



Project Report

**Economic and Fiscal Impact Analysis  
Glen Isle Mixed-Use Waterfront Development  
Glen Cove, New York**

Prepared for

**RexCorp-Glen Isle Partners, LLC**

Submitted by

**Economics Research Associates, an AECOM  
company (ERA)**

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## General & Limiting Conditions

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This study is qualified in its entirety by, and should be considered in light of, these limitations, conditions and considerations.

## I. Introduction

Economics Research Associates (ERA) was retained by Rex-Corp Glen Isle Partners, LLC to analyze the economic and fiscal impacts associated with the proposed Glen Isle Mixed-Use Waterfront Development of approximately 56 acres located on the north side of Glen Cove Creek, City of Glen Cove, Nassau County, New York. The analysis is being prepared as part of the required Draft Environmental Impact Statement. The following study addresses the employment and revenue benefits associated with the proposal. The analysis includes an assessment of both temporary (construction) and permanent (ongoing) economic impacts. The analysis addresses both job and revenue creation as a result of construction and operation of the new mixed-use development. A detailed analysis is presented within the Appendix of this report, including a summary of projected property, sales, and income tax revenues by year.

It is our understanding that the project will include the following major components:

- A 250-suite luxury hotel, conference, catering and spa complex;
- Approximately 50,000 square feet of office space;
- 860 residential units, including 180 rental apartments and 86 units of workforce housing;
- Approximately 25,000 square feet of retail and restaurants;
- Accessory parking spaces;
- Approximately 19 acres of publicly-accessible open space; and
- Approximately 85 boat slips.

## Summary Findings

### Temporary Construction Impacts

- The primary economic benefits that will accrue to local government during the development of the mixed-use project are employment, earnings, and material sales. In addition to these impacts that occur on-site, there are ripple effects of economic activity on other businesses in Nassau County and the state.
- Analysis of the construction costs of the mixed-use project is used to determine the amounts that are likely to be paid in wages and salaries to labor during construction. Direct labor costs of about \$380 million are projected, resulting in a total of 6,979 full-time equivalent jobs (based on average construction wages). Since construction progresses in stages, the total number of employees involved in the development of the project at any one time will likely vary. The total number of direct, indirect and induced jobs is estimated at 12,001.

- Based on the construction costs enumerated above, total material purchases of \$570 million are projected. In addition, it is estimated that construction employees will spend about \$17.3 million in retail purchases in the county during the construction time period.
- A significant portion of tax revenues are attributable to the purchase of construction materials, which is estimated to generate a total of \$44.3 million in total sales tax revenues. State income tax revenues attributable to construction employment total approximately \$37.2 million. The Nassau County mortgage recording fee would generate an additional \$10.1 million in revenues, approximately \$6.7 million of which would accrue to the County and \$3.4 million to the MTA. ERA has estimated that the project will generate \$93.0 million in total tax revenues during the construction period.

### **Operational Impacts – Glen Isle Mixed-Use Waterfront Development**

- Permanent benefits are those that will be achieved once the mixed-use development has been built, the space is fully occupied, and stabilized sales and occupancy levels have been achieved. It is assumed that a short transition time will be required to achieve stabilization.
- Total on-site employment is estimated at 768 full-time equivalent jobs, with the largest number of jobs attributable to ongoing operations at the hotel/spa. As with employment during construction, on-site operations will also generate indirect employment (e.g. those establishments providing goods and services to the on-site facilities). Total indirect and induced employment is estimated at an additional 273. Total wages for both direct and indirect and induced employment are estimated at approximately \$41.0 million.
- At this time, it is assumed that all of the components of the mixed-use development will be subject to city, county, and school district property tax. The market value estimates for the proposed project components reflect current operating income parameters (rents and average sales for for-sale units) for similar or comparable properties in the region. Based on the analysis of market value, annual property tax revenues are estimated at \$5.6 million for the City of Glen Cove, \$2.2 million for Nassau County, and \$12.4 million for the Glen Cove School District.
- On-site retail sales (including sales at the spa and catering/conference facility) result in an estimated \$1.2 million in annual sales tax revenues. Additionally, sales and hotel occupancy taxes will be generated as a result of operations at the proposed hotel/spa. Estimated gross room revenue at the 250-suite hotel is estimated at approximately \$14.5 million, generating an annual \$1.7 million in sales and hotel occupancy tax revenues (Nassau County imposes an additional 3% hotel occupancy tax).

- Total annual retail spending in Nassau County attributable to the new residents is estimated at \$15.9 million, generating approximately \$1.4 million in annual sales tax revenues. Additionally, the County and MTA will benefit from mortgage recording fees collected as a result of turnover of the condominium units. The annual mortgage recording fee is estimated at approximately \$1.0 million of which just over 70% would accrue to Nassau County.

**Table 1: Summary of Construction and Ongoing Economic and Fiscal Impacts**

	City	County	State	Metropolitan Transportation Authority	Glen Cove School District	Total
<i>Construction Period</i>						
Total Estimated Tax Revenues	NA	\$ 29,264,940	\$ 58,385,290	\$ 5,351,730	NA	<b>\$ 93,001,960</b>
<i>Ongoing Operations</i>						
Estimated Annual Tax Revenues	\$ 5,564,478	\$ 5,194,048	\$ 3,964,896	\$ 457,725	\$ 12,422,535	<b>\$ 27,603,683</b>

  

	Direct	Indirect	Induced	Total
<i>Construction Period</i>				
Jobs (FTE)	6,979	2,765	2,258	<b>12,001</b>
Payroll	\$ 380,000,000	\$ 129,575,354	\$ 93,379,547	<b>\$ 602,954,901</b>
<i>Ongoing Operations</i>				
Jobs (FTE)	768	122	151	<b>1,042</b>
Payroll - Annual	\$ 28,795,333	\$ 5,760,104	\$ 6,423,700	<b>\$ 40,979,138</b>

Source: Economics Research Associates

## II. Economic and Fiscal Impact

The estimates of fiscal and economic benefits presented below are based on build-out of the proposed Glen Isle Mixed-Use Waterfront Development. Construction benefits, commonly referred to as temporary impacts since they occur only during the construction phase of the project, are analyzed as are ongoing permanent, or annually recurring, impacts.

Fiscal and economic benefits occur on two levels - direct and indirect and induced. Direct impacts are those that are directly attributable to the project (e.g. on-site construction and retail sales). Indirect benefits are those that occur as purchases and spending cycle through the local and regional economies. Induced impacts measure the effects of household and institutional spending (e.g. spending by construction workers in the area as a result of wages earned on-site). Purchase of construction materials will have "ripple effects" throughout the local and regional economy as material vendors in turn purchase goods and services needed in their business from other suppliers throughout the region. Similarly, employee earnings will be spent within the local economy, in turn generating successive rounds of spending in the area. Economic impact analysis is based on the theory of input-output analysis, which quantifies the relationships between different sectors of the economy. A multiplier represents the factor by which an initial change in an economic sector is multiplied to arrive at the total change in the economic measure. The indirect and induced impacts was estimated using IMPLAN (Impact Analysis for Planning), a model which was refined by the Minnesota IMPLAN Group, Inc.

### Temporary Construction Impacts

Temporary benefits are those that accrue to local and state governments during the construction phase. The primary economic benefits that will accrue to local government during the development of the mixed-use project are employment, earnings, and material sales. In addition to these impacts that occur on-site, there are ripple effects of economic activity on other businesses in Nassau County and the state.

### Development Costs

Based on a cost analysis prepared by VJ Associates, total construction costs are estimated at \$950 million (excluding soft costs). A construction project of this magnitude will generate notable economic activity in Glen Cove and the surrounding region, due primarily to the purchase of materials and the employment of workers. The construction costs include fees for road work, utilities, parks, marine work, building construction, and some off-site work (dredging, landscaping,

etc.). As mentioned, the \$950 million cost does not include soft costs and is based on current market prices.

## **Construction Employment and Material Purchases**

Analysis of the construction costs of the mixed-use project is used to determine the amounts that are likely to be paid in wages and salaries to labor during construction. Labor costs of about \$380 million are projected, resulting in a total of 6,979 full-time equivalent jobs. Since construction progresses in stages, the total number of employees involved in the development of the project at any one time will likely vary. In addition to direct employment, development of the project would also result in an additional 2,768 and 2,258 in indirect and induced jobs as a result of jobs in businesses providing goods and services for the construction employees. This would in turn generate an additional \$223 million in earnings.

Based on the construction costs enumerated above, total material purchases of \$570 million are projected. In addition, it is estimated that construction employees will spend about \$17.3 million annually in retail purchases in the county during the construction time period. Employee spending is based on annual construction wages and the percent of spending typically allocated to retail goods (as measured the U.S. Consumer Expenditure Survey).

## **Fiscal Impact**

Total temporary tax impacts associated with the construction period are summarized below. The proposed project will result in temporary tax revenues for Nassau County, the State of New York, and the Metropolitan Transportation Authority (MTA).

A significant portion of tax revenues are attributable to the purchase of construction materials, which is estimated to generate a total of \$44.3 million in total sales tax revenues. State income tax revenues attributable to construction employment total approximately \$37.2 million (including indirect and induced jobs). The Nassau County mortgage recording fee would generate an additional \$10.1 million in revenues, approximately \$6.7 million of which would accrue to the County and \$3.4 million to the MTA.

As reflected in the following table, ERA has estimated that the project will generate \$93 million in total tax revenues during the construction period.

**Table 2: Summary of Construction Period Impacts**

<b>Economic Impact - Construction Period</b>				
	<b>Direct</b>	<b>Indirect</b>	<b>Induced</b>	<b>Total</b>
Jobs (FTE)	6,979	2,765	2,258	<b>12,001</b>
Payroll	\$ 380,000,000	\$ 129,575,354	\$ 93,379,547	<b>\$ 602,954,901</b>
Material Purchases	\$ 570,000,000	--	--	<b>\$ 570,000,000</b>

<b>Fiscal Impacts - Construction Period</b>				<b>Metropolitan Transportation Authority</b>	<b>Total</b>
	<b>County</b>	<b>State</b>			
Income Tax <sup>1/</sup>	NA	\$ 37,172,170	NA	\$	<b>\$ 37,172,170</b>
Direct Sales Tax	\$ 21,802,500	\$ 20,520,000	\$ 1,923,750	\$	<b>\$ 44,246,250</b>
Indirect Sales Tax <sup>2/</sup>	\$ 736,440	\$ 693,120	\$ 64,980	\$	<b>\$ 1,494,540</b>
Mortgage Recording Fee	\$ 6,726,000	NA	\$ 3,363,000	\$	<b>\$ 10,089,000</b>
<b>Total</b>	<b>\$ 29,264,940</b>	<b>\$ 58,385,290</b>	<b>\$ 5,351,730</b>	<b>\$</b>	<b>\$ 93,001,960</b>

1/ Includes indirect and induced.

2/ Resulting from construction employee spending within the area.

Note: Indirect/induced impacts calculated using the IMPLAN Model.

Source: Economics Research Associates

## Ongoing Operation of the Glen Isle Mixed-Use Waterfront Development

Permanent benefits are those that will be achieved once the mixed-use development has been built, the space is fully occupied, and stabilized sales and occupancy levels have been achieved. It is assumed that a short transition time will be required to achieve stabilization. The benefits covered in the analysis include property taxes, retail sales (including hotel revenues), employment and earnings, and the off-site spin-off impacts in overall increases in business receipts (output), employment, and earnings. Public financing of infrastructure (e.g., tax increment financing, payment-in-lieu-of-taxes (PILOT), Industrial Development Agency tax-exempt bonds) will likely be considered later in the development process. Based upon past tax abatement structures, the reductions in project-generated property tax revenues can be expected to be somewhere in the range of 15-40%, but in any case will ultimately be determined through negotiations among parties at some time in the future.

### Employment and Earnings

Total employment benefits attributable to the ongoing operations at the proposed development are based on commonly accepted employment ratios by land use type (e.g. 200 square feet of required space per office employee). Total on-site employment is estimated at 768 full-time equivalent

jobs, with the largest number of jobs attributable to ongoing operations at the hotel. As with employment during construction, on-site operations will also generate indirect employment (e.g. those establishments providing goods and services to the on-site facilities). Total indirect and induced employment is estimated at an additional 273. Total wages for both direct and indirect and induced employment are estimated at approximately \$41.0 million. Wages are based on a wage and salary survey for the Nassau-Suffolk New York Metropolitan Division (as defined by the Bureau of Labor Statistics).

## **Fiscal Impacts**

Following is a summary of the projected fiscal impacts associated with ongoing operation of the Glen Isle Mixed-Use development project. Inputs for the various tax benefits were obtained from the City of Glen Cove, Nassau County, the New York State Department of Taxation and Finance, and other applicable published sources. Detailed tables are provided within the Appendix.

### *Property Tax Benefits*

The recipients of the real estate tax levies from development, and the amounts that would accrue to each entity, are reflected below. No attempt has been made in this study to estimate the real increases in off-site property taxes from permanent impacts from the new mixed-use development. It is difficult to determine where such impacts would occur as well as the appropriate property values to apply. However, it can be assumed that the off-site property tax impact would be positive.

At this time, it is assumed that all of the components of the mixed-use project will be subject to city, county, and school district property tax. City and school district property taxes are assessed at 100% of market value while in Nassau County, residential property is assessed at .25% of market value and commercial property at 1% of market value. The market value estimates reflect current operating income parameters (rents and average sales for for-sale units) for similar or comparable properties in the region. Based on the analysis of market value, annual property tax revenues are estimated at \$5.6 million for the City of Glen Cove, \$2.2 million for Nassau County, and \$12.4 million for the Glen Cove School District.

### *Other Quantifiable Tax Benefits*

In addition to property tax benefits, ERA also looked at potential tax benefits accruing as a result of the existing sales tax (on-site, indirect, new resident spending), hotel occupancy tax, personal income tax, and mortgage recording fee.

Sales tax revenues have been estimated based on average store sales for retail centers and restaurants. It should therefore be noted that the estimated sales are not the result of a detailed market analysis of existing supply and potential market demand. Total sales volume is based on an *average* sales productivity of \$375 per square foot for retail space and \$500 per square foot for the restaurant; with total annual retail sales of \$14.0 million estimated (including spa and catering sales). On-site retail sales result in an estimated \$1.2 million in annual sales tax revenues.

Additionally, sales and hotel occupancy taxes will be generated as a result of operations at the proposed hotel/spa. Estimated gross room revenue at the 250 suite hotel is estimated at approximately \$14.5 million (based on 72% occupancy with an average daily room rate of \$220), generating an annual \$1.7 million in sales and hotel occupancy tax revenues (Nassau County imposes an additional 3% hotel occupancy tax).

ERA also looked at potential retail spending (and resultant sales tax revenues) resulting from new residents moving into the proposed rental and for-sale housing. Estimated retail spending for the new residents is based in part on average anticipated rents and sales prices for the proposed housing as well as the U.S. Consumer Expenditure Survey, which outlines average spending for retail items by household. Based on projected housing costs, it is estimated that the renters of the market rate units would have household incomes ranging from \$125,000 to \$175,000, the new for-sale unit owners would have household incomes averaging about \$296,000 and the owners of the workforce units would have household incomes ranging from \$79,200 to \$86,400. Total annual retail spending in Nassau County attributable to the new residents is estimated at \$15.9 million, generating approximately \$1.4 million in annual sales tax revenues.

Additionally, the County and MTA will benefit from mortgage recording fees collected as a result of turnover of the condominium units. Assuming that, on average, 85 are sold as turnover units every seven years, the annual mortgage recording fee would total approximately \$1.0 million of which just over 70% would accrue to Nassau County.

### *Summary of Fiscal Benefits*

As reflected in the following table, total annual tax revenues attributable to ongoing operations are estimated at \$27.6 million. The tax revenue projections break down as follows: the City of Glen Cove - \$5.5 million; Nassau County - \$5.2 million; the State of New York - \$4.0 million; the MTA - \$458,000; and, the Glen Cove School District - \$12.4 million.

**Table 3: Summary of Ongoing Operational Impacts**

**Economic Impact - Annual Operations at Build-Out**

	Direct	Indirect	Induced	Total
Jobs (FTE)	768	122	151	1,042
Payroll	\$ 28,795,333	\$ 5,760,104	\$ 6,423,700	\$ 40,979,138
Direct Retail Sales - On Site	\$ 19,797,750	--	--	\$ 19,797,750

**Fiscal Impacts - Annual Operations at Build-Out**

	City	County	State	Metropolitan Transportation Authority	Glen Cove School District	Total
Income Tax	NA	NA	\$ 2,192,627	NA	NA	\$ 2,192,627
Direct Sales/Hotel Occupancy Tax	NA	\$ 1,641,799	\$ 1,137,110	\$ 106,604	NA	\$ 2,885,513
Property Tax	\$ 5,564,478	\$ 2,148,454	NA	NA	\$ 12,422,535	\$ 20,135,467
Indirect Sales Tax <sup>1/</sup>	NA	\$ 674,857	\$ 635,160	\$ 59,546	NA	\$ 1,369,563
Mortgage Recording Fee	NA	\$ 728,937	NA	\$ 291,575	NA	\$ 1,020,512
<b>Total</b>	<b>\$ 5,564,478</b>	<b>\$ 5,194,048</b>	<b>\$ 3,964,896</b>	<b>\$ 457,725</b>	<b>\$ 12,422,535</b>	<b>\$ 27,603,683</b>

<sup>1/</sup> Resulting from new resident spending within the area.  
 Note: Indirect impacts calculated using the IMPLAN Model.  
 Source: Economics Research Associates

*Existing Businesses*

Development of the Glen Isle Mixed Use project would require the relocation or removal of four existing business located on the site - Nassau Ready Mix, Windsor Fuel Oil Company, Brilliant Electric, and Paramount/Herb Hill Management . If it is assumed that these four businesses would close or relocate out of the area, there would be an estimated loss of 49 on-site, 3 indirect, and 6 induced jobs, resulting in a total estimated loss of \$3.3 million in earnings. Following is a summary of the annual tax revenues and jobs attributable to the proposed project, less the impact of the existing businesses.

**Table 4: Summary of Ongoing Operational Impacts, Less Existing Businesses**

**Economic Impact - Annual Operations at Build-Out, Less Existing Businesses**

	Direct	Indirect	Induced	Total
Jobs (FTE)	719	119	145	984
Payroll	\$ 25,768,833	\$ 5,610,104	\$ 6,273,700	\$ 37,652,638
Direct Retail Sales - On Site	\$ 19,797,750	--	--	\$ 19,797,750

**Fiscal Impacts - Annual Operations at Build-Out**

	City	County	State	Metropolitan Transportation Authority	Glen Cove School District	Total
Income Tax	NA	NA	\$1,964,762	NA	NA	\$ 1,964,762
Direct Sales/Hotel Occupancy Tax	NA	\$ 1,641,799	\$ 1,137,110	\$ 106,604	NA	\$ 2,885,513
Property Tax	\$ 5,564,478	\$ 2,148,454	NA	NA	\$ 12,422,535	\$ 20,135,467
Indirect Sales Tax <sup>1/</sup>	NA	\$ 674,857	\$ 635,160	\$ 59,546	NA	\$ 1,369,563
Mortgage Recording Fee	NA	\$ 728,937	NA	\$ 291,575	NA	\$ 1,020,512
<b>Total</b>	<b>\$ 5,564,478</b>	<b>\$ 5,194,048</b>	<b>\$ 3,737,031</b>	<b>\$ 457,725</b>	<b>\$ 12,422,535</b>	<b>\$ 27,375,818</b>

<sup>1/</sup> Resulting from new resident spending within the area.  
 Note: Indirect impacts calculated using the IMPLAN Model.  
 Source: Economics Research Associates

## Appendix – Supporting Analysis

Table 5: Summary of Construction Costs and Employment

	Current Assumptions			
	Construction Costs	Construction Employment 1/	Construction Wages Per Worker	Total Construction Wages
<b>Commercial</b>				
Hotel/Spa	\$193,218,947	1,419	\$54,450	\$77,287,579
Retail Space	\$9,335,913	69	\$54,450	\$3,734,365
Restaurant	\$2,679,743	20	\$54,450	\$1,071,897
<b>Office (includes parking)</b>	\$29,252,324	215	\$54,450	\$11,700,930
<b>Marina</b>	\$2,146,009	16	\$54,450	\$858,403
<b><u>Residential</u></b>				
Condos	\$472,265,024	3,469	\$54,450	\$188,906,010
Rental	\$79,982,057	588	\$54,450	\$31,992,823
Workforce	\$19,556,529	144	\$54,450	\$7,822,611
<b><u>Infrastructure/Other</u></b>				
Road Work	\$9,728,545	71	\$54,450	\$3,891,418
Utilities	\$43,859,764	322	\$54,450	\$17,543,906
Parks and Site Amenities	\$30,107,018	221	\$54,450	\$12,042,807
Marine Work	\$31,151,647	229	\$54,450	\$12,460,659
Offsite Work	\$26,716,480	196	\$54,450	\$10,686,592
<b>Total/Average</b>	<b>\$950,000,000</b>	<b>6,979</b>	<b>\$54,450</b>	<b>\$380,000,000</b>

1/ Employment figures represent FTE Jobs.

Source: RexCorp-Glen Isle Partners, LLC, Economics Research Associates

**Table 6: Summary of Indirect and Induced Construction Impacts**

	Indirect	Induced
<b><u>Commercial</u></b>		
Hotel/Spa	307	413
Retail Space	15	20
Restaurant	4	6
<b>Office</b>	47	63
<b>Marina</b>	4	5
<b><u>Residential</u></b>		
Condos	1,759	1,183
Rental	298	200
Workforce	73	49
<b><u>Infrastructure/Other</u></b>		
Road Work	18	22
Utilities	80	99
Parks and Site Amenities	55	68
Marine Work	57	70
<b><u>Offsite Work</u></b>	<b><u>49</u></b>	<b><u>60</u></b>
<b>Total</b>	<b>2,765</b>	<b>2,258</b>

	Indirect	Induced
<b><u>Commercial</u></b>		
Hotel/Spa	\$16,648,280	\$17,114,465
Retail Space	\$804,408	\$826,933
Restaurant	\$230,894	\$237,360
<b>Office</b>	\$2,520,461	\$2,591,039
<b>Marina</b>	\$205,860	\$200,485
<b><u>Residential</u></b>		
Condos	\$78,946,335	\$48,881,431
Rental	\$13,370,226	\$8,278,482
Workforce	\$3,269,173	\$2,024,184
<b><u>Infrastructure/Other</u></b>		
Road Work	\$933,227	\$908,862
Utilities	\$4,207,323	\$4,097,475
Parks and Site Amenities	\$2,888,067	\$2,812,664
Marine Work	\$2,988,275	\$2,910,255
<b><u>Offsite Work</u></b>	<b><u>\$2,562,824</u></b>	<b><u>\$2,495,912</u></b>
<b>Total</b>	<b>\$129,575,354</b>	<b>\$93,379,547</b>

Source: IMPLAN, Economics Research Associates

**Table 7: Estimated Direct Sales Tax and Income Tax Revenues, Construction Phase**

**SUMMARY OF CONSTRUCTION PHASE IMPACTS**

**Breakout of Construction Materials and Wages**

Construction Materials	60%	of Hard Costs	\$ 570,000,000
Direct Construction Wages	40%	of Hard Costs	\$ 380,000,000
<b>Total</b>			<b>\$ 950,000,000</b>
Indirect/Induced Construction Wages			<b>\$ 222,954,901</b>

**Sales Tax Rate**

County	<b>4.25%</b>
State	<b>4.00%</b>
MCTD	<b>0.375%</b>

	County	State	MCTD
<b>Direct Sales Tax Revenues 1/</b>	<b>\$ 21,802,500</b>	<b>\$ 20,520,000</b>	<b>\$ 1,923,750</b>

**State Income Tax Rate**

Income Tax Rate 2/	<b>6.85%</b>
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<b>Direct Income Tax Revenues</b>	<b>\$ 23,427,000</b>
<b>Indirect/Induced Income Tax Revenues</b>	<b>\$ 13,745,170</b>
	<b>\$ 37,172,170</b>

1/ Assumes that 90% of materials would be purchased locally.

2/ Based on 2007 New York state income tax rate, married filed jointly earning over \$40,000 or single earning over \$20,000. Assumes 90% local.

Source: Rex-Corp Glen Isle Partners, LLC, Economics Research Associates

Table 8: Estimated Mortgage Recording Fee, Construction Phase

<b>Breakout of Hard + Soft Costs</b>	
Hard Costs	\$ 950,000,000
Soft Costs 1/	\$ 171,000,000
<b>Total Hard + Soft Construction Costs</b>	<b>\$ 1,121,000,000</b>
Amount Financed	80%
Estimated Mortgage	\$ 896,800,000
<b>Mortgage Recording Fee</b>	
County	0.75%
MTA	0.30%
<b>Estimated Mortgage Recording Fee Revenues - Construction</b>	
County	\$ 6,726,000
MTA	\$ 3,363,000
	\$ 10,089,000

1/ Soft costs assumed at 18% of total hard costs.

Source: Glen Isle Partners, LLC, Economics Research Associates

Table 9: Estimated Market Value of Glen Isle Mixed-Use Development Components

Proposed Yr Built		Size Units	Amount	Income Units	Amount	Occupancy	Net Operating Income		Capitalization Rate	Market Value
							As Percent of Total Income	Net Oper. Income		
2014	Office	Sq. Ft.	50,000	Rent/SF/Yr	\$40	95%	80%	\$1,520,000	9.0%	\$16,888,889
2014	Hotel	Rooms	250	Roomrate/Day	\$220	72%	35%	\$5,058,900	9.0%	\$56,210,000
	Hotel - Spa	Sq. Ft.	18,000	Rent + 5% gross	\$45	--	--	\$1,110,000	9.0%	\$12,333,333
	Hotel - Catering/Conference 1/	Sq. Ft.	15,000	Rent + 10% gross	\$40	--	--	\$900,000	9.0%	\$10,000,000
2012-2014	Retail	Sq. Ft.	25,000	Rent/SF/Yr	\$40	95%	70%	\$665,000	9.0%	\$7,388,889
2012	Transient Marina 1/ 2/	Slips	32	Cost/foot/day	\$3.5	80%	--	\$645,120	9.00%	\$7,168,000
2012	Seasonal Marina 1/	Slips	16	Cost/foot/season	\$250	100%	--	\$440,000	7.00%	\$6,285,714
2012	<u>Rental Units</u>									
	1 bedroom	Units	63	Rent/Unit/Mnth.	\$2,500	95%	75%	\$1,346,625	8.5%	\$15,842,647
	2 bedroom	Units	90	Rent/Unit/Mnth.	\$3,000	95%	75%	\$2,308,500	8.5%	\$27,158,824
	3 bedroom	Units	27	Rent/Unit/Mnth.	\$3,500	95%	75%	\$807,975	8.5%	\$9,505,588
	TOTAL		180							\$52,507,059
2012-2017	Condominium Units									
	1 bedroom	Units	148	Sales/SF	\$850	100%	NA	NA	NA	--
	2 bedroom	Units	297	Sales/SF	\$850	100%	NA	NA	NA	--
	3 bedroom	Units	149	Sales/SF	\$850	100%	NA	NA	NA	--
	TOTAL		594							\$934,065,000
2014	Workforce Units									
	1 bedroom	Units	13	Sales/SF	\$360	100%	NA	NA	NA	\$4,212,000
	2 bedroom	Units	73	Sales/SF	\$360	100%	NA	NA	NA	\$28,908,000
	TOTAL		86							\$33,120,000
<b>GRAND TOTAL</b>										<b>\$1,135,966,884</b>

1/ Based on assumptions provided by Rex-Corp Glen Isle Partners, LLC

2/ Marina incorporating both permanent and transient slips based on market conditions. Potential dedication of one/two slips to Harbor Patrol will not potentially impact analysis.

Source: Rex-Corp Glen Isle Partners, LLC, Economics Research Associates

Table 10: Projected Annual Property Tax Revenues

	Market Value	Tax Rate			Annual Property Tax Revenues		
		City (per \$1,000)	County (per \$100)	Glen Cove School District (per \$1,000)	City	County	Glen Cove School District
Office	\$ 16,888,889	12.251	52.400	27.35	\$ 206,906	\$ 88,498	\$ 461,911
Hotel/Spa/Catering	\$ 78,543,333	12.251	52.400	27.35	\$ 962,234	\$ 411,567	\$ 2,148,160
Retail/Cultural	\$ 7,388,889	12.251	52.400	27.35	\$ 90,521	\$ 38,718	\$ 202,086
Marina	\$ 13,453,714	12.251	52.400	27.35	\$ 164,821	\$ 70,497	\$ 367,959
Residential							
Rental	\$ 52,507,059	12.251	60.378	27.350	\$ 643,264	\$ 79,257	\$ 1,436,068
Condo	\$ 934,065,000	12.251	60.378	27.350	\$ 3,385,454	\$ 1,409,924	\$ 7,557,927
Workforce Housing	\$ 33,120,000	12.251	60.378	27.350	\$ 111,277	\$ 49,993	\$ 248,423
<b>Total</b>	<b>\$ 1,135,966,884</b>				<b>\$ 5,564,478</b>	<b>\$ 2,148,454</b>	<b>\$ 12,422,535</b>

Note: City and School District assessed at 100% of market value. For Nassau County, residential property is assessed at .25% of market value and commercial at 1% of market value. Condo and workforce housing valuation based on income approach for City of Glen Cove and School District.

Source: City of Glen Cove, Nassau County, Economics Research Associates

**Table 11: Selected Comparable Projects, Residential**

	<b>Estimated Price/Sq Ft</b>	<b>Features</b>
<b>Ritz Carlton Residences, North Hills, Long Island</b>	\$1,100+	Ritz Carlton Brand Valet parking, concierge, garage, spa and fitness center Proximity to Long Island Expressway High end finishes
<b>Aqua, Long Beach, New York</b>	\$1,000	Water views Indoor/outdoor pool, concierge, garage High end finishes
<b>Highgrove, Stamford, Connecticut</b>	\$735 (original asking of \$900)	Water views Proximity to downtown High end finishes Valet parking, concierge, garage, spa and fitness center
<b>Trump Plaza, Jersey City, New Jersey</b>	averaging \$1,020	Water/city views Proximity to Manhattan via ferry High end finishes Concierge, garage, spa and fitness center
<b>Watermark, North Bergen, New Jersey</b>	\$850	Water/city views Proximity to Manhattan via ferry service High end finishes Concierge, valet parking garage, spa and fitness center
<b>100 Jay Street Condominiums, Brooklyn</b>	\$965	High end finishes Proximity to downtown Indoor pool, health club, spa, concierge
<b>The Laurel, 400 East 67th Street, Manhattan, NY</b>	\$2,200	Manhattan High end finishes Concierge, valet parking garage, spa and fitness center

Source: RexCorp-Glen Isle Partners, LLC

Table 12: Nassau County Office Market Indicators

<b>Nassau County</b>	<b>Total Sq Ft</b>	<b>Vacancy %</b>	<b>Asking Rent</b>	
			<b>Class A</b>	<b>Class B</b>
Hempstead	11,835,469	8.1%	\$ 35.32	\$ 30.51
North Hempstead	8,676,062	7.1%	\$ 35.64	\$ 29.17
Oyster Bay	7,298,883	13.2%	\$ 35.80	\$ 27.79
<b>Nassau County Total</b>	<b>27,810,414</b>	<b>9.1%</b>	<b>\$ 35.55</b>	<b>\$ 29.44</b>

Source: Grubb & Ellis, Economics Research Associates

**Table 13: Projected On-Site Sales and Hotel Occupancy Tax Revenues**

<b>Commercial Sales Tax Revenues</b>	<b>Retail Space 1/</b>	
Stabilized Sales Productivity Target - Retail	<b>\$</b>	<b>375</b>
Square Feet		15,000
Estimated Gross Annual Sales	\$	5,343,750
Stabilized Sales Productivity Target - Restaurant	<b>\$</b>	<b>500</b>
Square Feet		10,000
Estimated Gross Annual Sales	\$	5,000,000
Estimated Gross Annual Retail Sales - Spa	2/ \$	630,000
Estimated Gross Annual Catering Sales	\$	3,000,000
Total Retail and Restaurant Sales	\$	13,973,750
Sales Tax Rate		
County		<b>4.25%</b>
State		<b>4.00%</b>
MCTD		<b>0.375%</b>
Estimated Annual Sales Tax Revenues		
County	\$	593,884
State	\$	558,950
MCTD	\$	52,402
<b>TOTAL</b>	<b>\$</b>	<b>1,205,236</b>
<b>Hotel Sales Tax Revenues</b>		
		<b>Hotel</b>
Total Suites		250
Occupancy		72.00%
Average Daily Rate	\$	220
Estimated Suite Revenues (Stabilized Year)	\$	14,454,000
Sales and Hotel Occupancy Tax Rate		
County		<b>7.25%</b>
State		<b>4.00%</b>
MCTD		<b>0.375%</b>
Estimated Annual Sales and Hotel Occupancy Tax Revenues		
County	\$	1,047,915
State	\$	578,160
MCTD	\$	54,203
<b>TOTAL</b>	<b>\$</b>	<b>1,680,278</b>

1/ Assumes retail space is 95% leased at a stabilized level.

2/ Assumes 10.5% of total sales.

Source: Economics Research Associates

**Table 14: Estimated Mortgage Recording Fee Revenues, For-Sale Units**

Total Number of Condo Units		594
Average Cost	\$	1,572,500
Average Number of Units Financed Annually 1/		85
Amount Financed		70%
Estimated Mortgage per Unit	\$	1,100,750
Annual Mortgage Total	\$	93,406,500
Total Number of Workforce Units		86
Average Cost	\$	385,116
Average Number of Units Financed Annually 1/		12
Amount Financed		80%
Estimated Mortgage per Unit	\$	308,093
Annual Mortgage Total	\$	3,785,143
<b>Mortgage Recording Fee</b>		
County		0.75%
MTA		0.30%
<b>Estimated Mortgage Recording Fee Revenues - Condominium Units</b>		
County	\$	728,937
MTA	\$	291,575
<b>Total</b>	<b>\$</b>	<b>1,020,512</b>

1/ Assumes turnover rate seven years.

Source: Nassau County, Economics Research Associates

**Table 15: Projected Household Income by Residential Product Type**

**CUMULATIVE HOUSING ABSORPTION**

	Rental - Market Rate 1/	Townhome - Workforce	Condominium
Number of Units			
1 bedroom	63	13	148
2 bedroom	90	73	297
3 bedroom	27	NA	149
<b>PROJECT POPULATION GENERATION</b>			
Average Household Size 1/			
1 bedroom	1.67	1.86	1.77
2 bedroom	2.31	1.88	1.88
3 bedroom	3.81	NA	3.00
<b>Total Estimated Annual Population</b>			
1 bedroom	105	24	262
2 bedroom	208	137	558
3 bedroom	103	0	447
<b>TOTAL</b>	<b>416</b>	<b>161</b>	<b>1,267</b>

**ESTIMATED HOUSEHOLD INCOME**

	Rental - Market Rate		Townhome - Workforce		Condominiums	
	Annual Housing Cost	Estimated HH Income	Annual Housing Cost	Estimated HH Income	Annual Housing Cost	Estimated HH Income
1 bedroom	\$ 30,000	\$ 125,000	\$ 15,840	\$ 79,200	--	--
2 bedroom	\$ 36,000	\$ 150,000	\$ 17,280	\$ 86,400	--	--
3 bedroom	\$ 42,000	\$ 175,000	NA	NA	--	--
All Units					\$ 70,908	\$ 295,450
<b>Total Estimated HH Income</b>						
<b>Rental - Market Rate</b>	<b>\$ 26,100,000</b>					
<b>Townhome - Workforce</b>	<b>\$ 7,336,800</b>					
<b>Condominium</b>	<b>\$ 175,497,300</b>					

1/ Average household size based on Rutgers University, Center for Urban Policy Research data (July 2006).

Notes: Average market rate rents based on following:

Assumes rent of \$2,500 for 1 bedroom, \$3,000 for 2 bedroom, \$3,500 for 3 bedroom.

Assumes average sales price of \$850/sf and average size of 1,850 sq ft, 70% financed, 5% interest, 30 years for condominium units.

Note: Estimated household income assumes housing costs account for 30-35% of income, on average.

Source: Economics Research Associates

**Table 16: Estimated Retail Spending and Sales Tax Revenues, New Residents and Construction Employees**

Residents	Average Household Spending by Product Type		
	Rental - Market	Tow nhome - Workforce	Condo
Total Resident Income	\$ 26,100,000	\$ 7,336,800	\$ 175,497,300
Total Estimated Disposable Income @ 80%	\$ 20,880,000	\$ 5,869,440	\$ 140,397,840
Retail Spending as a percent of total spending @19%	\$ 3,967,200	\$ 1,115,194	\$ 26,675,590
Estimated Spending in Nassau County	50%	50%	50%
<b>Total Nassau County Retail Spending</b>	<b>\$ 1,983,600</b>	<b>\$ 557,597</b>	<b>\$ 13,337,795</b>
<b>Estimated Sales Tax Revenues</b>			
State	\$ 79,344	\$ 22,304	\$ 533,512
County	\$ 84,303	\$ 23,698	\$ 566,856
MCTD	\$ 7,439	\$ 2,091	\$ 50,017
<b>Total</b>	<b>\$ 171,086</b>	<b>\$ 48,093</b>	<b>\$ 1,150,385</b>

**Construction Employment Spending**

Estimated Total Employment	6,979
Mean Annual Income	\$ 54,450
Total Annual Construction Employment Income	\$ 380,000,000
Total Estimated Disposable Income @ 80%	\$ 304,000,000
Retail Spending as a percent of total spending @19%	\$ 57,760,000
<b>Estimated Spending in Nassau County @ 30%</b>	<b>\$ 17,328,000</b>

<b>Estimated Sales Tax Revenues</b>	
<b>State</b>	<b>\$ 693,120</b>
<b>County</b>	<b>\$ 736,440</b>
<b>MCTD</b>	<b>\$ 64,980</b>

Source: US Census, Economics Research Associates

**Table 17: Estimated On-Site Employment**

<b>Hotel/Spa</b>	<b>Units / SF</b>
Hotel	250 units
<b>Other Commercial</b>	<b>GLA (SF)/Units</b>
Retail	15,000
Restaurants	10,000
Office	50,000
Marina	85 slips
<b>Employment Ratios</b>	
Office	1/200 sq ft Full occupancy
Hotel/Spa/Catering	see detail analysis
<i>Residential Building Employment 1/</i>	
Valet/Doorman	6
Concierge	4
Maintenance/Interior	2
Cleaning Staff	2
Per 250-unit building	14
<b>Grand Total</b>	<b>45</b>
Property Owners Assoc	
Security	8
Outside Maintenance	10
<b>Total</b>	<b>18</b>
Restaurant	28 front of house + kitchen staff
<b>Estimated On-Site Total Employment - FTE</b>	
Hotel/Spa/Conference and Catering	357
Retail 1/	36
Office	250
Marina	6
Residential Buildings	63
Restaurant	56
<b>Total Estimated Direct Employment</b>	<b>768</b>

1/ Based on data provided by RexCorp-Glen Isle Partners, LLC

Source: RexCorp-Glen Isle Partners, LLC, Economics Research Associates

**Table 18: Estimated Hotel Employment****Hotel Employment**

Total Keys				250 keys
Average Daily Rate (ADR)			\$	220.00
Occupancy Rate				72%
Daily Revenue per Key			\$	158.40
Suite Revenue as % of Total Revenue	1/			65%
Estimated Total Annual Revenue - Rooms			\$	22,236,923
Estimated Total Annual Revenue - Spa			\$	6,000,000
Estimated Total Annual Revenue - Catering			\$	3,000,000
Estimated Annual Operating Expenses	1/	@	72.0%	of revenue \$ 22,490,585
Estimated Labor Costs	1/	@	44.5%	of OpEx \$ 10,008,310
Average Annual Wages - Hospitality Sector	2/		\$	28,000
Estimated On-Site Employment				357

**Notes:**

1/ Operating assumptions based on national standards for full service hotels, as shown in PKF Consulting 2007 Annual Trends Report

2/ Wages taken from recent Wage Survey for metropolitan area. Retail reflects mean annual wage for retail sales.

Source: Sources noted, Economics Research Associates

**Table 19: Estimated On-site Payroll**

<b>Estimated On-Site Total Employment</b>	
Hotel/Spa/Conference and Catering	357
Retail	36
Office	250
Marina	6
Residential Buildings	63
Restaurant	56
<b>Total Estimated Direct Employment</b>	<b>768</b>

  

<b>Average Wage</b>	
Hotel/Spa	\$28,000
Retail Space	\$25,690
Office	\$72,000
Marina	\$25,000
Residential Buildings	\$26,000
Restaurant	\$23,000

  

<b>State Income Tax Rate</b>	
Estimated Tax Rate 1/	6.85%

  

<b>Estimated State Income Tax Revenues</b>	
Hotel/Spa	\$ 685,569
Retail Space	\$ 63,352
Office	\$ 1,233,000
Marina	\$ 10,275
Residential Buildings	\$ 112,203
Restaurant	\$ 88,228
<b>Total</b>	<b>\$ 2,192,627</b>

1/ Based on 2007 New York state income tax rate, married filed jointly earning over \$40,000 or single earning over \$20,000.

Note: Wages taken from recent Wage Survey for metropolitan area. Retail reflects mean annual wage for retail sales.

Source: Economics Research Associates

**Table 20: Indirect and Induced Operational Impacts, Employment and Payroll**

	<b>Direct Employment Impact</b>	<b>Indirect</b>	<b>Induced</b>	<b>Total Employment Impact</b>
<b>Commercial</b>				
Hotel/Spa	357	25	39	420
Retail Space	36	2	4	42
Restaurant	56	5	8	70
<b>Office</b>				
Business/Financial Operations	63	40	28	131
Computer/Mathematical Sciences	63	12	16	90
Arch/Engineering	63	9	22	94
Administrative Support	63	16	23	101
<b>Marina</b>	<u>63</u>	<u>N/A</u>		<u>63</u>
Residential Building Support	63	14	12	89
<b>Total</b>	<b>768</b>	<b>122</b>	<b>151</b>	<b>1,041</b>

	<b>Direct Employment Impact</b>	<b>Indirect</b>	<b>Induced</b>	<b>Total Employee Compensation Impact</b>
<b>Commercial</b>				
Hotel/Spa	\$8,158,093	\$1,236,238	\$1,597,501	\$10,991,832
Retail Space	\$587,266	\$115,073	\$150,572	\$852,911
Restaurant	\$1,643,905	\$274,601	\$337,288	\$2,255,794
<b>Office</b>				
Business/Financial Operations	\$7,815,440	\$1,463,110	\$1,567,682	\$10,846,232
Computer/Mathematical Sciences	\$3,460,915	\$353,908	\$809,640	\$4,624,463
Arch/Engineering	\$3,073,147	\$691,930	\$854,292	\$4,619,369
Administrative Support	\$2,548,686	\$992,158	\$605,422	\$4,146,266
<b>Marina</b>	<u>\$150,000</u>	<u>N/A</u>		<u>\$150,000</u>
Residential Building Support	<u>\$1,357,882</u>	<u>633,085</u>	<u>501,304</u>	
<b>Total</b>	<b>\$28,795,333</b>	<b>\$5,760,104</b>	<b>\$6,423,700</b>	<b>\$38,486,867</b>

1/ Employment figures represent FTE Jobs.  
Source: IMPLAN, Econmicis Research Associates

Table 21: Projected Property Tax Revenues by Year

PROJECT DESCRIPTION	INPUTS	(2008 \$'s)									
		2010	2011	2012	2013	2014	2015	2016	2017		
<b>MARKET VALUE</b>											
	<b>Yr Built</b>	<b>2008 M V</b>									
Office Component	2014	\$ 16,888,889	\$ -	\$ -	\$ -	\$ -	\$ 16,888,889	\$ 16,888,889	\$ 16,888,889	\$ 16,888,889	\$ 16,888,889
Hotel/Spa	2014	\$ 78,543,333	\$ -	\$ -	\$ -	\$ -	\$ 78,543,333	\$ 78,543,333	\$ 78,543,333	\$ 78,543,333	\$ 78,543,333
Retail (sq ft)	2012	\$ 3,890,000	\$ -	\$ -	\$ 3,890,000	\$ 3,890,000	\$ 3,890,000	\$ 3,890,000	\$ 3,890,000	\$ 3,890,000	\$ 3,890,000
Restaurant (sq ft)	2014	\$ 972,500	\$ -	\$ -	\$ -	\$ -	\$ 972,500	\$ 972,500	\$ 972,500	\$ 972,500	\$ 972,500
Marina (slips)	2012	\$ 13,453,714	\$ -	\$ -	\$ 13,453,714	\$ 13,453,714	\$ 13,453,714	\$ 13,453,714	\$ 13,453,714	\$ 13,453,714	\$ 13,453,714
<b>Residential (units)</b>											
Rental	2012	\$ 52,507,059	\$ -	\$ -	\$ 52,507,059	\$ 52,507,059	\$ 52,507,059	\$ 52,507,059	\$ 52,507,059	\$ 52,507,059	\$ 52,507,059
Condos/TH -Market Rate (94 units)	2012	\$ 43,730,735	\$ -	\$ -	\$ 43,730,735	\$ 43,730,735	\$ 43,730,735	\$ 43,730,735	\$ 43,730,735	\$ 43,730,735	\$ 43,730,735
Condos/TH -Market Rate (250 units)	2016	\$ 116,305,147	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 116,305,147	\$ 116,305,147	\$ 116,305,147
Condos/TH -Market Rate (250 units)	2017	\$ 116,305,147	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 116,305,147	\$ 116,305,147
Townhome - Workforce	2014	\$ 33,120,000	\$ -	\$ -	\$ -	\$ -	\$ 33,120,000	\$ 33,120,000	\$ 33,120,000	\$ 33,120,000	\$ 33,120,000
<b>TOTAL MARKET VALUE</b>											
<b>TAXES: CITY</b>											
	<b>Tax Rate</b>	<b>per \$1,000</b>									
Office Component	12.251		\$ -	\$ -	\$ -	\$ -	\$ 206,906	\$ 206,906	\$ 206,906	\$ 206,906	\$ 206,906
Hotel/Spa	12.251		\$ -	\$ -	\$ -	\$ -	\$ 962,234	\$ 962,234	\$ 962,234	\$ 962,234	\$ 962,234
Retail (sq ft)	12.251		\$ -	\$ -	\$ 47,656	\$ 47,656	\$ 47,656	\$ 47,656	\$ 47,656	\$ 47,656	\$ 47,656
Restaurant (sq ft)	12.251		\$ -	\$ -	\$ -	\$ -	\$ 11,914	\$ 11,914	\$ 11,914	\$ 11,914	\$ 11,914
Marina (slips)	12.251		\$ -	\$ -	\$ 164,821	\$ 164,821	\$ 164,821	\$ 164,821	\$ 164,821	\$ 164,821	\$ 164,821
<b>Residential (units)</b>											
Rental	12.2510		\$ -	\$ -	\$ 643,264	\$ 643,264	\$ 643,264	\$ 643,264	\$ 643,264	\$ 643,264	\$ 643,264
Condos/TH -Market Rate (94 units)	12.2510		\$ -	\$ -	\$ 535,745	\$ 535,745	\$ 535,745	\$ 535,745	\$ 535,745	\$ 535,745	\$ 535,745
Condos/TH -Market Rate (250 units)	12.2510		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,424,854	\$ 1,424,854	\$ 1,424,854
Condos/TH -Market Rate (250 units)	12.2510		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,424,854	\$ 1,424,854
Townhome - Workforce	12.2510		\$ -	\$ -	\$ -	\$ -	\$ 111,277	\$ 111,277	\$ 111,277	\$ 111,277	\$ 111,277
<b>TOTAL CITY PROPERTY TAX</b>											
			\$ -	\$ -	\$ 1,391,487	\$ 1,391,487	\$ 2,683,819	\$ 2,683,819	\$ 4,108,673	\$ 4,108,673	\$ 5,533,527

Table 21: Projected Property Tax Revenues by Year (continued)

TAXES: COUNTY													
	Tax Rate	per \$100											
Office Component	52.400	\$	-	\$	-	\$	-	\$	88,498	\$	88,498	\$	88,498
Hotel/Spa	52.400	\$	-	\$	-	\$	-	\$	411,567	\$	411,567	\$	411,567
Retail (sq ft)	52.400	\$	-	\$	-	\$	20,384	\$	20,384	\$	20,384	\$	20,384
Restaurant (sq ft)	52.400	\$	-	\$	-	\$	-	\$	5,096	\$	5,096	\$	5,096
Marina (slips)	52.400	\$	-	\$	-	\$	70,497	\$	70,497	\$	70,497	\$	70,497
Residential (units)													
Rental	60.378	\$	-	\$	-	\$	79,257	\$	79,257	\$	79,257	\$	79,257
Condos/TH -Market Rate (94 units)	60.378	\$	-	\$	-	\$	223,119	\$	223,119	\$	223,119	\$	223,119
Condos/TH -Market Rate (250 units)	60.378	\$	-	\$	-	\$	-	\$	-	\$	-	\$	593,403
Condos/TH -Market Rate (250 units)	60.378	\$	-	\$	-	\$	-	\$	-	\$	-	\$	593,403
Townhome - Workforce	60.378	\$	-	\$	-	\$	-	\$	49,993	\$	49,993	\$	49,993
<b>TOTAL COUNTY PROPERTY TAX</b>		\$	-	\$	-	\$	<b>393,257</b>	\$	<b>393,257</b>	\$	<b>948,411</b>	\$	<b>948,411</b>
TAXES: GLEN COVE SCHOOL DISTRICT													
	Tax Rate	per \$1,000											
Office Component	27.350	\$	-	\$	-	\$	-	\$	461,911	\$	461,911	\$	461,911
Hotel/Spa	27.350	\$	-	\$	-	\$	-	\$	2,148,160	\$	2,148,160	\$	2,148,160
Retail (sq ft)	27.350	\$	-	\$	-	\$	106,392	\$	106,392	\$	106,392	\$	106,392
Restaurant (sq ft)	27.350	\$	-	\$	-	\$	-	\$	26,598	\$	26,598	\$	26,598
Marina (slips)	27.350	\$	-	\$	-	\$	367,959	\$	367,959	\$	367,959	\$	367,959
Residential (units)													
Rental	27.350	\$	-	\$	-	\$	1,436,068	\$	1,436,068	\$	1,436,068	\$	1,436,068
Condos/TH -Market Rate (94 units)	27.350	\$	-	\$	-	\$	1,196,036	\$	1,196,036	\$	1,196,036	\$	1,196,036
Condos/TH -Market Rate (250 units)	27.350	\$	-	\$	-	\$	-	\$	-	\$	-	\$	3,180,946
Condos/TH -Market Rate (250 units)	27.350	\$	-	\$	-	\$	-	\$	-	\$	-	\$	3,180,946
Townhome - Workforce	27.350	\$	-	\$	-	\$	-	\$	248,423	\$	248,423	\$	248,423
<b>TOTAL GLEN COVE SCHOOL DISTRICT PROPERTY TAX</b>		\$	-	\$	-	\$	<b>3,106,454</b>	\$	<b>3,106,454</b>	\$	<b>5,991,547</b>	\$	<b>5,991,547</b>
<b>TOTAL PROPERTY TAX REVENUES</b>		\$	-	\$	-	\$	<b>4,891,198</b>	\$	<b>4,891,198</b>	\$	<b>9,623,776</b>	\$	<b>9,623,776</b>

Note: City and School District assessed at 100% of market value. For Nassau County, residential property is assessed at .25% of market value and commercial at 1% of market value.

Source: City of Glen Cove, Nassau County, Economics Research Associates

Table 22: Projected Sales Tax Revenues by Year

PROJECT DESCRIPTION	INPUTS			(2008 \$'s)									
	Yr Built	Total SF/Suites	Stabilized Sales PSF	2010	2011	2012	2013	2014	2015	2016	2017		
<b>Total Sales</b>													
Hotel (suites)	2014	250	NA	\$ -	\$ -	\$ -	\$ -	\$ 13,048,750	\$ 13,651,000	\$ 14,454,000	\$ 14,454,000		
Hotel Spa/Catering	2014	33,000	--	\$ -	\$ -	\$ -	\$ -	\$ 5,630,000	\$ 5,630,000	\$ 5,630,000	\$ 5,630,000		
Retail (sq ft)	2012	15,000	\$ 375	\$ -	\$ -	\$ 4,781,250	\$ 5,062,500	\$ 5,343,750	\$ 5,343,750	\$ 5,343,750	\$ 5,343,750		
Restaurant (sq ft)	2014	10,000	\$ 500	\$ -	\$ -	\$ -	\$ -	\$ 4,250,000	\$ 4,500,000	\$ 4,750,000	\$ 4,750,000		
<b>TAXES: COUNTY</b>													
		<b>Tax Rate</b>											
Hotel (suites)		4.250%		\$ -	\$ -	\$ -	\$ -	\$ 554,572	\$ 580,168	\$ 614,295	\$ 614,295		
Hotel Spa/Catering		4.250%		\$ -	\$ -	\$ -	\$ -	\$ 239,275	\$ 239,275	\$ 239,275	\$ 239,275		
Retail (sq ft)		4.250%		\$ -	\$ -	\$ 203,203	\$ 215,156	\$ 227,109	\$ 227,109	\$ 227,109	\$ 227,109		
Restaurant (sq ft)		4.250%		\$ -	\$ -	\$ -	\$ -	\$ 180,625	\$ 191,250	\$ 201,875	\$ 201,875		
<b>TOTAL COUNTY SALES TAX</b>				<b>\$ -</b>	<b>\$ -</b>	<b>\$ 203,203</b>	<b>\$ 215,156</b>	<b>\$ 1,201,581</b>	<b>\$ 1,237,802</b>	<b>\$ 1,282,554</b>	<b>\$ 1,282,554</b>		
<b>TAXES: STATE</b>													
		<b>Tax Rate</b>											
Hotel (suites)		4.000%		\$ -	\$ -	\$ -	\$ -	\$ 521,950	\$ 546,040	\$ 578,160	\$ 578,160		
Hotel Spa/Catering		4.000%		\$ -	\$ -	\$ -	\$ -	\$ 225,200	\$ 225,200	\$ 225,200	\$ 225,200		
Retail (sq ft)		4.000%		\$ -	\$ -	\$ 191,250	\$ 202,500	\$ 213,750	\$ 213,750	\$ 213,750	\$ 213,750		
Restaurant (sq ft)		4.000%		\$ -	\$ -	\$ -	\$ -	\$ 170,000	\$ 180,000	\$ 190,000	\$ 190,000		
<b>TOTAL STATE SALES TAX</b>				<b>\$ -</b>	<b>\$ -</b>	<b>\$ 191,250</b>	<b>\$ 202,500</b>	<b>\$ 1,130,900</b>	<b>\$ 1,164,990</b>	<b>\$ 1,207,110</b>	<b>\$ 1,207,110</b>		
<b>TAXES: MCTD</b>													
		<b>Tax Rate</b>											
Hotel (suites)		0.375%		\$ -	\$ -	\$ -	\$ -	\$ 48,933	\$ 51,191	\$ 54,203	\$ 54,203		
Hotel Spa/Catering		0.375%		\$ -	\$ -	\$ -	\$ -	\$ 21,113	\$ 21,113	\$ 21,113	\$ 21,113		
Retail (sq ft)		0.375%		\$ -	\$ -	\$ 17,930	\$ 18,984	\$ 20,039	\$ 20,039	\$ 20,039	\$ 20,039		
Restaurant (sq ft)		0.375%		\$ -	\$ -	\$ -	\$ -	\$ 15,938	\$ 16,875	\$ 17,813	\$ 17,813		
<b>TOTAL MCTD SALES TAX</b>				<b>\$ -</b>	<b>\$ -</b>	<b>\$ 17,930</b>	<b>\$ 18,984</b>	<b>\$ 106,022</b>	<b>\$ 109,218</b>	<b>\$ 113,167</b>	<b>\$ 113,167</b>		
<b>TOTAL SALES TAX REVENUES</b>				<b>\$ -</b>	<b>\$ -</b>	<b>\$ 412,383</b>	<b>\$ 436,641</b>	<b>\$ 2,438,503</b>	<b>\$ 2,512,010</b>	<b>\$ 2,602,831</b>	<b>\$ 2,602,831</b>		

Source: City of Glen Cove, Nassau County, Economics Research Associates

Table 23: Projected Income Tax Revenues by Year

PROJECT DESCRIPTION	INPUTS	(2008 \$'s)									
		2010	2011	2012	2013	2014	2015	2016	2017		
<b>TOTAL ON-SITE EARNINGS</b>											
	Yr Built	Estimated Employment									
Hotel/Spa	2014	357	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,008,310	\$ 10,008,310	\$ 10,008,310	\$ 10,008,310
Retail	2012	36	\$ -	\$ -	\$ 924,840	\$ 924,840	\$ 924,840	\$ 924,840	\$ 924,840	\$ 924,840	\$ 924,840
Office	2014	250	\$ -	\$ -	\$ -	\$ -	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000
Marina	2012	6	\$ -	\$ -	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000
Restaurant	2014	56	\$ -	\$ -	\$ -	\$ -	\$ 1,288,000	\$ 1,288,000	\$ 1,288,000	\$ 1,288,000	\$ 1,288,000
Residential Buildings	2012-17	63	\$ -	\$ -	\$ 520,000	\$ 520,000	\$ 520,000	\$ 520,000	\$ 520,000	\$ 1,300,000	\$ 1,638,000
<b>TAXES: STATE</b>											
	Tax Rate										
Hotel	6.850%		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 685,569	\$ 685,569	\$ 685,569	\$ 685,569
Retail	6.850%		\$ -	\$ -	\$ 63,352	\$ 63,352	\$ 63,352	\$ 63,352	\$ 63,352	\$ 63,352	\$ 63,352
Office	6.850%		\$ -	\$ -	\$ -	\$ -	\$ 1,233,000	\$ 1,233,000	\$ 1,233,000	\$ 1,233,000	\$ 1,233,000
Marina	6.850%		\$ -	\$ -	\$ 10,275	\$ 10,275	\$ 10,275	\$ 10,275	\$ 10,275	\$ 10,275	\$ 10,275
Restaurant	6.850%		\$ -	\$ -	\$ -	\$ -	\$ 88,228	\$ 88,228	\$ 88,228	\$ 88,228	\$ 88,228
Residential Buildings	6.850%		\$ -	\$ -	\$ 35,620	\$ 35,620	\$ 35,620	\$ 35,620	\$ 35,620	\$ 89,050	\$ 112,203
<b>TOTAL STATE INCOME TAX</b>			\$ -	\$ -	\$ 109,247	\$ 109,247	\$ 2,116,044	\$ 2,116,044	\$ 2,116,044	\$ 2,169,474	\$ 2,192,627

Source: City of Glen Cove, Nassau County, Economics Research Associates