approximately 15.6%. For lack of any other statistics to use as a basis for projection, 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 33 school-aged children that are projected to attend public schools, it is

anticipated that 28 of these students would be enrolled within the general education program, while 5 of these students would be enrolled within the school district’s special education program.

- The estimated 33 school-aged children anticipated to attend public schools within the Westhampton Beach UFSD will result in additional costs to the school district. According to the New York State School Report Card, Fiscal Accountability Supplement for Westhampton Beach UFSD, expenditures averaged \$17,757 per general education student and \$25,936 per special education student during the 2017-18 academic year.³³ Given these assumptions, it is estimated that the 33 public-school students will result in additional costs to the Westhampton Beach UFSD amounting to approximately \$626,876 per academic year.
- The proposed project is anticipated to levy taxes for the Westhampton Beach UFSD, estimated to total \$88,286 per year, resulting in an annual shortfall to the school district of \$538,590. Assuming state aid remains constant to current levels, and when applied to the 33 additional school-aged children, it is assumed that state aid will generate an additional \$53,509 in supplemental revenues to the Westhampton Beach UFSD, reducing the annual shortfall to \$485,081. This is shown in **Table 9**.

**TABLE 9
FISCAL IMPACT ON SCHOOL DISTRICT**

Parameter	General Education	Special Education	Total: All Students
Student Enrollment: Existing Conditions	1,789	331	2,120
Percentage of Enrollment: Existing Conditions	84.4%	15.6%	100.0%
Number of Additional Students in Public Schools: Proposed Project	28	5	33
Expenditure per Pupil: Existing Conditions	\$17,757	\$25,936	-
Additional Expenditures: Proposed Project	\$497,196	\$129,680	\$626,876
Projected Tax Revenue Allocated to School District: Proposed Project			\$88,286
Net Additional Revenue (without state aid)			(\$538,590)
State Aid: Additional Revenue			\$53,509
Net Revenue (with state aid)			(\$485,081)

Source: Westhampton Beach UFSD; New York State Education Department; Analysis by Nelson, Pope & Voorhis, LLC.

3.2.5 Fiscal Impacts Conclusion

- The proposed project is anticipated to generate total taxes of \$125,615, which represents an increase of \$102,712 compared to the existing tax generation of the two parcels that comprise the project site. The anticipated school tax revenue is \$88,286,

³³ This data reflects the most recently published data as of the date of submission of this analysis.

which is an increase of \$72,189 compared to the existing school district taxes.

- Although the projected school tax revenue does not cover the increase in costs to education from the additional school aged children projected, 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.
- The provision of high-quality and affordable housing in the community is a substantial benefit to the 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.

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ATTACHMENT A
Town of Southampton
Tax Assessor Analysis

TOWN OF SOUTHAMPTON

Assessor's Office
116 HAMPTON ROAD
SOUTHAMPTON, NY 11968

Phone: (631) 283-6020
Fax: (631) 287-4509




LISA R. GOREE
SOLE ASSESSOR

MAUREEN BERGLIN
DEPUTY TOWN ASSESSOR

JAY SCHNEIDERMAN
TOWN SUPERVISOR

TO: Ms. Taylor Garner

FROM: Lisa R. Goree, Sole Assessor 

DATE: August 10, 2021

SUBJECT: Quiogue Affordable Apartments Tax Estimate

Based on the rental rates provided to the Assessor's Office for the proposed 104 unit affordable apartments located in Quiogue, the proposed assessed values are as follows:

(40) 1 Bedroom Units = \$4,984,740

(47) 2 Bedroom Units = \$7,021,170

(16) 3 Bedroom Units = \$2,837,790

Total Proposed Assessed Value: **\$14,843,700**
Estimated Total Tax: **\$ 125,614.81**

The above assessments are based on the specified unit type, number of units and gross rents. The estimated taxes are subject to change based on future tax rates.

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

TABLE OF CONTENTS

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

INTRODUCTION

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

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

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

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

NPV has the capabilities to provide the following services:

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

Economic and Fiscal Impact Analyses & Market Studies

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

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

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

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



KEY PERSONNEL

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

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

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

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

Detailed resumes can be provided upon request.

RELEVANT EXPERIENCE

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

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

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

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

Greybarn Sayville (Sayville, NY)

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

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

Concern for Independent Living (Southampton, NY)

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

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

Superblock Long Beach (Long Beach, NY)

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

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

Storage Deluxe (Valley Stream, NY)

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

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

RD Industrial Site (Yaphank, NY)

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

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

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

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

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

round residents and seasonal residents.

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

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

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

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

TopGolf Market Feasibility Analysis (Holtsville, New York)

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

In 2016, NPV prepared a Economic and Fiscal Impact Analysis that examined and quantified the beneficial tax revenue benefits as well as economic impacts – on output, employment and labor income – during both the construction period and annually, upon a stabilized year of operations of the proposed Entertainment Recreation Facility. In 2019, NPV prepared a Market Feasibility Analysis for Topgolf, to accompany the Industrial Development Agency (IDA) application to the Town of Brookhaven. The analysis examined the strength of the regional entertainment recreation industry, the demand for this type of use, the lack of supply of comparable facilities in the local and regional economy, and various benefits that would be accrued to the local economy and community at large, through the annual operations of the Topgolf project. The analysis concluded that Topgolf would provide a combined entertainment and recreation facility, that but for the project, would not be reasonably available to the residents of the Town of Brookhaven or Suffolk County, and therefore it was deemed eligible and

appropriate for IDA assistance.

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

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

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

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

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