

Town of Riverhead

Industrial Development Agency

Application for Financial Assistance



PROJECT SUMMARY

GENERAL

Name of Project River Pointe Apartments

Location of Project 821 East Main, Riverhead, NY 11901

Urban Renewal Area Empire Zone Brownfield Vacant Blighted

PROJECT TYPE

Industrial Not-for-Profit Commercial Office Other

Housing X Manufacturing Retail Services

KEY DATES

Application Submitted Proposed Public Hearing

PROJECT SIZE

Acreage 6.71 Building Sq Ft 137,616 New Construction (sq. ft.)

Add Rehab/Expansion (sq. ft.) 137,616 Estimated Project Cost

TYPE OF ASSISTANCE REQUESTED

Tax Exempt Bonds X Taxable Bonds

Sales Tax X Mortgage Recording Tax X Real Property Tax Deferment X

Standard 485-b Not-for-Profit Double 485B

Affordable Housing Downtown Policy

Other Additional

JOBS/PAYROLL (Estimated)

Retained Jobs 5 Current Payroll \$330,000 Avg. Annual Wage \$66,000

New Jobs 0 Projected Payroll \$330,000 New Avg. Annual Wage \$66,000

Construction Jobs 50 Avg. Wage \$45/hr

ASSESSED VALUE/TAXES

Current Assessed Value \$1,150,000 Projected Increase AV

Current Taxes \$320,226.51 Projected Increase in Taxes



RIVERHEAD INDUSTRIAL DEVELOPMENT AGENCY

TOWN OF RIVERHEAD

200 Howell Avenue
Riverhead, New York 11901

P(631) 369-5129
F (631) 369-6925

APPLICATION FOR FINANCIAL ASSISTANCE

Date 3/24/2023

APPLICATION OF: Riverhead Housing, L.P.

Name of owner/user of Proposed Project

30 Hudson Yards, 72nd Floor, New York, NY 10001

Address

Type of Application:

☒ Tax-Exempt Bond ☐ Taxable Bond

☐ Straight Lease ☐ Refinance

☐ Not-for-Profit ☐ Other

Please respond to all items either by filling in blanks, by attachment (by marking space "See Attachment Number 1," etc.) or by N.A., where not applicable. Unless otherwise directed, this application must be filed in 1 copy and forwarded electronically. A non-refundable application fee is required at the time of submission of this application to the Riverhead Industrial Development Agency (the "Agency"). The non-refundable application fee is \$2,000 for applications under \$5 million and \$4,000 for applications for \$5 million or more. This fee will be applied to the Agency's Administrative Fee at closing.

If applicable and at the time of inducement, Bond Counsel/Transaction Counsel will require a \$3,000 deposit which will be applied to actual out-of-pocket disbursements made during the inducement and negotiation processes, and will be reflected on their final statement at closing.

Information provided herein will not be made public by the Agency prior to the passage of an Official Inducement Resolution, but may be subject to disclosure under the New York State Freedom of Information Law.

PLEASE NOTE: Prior to submitting a completed final application, please arrange to meet with the Agency's staff to review your draft application.

www.riverheadida.org

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Please answer all questions. Do not leave blanks. Answer N/A where applicable.

Part I: Owner & User Data

1. Owner Data:

A. Owner of Facility (Applicant for assistance): Riverhead Housing, L.P.
(Company Name)

Address: 30 Hudson Yards, 72nd Floor
New York, NY 10001

Federal Employer ID #: 92-2292045 Website: <https://www.related.com/affordable-housing>

NAICS Code: 531110

Owner Officer Certifying Application: David Pearson

Title of Officer: Vice President

Phone Number: [REDACTED]

E-mail: [REDACTED]

B. Business Type:

Sole Proprietorship ☐ Partnership ☒ Privately Held ☐

Public Corporation ☐ Listed on

Date & State of Incorporation/Formation: January 13, 2023 - New York

C. Nature of Business:

(e.g., “manufacturer of _____ for _____ industry”; “distributor of _____”; or “real estate holding company”)

Single Purpose Entity for owning and operating multifamily housing at River Pointe Apartments.

D. Owner Counsel:

Firm Name: Levitt & Boccio, LLP

Address: 423 West 55th Street, 8th Floor
New York, NY 10019

Individual Attorney: Eleor Cohen

Phone Number: [REDACTED]

E-mail: [REDACTED]

E. Principal Stockholders, Members or Partners, if any, of the Owner (5% or more equity):

Name	Percent Owned
Riverhead Housing GP, LLC	0.006% General Partner
Riverhead Housing Class B, LLC	0.004% Class B Limited Partner
TBD LIHTC Investor	99.99% Limited Partner

F. Has the Owner, or any subsidiary or affiliate of the Owner, or any stockholder, partner, member, officer, director or other entity with which any of these individuals is or has been associated with:

- i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (if yes, please explain)

No

- ii. been convicted of a felony, or misdemeanor, or criminal offense (other than a motor vehicle violation)? (if yes, please explain)

No

G. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the Owner, list all other organizations which are related to the Owner by virtue of such persons having more than a 50% interest in such organizations.

None of the entities in "E" above will own more than a 50% economic interest in the Owner.

H. Is the Owner related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

N/A

I. List parent corporation, sister corporations and subsidiaries:

The Related Companies, Inc. (TRCI) is the 100% Managing Member of the General Partner.

TRCI will be the Guarantor of the Owner.

- J. Has the Owner (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? If so, explain in full:

The principal of the GP of the Owner also participates in the current ownership of River Pointe.

The existing owner (Riverhead Village Preservation, L.P.), received bonds from the Riverhead IDA.

- K. Has the Owner/Company made a public offering or private placement of stock within the last 3 years? If so, please describe and provide the Offering Statement used.

N/A

- L. List major bank references of the Owner:

Related has a long history of working successfully with a large number of different financial institutions

on affordable housing and other projects. Specific bank references can be provided upon request.

2. User Data

***** (for co-applicants for assistance or where a landlord/tenant relationship will exist between the owner and the user) *****

- A. User (together with the Owner, the "Applicant"): _____
(Company Name)

Address: _____

Federal Employer ID #: _____ Website: _____

NAICS Code: _____

User Officer Certifying Application: _____

Title of Officer: _____

Phone Number: _____ E-mail: _____

B. Business Type:

Sole Proprietorship ☐ Partnership ☐ Privately Held ☐

Public Corporation ☐ Listed on _____

Date and State of Incorporation/Formation: _____

C. Nature of Business:

(e.g., “manufacturer of _____ for _____ industry”; “distributor of _____”; or “real estate holding company”)

D. Are the User and the Owner Related Entities? Yes ☐ No ☐

i. If yes, the remainder of the questions in this Part I, Section 2 (with the exception of “F” below) need not be answered if answered for the Owner.

ii. If no, please complete all questions below.

E. User’s Counsel:

Firm Name: _____ Phone Number: _____

Address: _____ E-mail: _____

Individual Attorney: _____

F. Principal Stockholders or Partners, if any (5% or more equity):

Name	Percent Owned
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_____	_____
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_____	_____
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_____	_____
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G. Has the User, or any subsidiary or affiliate of the User, or any stockholder, partner, officer, director or other entity with which any of these individuals is or has been associated with:

i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (if yes, please explain)

- ii. been convicted of a felony or criminal offense (other than a motor vehicle violation)? (if yes, please explain)

- H. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the User, list all other organizations which are related to the User by virtue of such persons having more than a 50% interest in such organizations.

- I. Is the User related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

- J. List parent corporation, sister corporations and subsidiaries:

- K. Has the User (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

- L. List major bank references of the User:

Part II – Applicant's Operation at Current Location

***** (This section seeks information related to the current location of the applicant's business operations. If the Owner and the User are unrelated entities, please answer separately for each.) *****

1. Current Location Address: 821 East Main Street
2. Owned or Leased: Owned
3. Describe your present location (acreage, square footage, number buildings, number of floors, etc.):
The property is a 135-unit affordable housing complex located on a 6.8 acre site.
In total, there are nine two-story buildings which total 137,616 square feet.
4. Type of operation (manufacturing, wholesale, distribution, retail, etc.) and products and/or services at this location: Multifamily affordable housing
5. Are other facilities or related companies of the Applicant located within the State?
Yes ☐ No ☒ The Applicant is a single purpose entity, created solely to operate River Pointe Apartments.
A. If yes, list the Addresses: The Managing Member of the GP is TRCI which is wholly owned by Stephen Ross, the founder of Related. Mr. Ross owns interests in various real estate throughout New York and other areas.
6. Will the completion of the project result in the removal of such facility or facilities from one area of the state to another OR in the abandonment of such facility or facilities of the Applicant located within the State? Yes ☐ No ☒
A. If no, explain how current facilities will be utilized: The current use is multifamily affordable housing and the use will not change after the proposed project.
B. If yes, please indicate whether the project is reasonably necessary for the Applicant to maintain its competitive position in its industry or remain in the State and explain in full:
Not Applicable
7. Has the Applicant actively considered sites in another state? Yes ☒ No ☐
A. If yes, please list states considered and explain: The parent company of the Applicant owns and operates affordable housing properties in many states.

8. Is the requested financial assistance reasonably necessary to prevent the Applicant from moving out of New York State? Yes ☐ No ☒
- A. Please explain: The property currently operates as affordable housing and is in need of renovations due to its age.
9. Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies? Yes ☒ No ☐
- A. Please explain: The project was presented to New York State Homes and Community Renewal who encouraged the Applicant to seek a local bond issuer for the project.
10. Number of full-time employees at current location and average salary: Five - \$66,000
11. Current annual payroll: \$330,000

Part III – Proposed Project Data

1. Project Type:

A. What type of transaction are you seeking?: (Check one)

Straight Lease ☐ Taxable Bonds ☐ Tax-Exempt Bonds ☒
Equipment Lease Only ☐

B. Type of benefit(s) the Applicant is seeking: (Check all that apply)

Sales Tax Exemption ☒ Mortgage Recording Tax Exemption ☒
PILOT Agreement: ☒ Bond Financing: ☒

2. Location of proposed project:

A. Street Address: 821 East Main Street

B. Tax Map: District 0600 Section 127 Block 7 Lot(s) 009.003

3. Project Components (check all appropriate categories):

- A. Acreage: 6.8
- B. Construction of a new building ☐ Yes ☒ No
i. Square footage: _____
- C. Acquisition of an existing building ☒ Yes ☐ No
i. Square footage of existing building: 9 buildings totaling 137,616 square feet
- D. Construction of addition to an existing building ☐ Yes ☒ No
i. Square footage of addition: _____
ii. Total square footage upon completion: _____
- E. Renovations of an existing building ☒ Yes ☐ No
i. Square footage: 137,616 + Exterior Work
- F. Demolition of an existing building ☐ Yes ☒ No
i. Square footage: _____
- G. Installation of machinery and/or Equipment ☒ Yes ☐ No
i. List principal items or categories of equipment to be acquired: _____
Boilers, Security System (cameras, lights, access gates & key fobs), Appliances
- H. Will any energy saving technology be utilized in the project ☒ Yes ☐ No
The project will utilize energy efficient appliances and low-flow toilets/showers/faucets. Improvements to the building envelopes (windows, new roofs) will also improve the energy profile of the property.
- I. Will the project utilize or install renewable energy or apply for LEED Certification?
☐ Yes ☒ No

4. Current Use(s) at Proposed Location:

A. Present use of the proposed location: Multifamily affordable housing

B. Does the Applicant currently hold fee title to the proposed location?

- i. If no, please list the present owner of the site: Riverhead Village Preservation, L.P.
- ii. If yes, indicate:
a) Date of Purchase _____
b) Purchase Price _____
c) Balance of existing mortgage _____
d) Holder of mortgage _____
e) Special conditions _____

C. Is there an option or contract to purchase the site?): ☒ Yes ☐ No

D. Is there an existing or proposed lease for the site? ☐ Yes ☒ No

E. If yes to C. or D. above, please attach a copy of the option, contract or lease and indicate:

- i. Date signed: March 22, 2023
- ii. Purchase Price: \$33,000,000
- iii. Proposed settlement/closing date: No later than December 31, 2023

F. Is the proposed property subject to an IDA transaction? ☒ Yes ☐ No

If yes, please explain: Town of Riverhead IDA previously issued bonds to help finance the prior acquisition and limited renovation of the property in 2005.

5. Proposed Use:

A. Describe the specific operations of the Applicant or other users to be conducted at the project site: Multifamily affordable housing

B. Proposed product lines and market demands: Affordable Housing

C. If any space is to be leased to third parties, indicate the tenant(s), total square footage of the project to be leased to each tenant, and the proposed use by each tenant (an additional sheet may be used):

Not Applicable

D. Will any portion of the project be used for the making of retail sales to customers who personally visit the project location? Yes ☐ No ☒

- i. If yes, what percentage (sq footage) of the project location will be utilized in connection with the sale of retail goods and/or services to customers who personally visit the project location?

Not Applicable

E. Existing Assessed Land Value from latest tax bill: \$220,000
Total Assessed Value from latest tax bill: \$1,150,000
Current Tax amount on property: \$320,000

Retail Questionnaire

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

- A. Will any portion of the project consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

☐ Yes or ☒ No. If the answer is yes, please continue. If no, proceed to section V

For purposes of Question A, the term “retail sales” means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the “Tax Law”) primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law).

- B. What percentage of square feet of the Project will be primarily used in making sales of goods or services to customers who personally visit the project? _____%. **If the answer is less than 33% do not complete the remainder of the retail determination and proceed to page 11, Adaptive Reuse.**

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

1. Is the Project location or facility likely to attract a significant number of visitors from outside the economic development region (Long Island) in which the project will be located?

☐ Yes or ☐ No

If yes, please provide a third party market analysis or other documentation supporting your response.

3. Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services?

☐ Yes or ☐ No

If yes, please provide a third party market analysis or other documentation supporting your response.

4. Will the project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York?

☐ Yes or ☐ No.

If yes, explain _____

5. Is the project located in a Highly Distressed Area? ☐ Yes or ☐ No

Adaptive Reuse Determination

(Adaptive Reuse is the process of adapting old structures or sites for new purposes)

- A) What is the age of the structure (in years) 61 Years
- B) Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure not being utilized or being utilized for a use for which the structure was not designed or intended) ☐ Yes or ☒ No. How many years? _____
- C) Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class) ☐ Yes or ☒ No
If yes, what is the current market rate average income for this type of property: _____
and please provide dollar amount of income currently being generated, if any: _____
- D) Does the site have historical significance? ☐ Yes or ☒ No
- E) Are you applying for either State/Federal Historical Tax Credit Programs? ☐ Yes or ☒ No. If yes, provide estimated value of tax credits _____
- F) Summarize the financial obstacles to development that this project faces without Agency or other public assistance. Please provide the Agency with documentation to support the financial obstacles to development (you may be asked to provide cash flow projections, documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages): _____
Please see attached.

- G) Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide the Agency documentation of this support in the form of signed letters from these entities:
Please see attached.

- H) Please indicate other factors that you would like the Agency to consider such as: structure or site presents significant public safety hazard and/or environmental remediation costs, site or structure is located in distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments:
Please see attached.

6. Project Work:

A. Builder or contractor information:

TBD - Multiple contractors will be interviewed before one is selected

B. Architect Information: Granoff Architects

The parent company of the Applicant has worked with Granoff on a number of similar affordable housing renovation projects in New York and other places with great success.

C. Has construction work on this project begun? If yes, complete the following: **N/A**

i.	Site Clearance:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	_____
ii.	Foundation:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	_____
iii.	Footings:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	_____
iv.	Steel:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	_____
v.	Masonry:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	% COMPLETE	_____
Other:		_____			

D. Will the project meet zoning requirements at the proposed location?

Yes ☒ No ☐

- a) What is the present town zoning? Commercial/Residential Campus
- b) What town zoning is required? The project is a legal non-conforming use.
- c) If a change of zoning is required, please provide the details/status of any change of zoning request.

N/A

E. Have site plans been submitted to the appropriate planning department? Yes ☐ No ☒

F. Has the project received site plan approval? Yes ☐ No ☒
If yes, please provide the Agency with a copy of the planning department approval along with the related SEQRA approval.

G. Is the proposed project located on a site where environmental constraints inhibits the development/use of the property? If yes, explain:

N/A

7. Project Completion Schedule:

A. What is the proposed commencement date for the acquisition and the construction/renovation/equipping of the project?

i. Acquisition: August 2023

ii. Construction/Renovation/Equipping: September 2023

B. Provide an accurate estimate of the time schedule to complete the project **and** when the first use of the project is expected to occur: Renovations would be completed with 12 months.

The project will remain livable throughout and will continue its normal operation with the exception of temporary relocation of affected households during construction.

Part IV – Project Costs and Financing

1. Project Costs:

A. Give an accurate estimate of cost necessary for the acquisition, construction, renovation, improvement, and/or equipping of the project location. This page must be completed in addition to any attachments of sources and uses and/or detailed budgets. Translate your attached detailed budget to match the line items below. Be sure that the totals equal.

<u>Description</u>	<u>Amount</u>
Land* (cost or current market value)	\$ <u>2,640,000</u>
Acquisition and Rehabilitation**	\$ <u>42,512,000</u>
New construction	\$ _____
New additions/expansions of existing	\$ _____
Site Work	\$ _____
Machinery and Equipment	\$ _____
Legal Fees	\$ <u>440,000</u>
Architectural/Engineering Fees	\$ <u>1,418,083</u>
Financial Charges	\$ <u>3,206,886</u>
Other (Reserves & Dev Fees)	\$ <u>7,412,928</u>
Total	\$ <u>57,629,897</u>

* If acquiring land, please note that Federal law prohibits the use of 25% or more of tax-exempt IDB proceeds for the purchase of land.

** If acquiring existing buildings, please note that Federal law prohibits the acquisition of existing buildings with tax-exempt IDB proceeds unless the rehabilitation expenses of the building are equal to or greater than 15% of the portion of the cost of acquiring the building that is financed with tax-exempt IDB proceeds. Rehabilitation does not include any amount expended on new construction (additions or expansions).

2. Method of Financing: (Must equal budget on page 13)

	Amount	Term
A. Tax-exempt bond financing:	\$ 30,900,000	17 years
B. Taxable bond financing:	\$ _____	_____ years
C. Conventional Mortgage:	\$ _____	_____ years
D. SBA (504) or other governmental financing:	\$ _____	_____ years
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ _____	
F. Other loans:	\$ _____	_____ years
G. Owner/User equity contribution***:	\$ _____	_____ years

Total Project Costs \$ 57,629,897

i. What percentage of the project costs will be financed from public sector sources?

Approximately 54% of the project costs will be financed with tax-exempt bonds.

*** If a project financing with IDB proceeds is to be owned by a realty company/partnership, but will be subleased for use by another person, at least a 5% owner equity contribution is suggested.

3. Project Financing:

A. Have any of the above costs been paid or incurred (including contracts of sale or purchase orders) as of the date of this application? ☒ Yes ☐ No
If yes, provide detail on a separate sheet.

B. Are costs of working capital, moving expenses, work in progress, or stock in trade included in the proposed uses of bond proceeds? Give details:

N/A

C. Will any of the funds borrowed through the Agency be used to repay or refinance an existing mortgage or outstanding loan? Give details:

Not directly. The Seller of the Property would pay off the existing Riverhead IDA bonds at closing.
The Applicant would be using funds as indicated in the attached Sources & Uses.

- D. Has the Applicant made any arrangements for the marketing or the purchase of the bond or bonds? If so, indicate with whom:

Not at this time. The Applicant works with a number of bond underwriters that would be well equipped to market or directly purchase the bonds for this project.

- E. Has a commitment for financing been received as of this application date Yes ☐ No ☒
If so, please attach a copy of the commitment and provide the institution name and contact:

Pending feedback from this application, the Applicant would engage its financing partners to obtain commitments for debt and equity financing.

Part V – Requested Project Benefits

1. Mortgage Recording Tax Benefit:

- A. Mortgage Amount for exemption (include sum total of construction/permanent/bridge financing):

\$ 31,800,000

- B. Estimated Mortgage Recording Tax Exemption (product of Mortgage Amount and .75%):

\$ 238,500

2. Sales and Use Tax Benefit:

- A. Estimated gross amount of COSTS for goods and services that will be subject to State and local Sales and Use Tax (such amount to benefit from the Agency's exemption):

\$ 4,900,000

- B. Estimated State and local Sales and Use Tax exemption (typically a product of 8.625% and figure above):

\$ 422,625

- C. If your project has a landlord/tenant (owner/user) arrangement, please provide a breakdown of the number in "B" above: **N/A**

i. Owner: \$ _____

ii. User: \$ _____

What entities will need the sales tax exemption? Riverhead Housing, L.P.

****Please attach a copy of the calculations used to derive the above numbers**

3. Real Property Tax Benefit:

- A. Identify and describe if the project will utilize a real property tax exemption benefit in addition to the Agency's PILOT benefit:

The applicant is seeking a PILOT based on a 10% shelter rent calculation.

B. Agency PILOT Benefit:

RIDA provides real property tax abatements in accordance with the Uniform Tax Exemption Policy which is attached hereto. on the increased assessment (value added) as the result of the project. The real property tax abatement is applied uniformly to all eligible taxing jurisdictions. As a general rule the term of the real property tax abatement is 10 years. The basic real property tax abatement provided by RIDA is based upon the equivalent of Section 485(b) of the New York State Real Property Tax Law. This section provides for a 50% real property tax abatement on the increased assessed value in the first year; 45% real property tax abatement in the second year; 40% abatement in the third year; and thereafter declining 5% per year over a 10-year period. A 485(b) real property tax abatement is the standard that RIDA provides. An enhanced or reduced real property tax abatement is considered and/or provided under certain circumstances.

 We are requesting the standard PILOT Abatement

☒ Yes No Based upon the RIDA Uniform Tax Exempt Policy, I believe this project qualifies for an enhanced real property tax abatement or one that deviates from the standard and request consideration for a variation from the standard abatement in order to make the project viable.

If you check yes above, please provide a brief explanation as to why:

The applicant is seeking a PILOT based on a 10% shelter rent calculation.

Based on the attached pro forma, taxes would increase from their current levels

and increase over time as the property's rents increase.

- i. Term of PILOT requested: 30 years
- ii. Upon acceptance of this application, the Agency staff will draft a PILOT schedule and attach such information to EXHIBIT A hereto. Applicant hereby requests such PILOT benefit as estimated in EXHIBIT A.

***** This application will not be deemed complete and final until Exhibit A hereto has been completed *****

Part VI – Measures of Growth and Benefits

1. List the Applicant's and each users present employment, and estimates of (i) employment at the proposed project location at the end of year one and year two following project completion and (ii) the number of residents of the Labor Market Area* ("LMA") that would fill the full-time and part-time jobs at the end of the second year following completion:

* The Labor Market Area includes Nassau and Suffolk Counties.

	<u>Present</u>	<u>First Year</u>	<u>Second Year</u>	<u>Residents of LMA</u>
Full-Time	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>
Part-Time**	<u> </u>	<u> </u>	<u> </u>	<u> </u>

Please prepare a separate attachment describing in detail the types of employment at the Project site. Such attachment should outline the titles and corresponding pay scale/benefits.

** Agency staff converts Part-Time jobs into (Full Time Equivalents) FTEs for state reporting purposes by dividing the number of Part-Time jobs by two (2).

2. Salary and Fringe Benefits:

Category of Jobs to be Retained and Created	Average Salary	Average Fringe Benefits
Salary Wage Earners	\$66,000	\$5,000
Commission Wage Earners	N/A	
Hourly Wage Earners	N/A	
1099 and Contract Workers	N/A	

3. INDIRECT/CONSTRUCTION JOBS – please indicate the projected number of indirect construction jobs that will be created as a result of the project: 50

Please provide the estimated average wage for the indirect jobs: \$45/hr

4. What, if any, will be the expected increase in the annual gross dollar amount of sales (or rent)?

\$ 400,000

5. How many jobs will be retained as a result of this project? 5

6. Describe other public benefits anticipated as a result of this Project.

See attached.

Note: *The Agency reserves the right to visit the facility to confirm that job creation numbers are being met.*

Part VII – Representations, Certifications and Indemnification

****To be completed by both the Applicant and Co Applicant****

1. Is the Applicant in any litigation or does the Applicant anticipate any litigation which would have a material adverse effect on the Applicant's financial condition? (if yes, furnish details on a separate sheet)

Yes ☐ No ☒

2. Has the Applicant or any of the management of the Applicant, the anticipated users or any of their affiliates, or any other concern with which such management has been connected, been cited for a violation of federal, state or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution or other operating practices? (If yes, furnish details on a separate sheet)

Yes ☐ No ☒

3. Is there a likelihood that the project would not proceed but for the financial assistance provided by the Agency? (If yes, explain why)

Yes ☒ No ☐

The project cannot proceed without tax-exempt bonds.

4. If the Project could be undertaken without the financial assistance of the Agency, then provide a statement in the space below indicating why the Project should be undertaken by the Agency and what would be the impact on the Applicant and on the municipality if the applicant was unable to obtain financial assistance?

N/A - The project cannot proceed without tax-exempt bonds.

5. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of

the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

Initial 

6. The Applicant understands and agrees that in accordance with Section 858-b(2) of the General Municipal Law and any amendment thereto, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the project will be listed with the New York State Department of Labor, Community Services Division and with the administrative entity of the service delivery area created pursuant to the Job Training Partnership Act (PL 97-300) in which the project is located (collectively, the "Referral Agencies").

Initial 

7. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving financial assistance for the proposed project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

Initial 

8. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project as well as may lead to other possible enforcement actions.

Initial 

9. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Initial 

10. In accordance with Section 862(1) of the New York General Municipal Law the Applicant understands and agrees that projects which result in the removal of an industrial or manufacturing plant of the project occupant from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the project occupant within the State is ineligible for financial assistance from the Agency, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the project in its respective industry or to discourage the project occupant from removing such other plant or facility to a location outside the State.

Initial 

11. The Applicant represents and warrants that to the Applicant's knowledge neither it nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners, and none of their respective employees, officers, directors, representatives or agents is, nor will they become a person or entity with who United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury (including those named on OFAC's Specially Designated and Blocked Persons List or under any statute, executive order including the September 24, 2001, Executive Order Block Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism, or other governmental action and is not and will not assign or otherwise transfer this Agreement to, contract with or otherwise engage in any dealings or transactions or be otherwise associated with such persons or entities.

Initial 

12. The Applicant confirms and hereby acknowledges it has received the Agency's fee schedule attached hereto as Schedule A and agrees to pay such fees, together with any expenses incurred by the Agency, including those of Transaction Counsel or consultants, with respect to the Facility. The Applicant agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the project.

Initial 

13. The Applicant confirms and hereby acknowledges it has received the Agency's Local Labor Policy attached hereto as Schedule B and agrees to comply with the same.

Initial 

14. The Applicant hereby agrees to comply with Section 875 of the General Municipal Law. The Company further agrees that the financial assistance granted to the project by the Agency is subject to recapture pursuant to Section 875 of the Act and the Agency's [Recapture and Termination] Policy, attached hereto as Schedule C.

Initial 

Continued on page 22

Continued from page 21

Date: _____

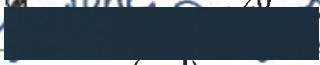

Applicant Signature

David Pearson

Printed Name

Vice President

Print Title

Sworn to me before this 21st
Day of June, 2023

(seal)

GABRIELLE D'AGNILLO
NOTARY PUBLIC, STATE OF NEW YORK
Registration No. 01DA6437661
Qualified in NASSAU County
Commission Expires 08/01/2026

Continued from page 21

Date: _____

Facility User Applicant Signature

Printed Name

Print Title

Sworn to me before this _____
Day of _____, 20_____

(seal)

Part VIII – Submission of Materials

1. A cover letter providing a narrative of the project and the purpose. (New build, renovations and/or equipment purchases). Identify specific uses occurring within the project. Describe any new tenants and end users. Provide an historical picture of the applicant(s) and overview of the project.
2. Certified financial statements for the last two fiscal years (unless included in the Applicant's annual report). **The Applicant is a newly formed single-purpose entity which does not have financial statements. The General Partner of the Applicant, and Guarantor, will be The Related Companies, Inc.**
3. Applicant's annual reports (or 10-K's if publicly held) for the two most recent fiscal years.
N/A
4. Quarterly reports (form 10-Q's) and current reports (form 8-K's) since the most recent annual report, if any. **N/A**
5. In addition, please attach the financial information described in items A, B, and C of any expected guarantor of the proposed bond issue.
6. Completed Long Environmental Assessment Form and/or applicable short form. **See attached short form.**
7. Most recent quarterly filing of NYS Department of Labor Form 45, as well as the most recent fourth quarter filing. Please remove the employee Social Security numbers and note the full-time equivalency for part-time employees.
8. A copy of the most recent real property tax bill for the proposed project location.
9. Attach a map highlighting the location of the project.
10. An electronic copy and 2 paper copies of preliminary plans or sketches of the proposed project.
11. Attach a detailed budget for the project and 5 year proforma
12. A copy of the proposed employment schedule reference on page 17 under Part VI Measures of Growth
13. Socio/Economic Impact Study or Market Study if requested or if you answered yes to questions 2 or 3 within the Retail Questionnaire on page 10, then you must also submit a third party market study.
The proposed Project is not a retail project and the residential housing is already existing and well occupied.
14. Attach an explanation of how you calculated the requested sales tax exemption.
15. THE APPLICATION MUST BE PROVIDED IN ELECTRONIC FORM along with a separate electronic redacted version to be used by the Agency in the event of a FOIL request. Signatures, ID Numbers, personal contact phone numbers and other confidential information should be redacted. If you have any questions, please contact the Agency personnel.

Pursuant to Title 19 of the New York Codes, Rules, and Regulations Part 250.1(c), the Agency must post the completed application to its website. At the request of the Applicant, the Agency may delete or redact from copy posted to the website portions of its records that are specifically exempted from disclosure pursuant to Article 6 of the Public Officers Law. The Applicant shall be responsible for requesting any such redaction, and the Agency shall not be responsible to redact or delete any information not requested by the Applicant.


Part IX – Certification

David Pearson (name of representative of company submitting application) deposes and says that he or she is the Vice President of GP (title) of Riverhead Housing, L.P., the (company) named in the attached application; that he or she has read the foregoing application and knows the contents thereof; and that the same is true to his or her knowledge.

Deponent further says that s/he is duly authorized to make this certification on behalf of the entity named in the attached Application (the "Applicant") and to bind the Applicant. The grounds of deponent's belief relative to all matters in said Application which are not stated upon his/her personal knowledge are investigations which deponent has caused to be made concerning the subject matter this Application, as well as in formation acquired by deponent in the course of his/her duties in connection with said Applicant and from the books and papers of the Applicant.

As representative of the Applicant, deponent acknowledges and agrees that Applicant shall be and is responsible for all costs incurred by the Riverhead Industrial Development Agency (hereinafter referred to as the "Agency") in connection with this Application, the attendant negotiations and all matters relating to the provision of financial assistance to which this Application relates, whether or not ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels or neglects the application or if the Applicant is unable to find buyers willing to purchase the total bond issue required, then upon presentation of invoice, Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred with respect to the application, up to that date and time, including fees to bond or transaction counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion of the transaction contemplated herein, the Applicant shall pay to the Agency an administrative fee set by the Agency in accordance with its fee schedule in effect on the date of the foregoing application, and all other appropriate fees, which amounts are payable at closing.


Applicant Signature

Sworn to me before this 21st
Day of June, 2023

(seal)

GABRIELLE D'AGNILLO
NOTARY PUBLIC, STATE OF NEW YORK
Registration No. 01DA6437661
Qualified in NASSAU County
Commission Expires 08/01/2026

EXHIBIT A

Proposed PILOT Schedule

Upon acceptance of the Application and completion of the Cost Benefit Analysis, the Agency will attach the proposed PILOT Schedule, together with the estimates of net exemptions based on estimated tax rates and assessment values to this Exhibit.

SCHEDULE A
RIVERHEAD INDUSTRIAL DEVELOPMENT AGENCY
FEE SCHEDULE

Application Fee

A non-refundable application fee of \$2,000 for applications for project costs under \$5 million and \$4,000 for applications for project costs over \$5 million is required at the time of application. This fee will be credited to the Agency's Administrative Fee, payable at closing.

Administrative Fee

The Administrative Fee charged by the Agency at closing is based on the project costs as determined by the Agency (and as depicted in Section IV of the application for financial assistance) and is as follows:

¾ of 1% (0.0075) of the total project costs for financial assistance on the first \$10 million plus

¼ of 1% (0.0025) on the amount of the total project costs for financial assistance over \$10,000,000

1% of the increase of the total project over the original cost projections for amended applications post initial financial approval.

Reporting/Compliance Fee:

State law requires that the Town of Riverhead Industrial Development Agency file certain financial and compliance reports with the State of New York. Much of the information within these reports is required to be furnished by your company and the IDA is obligated to meet a state submission deadline.

All compliance fees apply to each phase of a project which necessitates a separate NYS filing for reporting.

	2022	2023	2024
Annual Compliance Reporting Fee Single Entity Occupancy	\$400	\$600	\$750
Annual Compliance Reporting Fee Multi Corp Entity/Multi Residential Units/or Accommodations thereof (21 or more residential tenants and/or 3 or more commercial tenants/ multiple tenant or corporate entity)	\$1000	\$1250	\$1500
Annual Compliance Reporting Fee Bond Projects	\$1000	\$1000	\$1000

Late Reporting/Compliance Fee:

Late reporting compliance fees become due on the day following a report due date.

State law requires that the Town of Riverhead Industrial Development Agency file an Annual Financial and Compliance Report with the State of New York. Much of the information within this report is required to be furnished by your company and the IDA is obligated to meet a state submission deadline. In order to meet this deadline, the Agency will impose a \$500 penalty for late or incomplete filings (applied the day immediately following the due date) with an additional \$250 fee for every 30 days thereafter (pro rata) until the submission of the report or the benefit recapture provision is implemented. For timely incomplete submissions, the \$250 pro-ratable fee will commence from the date of notification by the Agency of the deficiencies.

Processing Fee:

During the course of IDA ownership/involvement, the Agency may occasionally be required, by the company, to consent to a variety of items, i.e. simple organizational changes, sales tax extension without increase, etc. The Agency will charge a \$500 processing fee for each request.

Assignments & Assumptions:

Occasionally, the IDA is asked to transfer benefits that were assigned to the original company, i.e. PILOT or mortgage recording tax benefits, to a different company, typically upon the sale of the IDA property. The new company often wishes to continue IDA involvement to maintain the viability of the project and needs to retain the incentives. The Agency will charge a \$4000 fee for each of these transactions if requests are made prior to any transfer, otherwise the assignment/assumption will require a full administrative fee based on guidelines set out above.

Reprocessing/Refinance Fee:

During the course of IDA ownership/involvement, the Agency may be required, by the company, to consent to a variety of simple refinancing mechanisms i.e. second mortgages, additional secured financing, refinancing, etc. The Agency will charge a \$2500 processing fee for each request and reserves the right to increase the fee to reflect the complexity of each transaction, but not to exceed the basic administrative application fee.

Late PILOT Payment:

In addition to requirements of GML 874(5), the Agency shall impose its own 5% penalty, plus \$1000 administrative fee for delinquent PILOT payments that are 5 days late, commencing on the sixth day.

Re-Notification Fee

Occasionally, an applicant will cause an adjournment of a public hearing. The IDA will charge a fee of \$100 per requested adjournment to re-notify and repost public notice and payment by the applicant of any necessary stenography or incidental costs associated with the reprocessing.

Termination Fee

A termination fee is applied to all projects at the time inducement ends and the fee amount is at the discretion of the Agency between \$750-2,000.

Recapture Fee

Ten percent 10% of the recapture amount will be assessed on the amount determined to be recaptured.

Counsel

All costs of issuance of bonds, including local counsel and bond counsel, shall be borne separately by the applicant.

- All Agency fees are non-refundable and are as amended from time to time.

Adopted as amended
5/9/2022

SCHEDULE B

Agency's Local Labor Policy

Purpose

The purpose of this part is to request companies benefitting from the Riverhead Industrial Development Agency (the "Agency") programs to engage local residents from the Town of Riverhead and the County of Suffolk during the construction phase of projects through the addition of an amendment to the Agency project application. All Agency projects are subject to monitoring by the Riverhead IDA.

Construction Jobs

Construction jobs, although limited in duration, are vital to the overall employment opportunities within the region since construction wages earned by local residents are reinvested in the local economy. It is hereby established to be the policy of the Agency that companies to which it has provided inducement use best efforts to employ local residents during the construction phase of projects. This will ensure that maximum public benefit is realized from Agency assistance.

Requirements of the Applicant

As a condition of receiving inducement and/or financial assistance from the Agency, the Company will agree to satisfy the following requirements, in form and substance satisfactory to the Agency.

The Company hereby represents and warrants that it will use commercially reasonable efforts to advertise, hire and cause any agent of the Company, general contractor, subcontractor, or subcontractor to a subcontractor working on the Project, to hire employees who live within Suffolk County, prioritizing Riverhead Residents. The Agency understands and acknowledges that at certain times local labor may not be available.

Submit to the Agency a "Construction Completion Report" listing the names and business locations of prime contractors, subcontractors and vendors who have been engaged for the construction phase of the project by companies benefitting from the Agency programs. Said report shall identify the name, title, mailing address, phone/fax/email of the project contact person who will be responsible and accountable for providing information about the award of construction contracts relative to the project.

3. The Agency, may at any time during the benefit period, enhance the monitoring and reporting requirements relative to tracking and encouraging the use of local labor.

A black rectangular redaction box covers the signature of the official.

Initial

SCHEDULE C
RECAPTURE AND TERMINATION POLICY
RIVERHEAD INDUSTRIAL DEVELOPMENT AGENCY
EFFECTIVE June 16, 2016

Pursuant to Sections 874(10) and (11) of Title 1 of Article 18-A of the New York State General Municipal Law (the “Act”), the Riverhead Industrial Development Agency (the “Agency”) is required to adopt policies (i) for the discontinuance or suspension of any financial assistance provided by the Agency to a project or the modification of any payment in lieu of tax agreement and (ii) for the return of all or part of the financial assistance provided by the Agency to a project.

Termination or Suspension of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to terminate or suspend the Financial Assistance (defined below) provided to a project upon the occurrence of an Event of Default, as such term is defined and described in the Lease Agreement entered into by the Agency and a project applicant (the “Applicant”) or any other document entered into by such parties in connection with a project (the “Project Documents”). Such Events of Default may include, but shall not be limited to, the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Documents; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Documents or any other materials delivered pursuant to the Project Documents.

The decision of whether to terminate or suspend Financial Assistance and the timing of such termination or suspension of Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and shall be subject to the notice and cure periods provided for in the Project Documents.

For the purposes of this policy, the term “Financial Assistance” shall mean all direct monetary benefits, tax exemptions and abatements and other financial assistance, if any, derived solely from the Agency’s participation in the transaction contemplated by the Project Documents including, but not limited to:

- (i) any exemption from any applicable mortgage recording tax with respect to the Facility on mortgages granted by the Agency on the Facility at the request of the Applicant;
- (ii) sales tax exemption savings realized by or for the benefit of the Applicant, including the savings realized by any agent of the Applicant pursuant to the Project Documents in connection with the Facility; and

- (iii) real property tax abatements granted under the Project Documents.

I. Recapture of Financial Assistance

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) to recapture all or part of the Financial Assistance provided to a project upon the occurrence of a Recapture Event, as such term is defined and described in the Project Documents at least as stringent as stated in the attached Exhibit A and Exhibit B. Such Recapture Events may include, but shall not be limited to the following:

- 1) Sale or closure of the Facility (as such term is defined in the Project Documents);
- 2) Failure by the Applicant to pay or cause to be paid amounts specified to be paid pursuant to the Project Documents on the dates specified therein;
- 3) Failure by the Applicant to create and/or maintain the FTEs as provided in the Project Documents;
- 4) A material violation of the terms and conditions of the Project Documents; and
- 5) A material misrepresentation contained in the application for Financial Assistance, any Project Documents or any other materials delivered pursuant to the Project Documents.

The timing of the recapture of the Financial Assistance shall be determined by the Agency, in its sole discretion, on a case-by-case basis, and is subject to the notice and cure periods provided for in the Project Documents. The percentage of such Financial Assistance to be recaptured shall be determined by the provisions of the Project Documents along with statutory interest as provided by law.

All fees and costs including reasonable attorney fees shall be paid by the Applicant.

All recaptured amounts of Financial Assistance shall be redistributed to the appropriate affected taxing jurisdiction, unless agreed to otherwise by any local taxing jurisdiction.

The Agency may determine to terminate, suspend and/or recapture Financial Assistance in its sole discretion. Such actions may be exercised simultaneously or separately and are not mutually exclusive of one another.

II. Modification of Payment In Lieu of Tax Agreement

In the case of any Event of Default or Recapture Event, in lieu of terminating, suspending or recapturing the Financial Assistance, the Agency may, in its sole discretion, adjust the payments in lieu of taxes due under the Project Documents, so that the payments in lieu of taxes payable under the Project Documents are adjusted upward retroactively and/or prospectively for each tax year until such time as the Applicant has complied with the provisions of the Project Documents. The amount of such adjustments shall be determined by the provisions of the Project Documents.

RIVERHEAD INDUSTRIAL DEVELOPMENT AGENCY
Background, Credit and Litigation Review Authorization Form

I give, consent and authorize to the Riverhead Industrial Development Agency, including its officers, directors, affiliates, agents and representatives (the "Agency") the right to contact and obtain information from all references, credit reporting companies, financial institutions, governmental agencies or departments, and other agencies regarding my creditworthiness and background and to otherwise verify the accuracy of the information that I have provided in my application or other information which I have provided to the Agency for the purpose of applying for financial assistance.

In connection with my application for financial assistance with the Agency, I understand that investigative background inquiries may be requested and obtained, including credit and criminal background history information. I hereby release from liability the Agency and its agents, employees and representatives for seeking, gathering, and using such information and all other persons, corporations, or organizations for furnishing such information.

I shall cooperate with the reasonable requests made by the Agency in connection with obtaining and completing the background, credit and litigation review process referenced herein. I agree to be responsible for the cost of such background, credit and litigation review and agree to reimburse the Agency for such expenses. This authorization shall be perpetual and shall remain in full force and effect unless revoked by me in writing to the Agency. My revocation shall not affect in any way or manner any activities of the Agency in accordance with this authorization that occur or in process on or before the date that the Agency receives my written notice of revocation of this authorization.


Signature

6/20/2023
Date

David Pearson

Print Name

RIVERHEAD INDUSTRIAL DEVELOPMENT AGENCY

TOWN OF RIVERHEAD



200 Howell Avenue
Riverhead, NY 11901

(631) 369-5129

NEW YORK STATE FINANCIAL REPORTING REQUIREMENTS FOR INDUSTRIAL DEVELOPMENT AGENCIES

Section 859 of the General Municipal Law requires additional financial reporting requirements by all IDA's in New York State and is of particular importance to IDA applicants. (copy attached). This section requires the Agency to transmit financial statements within 90 days following each December end of the Agency's fiscal year., prepared by an independent, certified public accountant, to the New York State Comptroller, the Commissioner of the New York State Department of Economic Development, and the governing body of the municipality for whose benefit the Agency was created (Town of Riverhead). These audited financial statements shall include supplemental schedules listing the following information:

All bonds and notes issued, outstanding or retired during the period and whether or not they are obligations of the Agency.

All new bond issues shall be listed and for each new bond issue, the following information is required:

Name of the project financed with the bond proceeds.

Name and address of each owner of the project.

The amount of tax exemptions granted for each project.

Purpose for which the bond was issued.

Bond interest rate at issuance and, if variable, the range of interest rates applicable.

Bond maturity date.

Federal tax status of the bond issue.

The Public Authorities Reform Act of 2009, Section 2800 requires annual reports of operations and accomplishments which includes projects undertaken by the Agency. The Annual Compliance Reports shall include company provided information relative to individual projects including but not limited; to capital investment made, salaries, employee classifications, employee count, NYSDOL Form 45, exemptions received, and pilot payments made. Your company must submit this information no later than February 10th of each year.

Please sign below to indicate that you have read and understood the above.

Chief Executive Officer of Applicant

6/20/2023
Date



River Pointe Apartments – 821 East Main Street, Riverhead, New York
Town of Riverhead IDA – Cover Letter for Application for Financial Assistance
June 20, 2023

Executive Summary

River Pointe Apartments (the “Property”) is a 100% affordable, 135-unit, tax credit and Section 8 family apartment community. Originally built in 1961, the Property is in need of renovations to secure its future as a quality affordable housing option for low-income residents of Riverhead, NY. Today, Related Affordable is looking to acquire the asset through the use of Tax Exempt Bonds and Low-Income Housing Tax Credits (“LIHTC”) in order to revitalize the Property and make significant capital investments. In addition to requesting Tax Exempt Bonds, this application for financial assistance also includes a request for Real Property Tax Deferment, Sales Tax Exemption, and Mortgage Recording Tax Exemption.

Project Description

River Pointe Apartments is an existing affordable housing community consisting of nine (9) buildings on a 6.8 acre site. The unit mix provides for 33 one-bedroom, 92 two-bedroom, and 10 three-bedroom units all of which benefit from a project-based Section 8 Housing Assistance Payments (“HAP”) contract. Under the HAP contract, the low-income families that live at River Pointe pay 30% of their individual income towards rent while the HAP rental subsidy pays the balance.

The Property’s nine (9) buildings are all two-story, garden-style, wood frame structures that were last renovated in 2006. The most recent renovation was financed with bonds from the Riverhead IDA. Related Affordable is now seeking to invest approximately \$9.8M of direct hard costs, more than \$12.0M (\$90,000 per unit) inclusive of contingencies, to completely renovate the Property. The projected scope of work would include:

- Renovation to 100% of unit interiors, including new cabinets, counters, fixtures, appliances, lighting, tubs, toilets, flooring, doors, painting, and electrical outlets;
- Accessibility enhancements to make a certain number of units fully handicap/ADA compliant;
- Replacement of building systems including 100% of boilers, new roofs, new siding, new windows, and exterior painting;
- Site improvements including landscaping, asphalt paving, including curbs and ramps, new playground equipment, and property signage;
- Resident common areas would be modernized and upgraded;
- Robust security upgrades would overhaul the existing camera system, providing for better surveillance of the Property and allowing for remote access to the Riverhead Police Department;
- Site lighting and street access/building access controls would be improved;
- Wi-Fi would be provided, free of charge to residents, throughout Property common areas and within individual residents’ units.

SOURCE BY USE - River Pointe Apartments

		Total Project
Tax Credit Equity:		19,958,267
First Mortgage:		31,800,000
Deferred Developer Fee:	63%	3,822,004
Income from Operations		2,175,597
Total Perm Sources:		57,755,868

Surplus/(Gap):	0
Cash Developer Fee:	2,216,446

Development Budget / Uses of Funds

Acquisition Costs		
Residential Improvements:		30,360,000
Land:	8%	2,640,000
(Per Unit) Subtotal:	244,444	33,000,000
Funding Gap		-

Construction Costs		
	PDU	
Residential:	72,593	9,800,000
General Requirements:	6%	588,000
Overhead:	2%	196,000
Profit:	6%	588,000
Hard Cost Contingency:	10%	980,000
Subtotal:	90,015	12,152,000
15% Test Minimum:	33,733	4,554,000

Project Soft Costs		
Accountant Cost Cert:		15,000
Appraisal:		15,000
Market Study:		5,000
Environmental Studies:		35,000
Physical Needs Assessment:		25,000
Architect - Design:		227,040
Architect - Supervision:		30,960
Survey:		15,000
Title Costs:		150,000
P&P Bonds / LOC:	1.0%	121,520
Building Permits:		150,000
CPC Plan & Cost Admin:		12,000
Lender Inspection Fees:	12	34,200
Tenant Relocation:	3000	405,000
Travel Expenses:		20,000
Entity Expenses:		20,000
Capitalized Perm Loan Interest:	100%	1,685,400
Capitalized RE Tax and Insurance:	100%	490,197
FFE:		250,000
Subtotal:	27,454	3,706,317

Developer Legal Costs		
Acquisition Counsel:		60,000
Debt Counsel:		25,000
HUD Counsel:		40,000
Subtotal:	926	125,000

Financing Issuance Costs		
Issuer Application Fees:		4,000
Lender Application Fees:		25,000
Issuer Origination Fees:		129,500
Lender Origination Fees:		333,900
Underwriter Fees:		198,750
Trustee Acceptance Fee:		7,500
TEFRA Fees:		7,500
Rating Agency Fee:		15,000
Subtotal:	5,342	721,150

Financing Legal Costs		
Bond Counsel:		125,000
Lender Counsel:		57,500
GSE Counsel:		35,000
Trustee Counsel:		7,500
Underwriter Counsel:		55,000
Equity Counsel:		20,000
Subtotal:	2,222	300,000

Equity Syndication Costs		
Up-Front LIHTC Admin Fees:	3%	63,000
LIHTC Application Fees:		2,000
Capitalized Monitoring Fees:		30,000
Subtotal:	704	95,000

Reserves and Escrows		
Replacement Reserve:	500	67,500
Insurance Escrow:	6	50,000
Tax Escrow:	6	195,098
Operating Reserve:	3	933,487
Upfront P&I:	1	166,626
Subtotal:	10,465	1,412,711

Soft Cost Contingency	5%	205,240
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Developer Fee		6,038,450
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Total Development Budget / Uses:		57,755,868
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OPERATING PROFORMA - River Pointe Apartments

Revenue		Year 1	Year 2	Year 3	Year 4	Year 5
Rental Revenue	2.0%	4,257,600	4,342,752	4,429,607	4,518,199	4,608,563
Vacancy	3.0%	158,923	162,102	165,344	168,651	172,024
Other Revenue	2.0%	15,200	15,504	15,814	16,130	16,453
Total Revenue		4,113,877	4,196,154	4,280,077	4,365,679	4,452,993
Expenses						
Admin Expenses	3.0%	124,700	128,441	132,294	136,263	140,351
Repair and Maintenance	3.0%	139,650	143,840	148,155	152,599	157,177
Contract Security	3.0%	200,000	206,000	212,180	218,545	225,102
Utilities	3.0%	152,200	156,766	161,469	166,313	171,302
Payroll	3.0%	456,963	470,672	484,792	499,336	514,316
Mgmt Fee	\$79	127,980	127,980	127,980	127,980	127,980
Insurance	3.0%	100,000	103,000	106,090	109,273	112,551
Real Estate Taxes	2.0%	390,197	398,001	405,961	414,080	422,362
Total Cost of Operations		1,691,690	1,734,699	1,778,921	1,824,389	1,871,141
Replacement Reserve Deposits	3.0%	40,500	41,715	42,966	44,255	45,583
Net Operating Income		2,381,687	2,419,740	2,458,190	2,497,034	2,536,269
Debt Service						
First Mortgage	Rate					
Interest Payments	5.30%	1,677,656	1,660,178	1,641,750	1,622,321	1,601,837
Principal Payments		321,853	339,332	357,760	377,189	397,672
RIDA Annual Compliance Fee	3.0%	2,250	2,318	2,387	2,459	2,532
Total First Mortgage Payment		2,001,759	2,001,827	2,001,897	2,001,968	2,002,042
Ending Principal Balance:	31,800,000	31,478,147	31,138,815	30,781,055	30,403,866	30,006,194

River Pointe			
Proposed Scope/Budget			
Item	Quantity	Unit Cost	Sub-Total
Bathrooms			
Vanity w/ single lever faucet	144	750.00	108,000.00
Medicine Cabinet	144	150.00	21,600.00
Toilet Accessories	144	135.00	19,440.00
Toilet Replacement	144	550.00	79,200.00
New GFI Outlet	144	200.00	28,800.00
Lighting upgrade	144	185.00	26,640.00
Flooring	144	700.00	100,800.00
Tub/surround/valve	134	3,500.00	469,000.00
Kitchens			
Cabinet Replacement	134	4,500.00	603,000.00
Counters	134	1,500.00	201,000.00
Refrigerators-EnergyStar	134	900.00	120,600.00
Stoves	134	600.00	80,400.00
Grease Guards	134	50.00	6,700.00
Range Hood	134	200.00	26,800.00
Lighting Replacement	134	220.00	29,480.00
New GFI Outlet	134	125.00	16,750.00
Sinks-stainless steel sink	134	300.00	40,200.00
Faucets-single lever	134	300.00	40,200.00
		-	
General Interior (BR/LR/DR)			
ADA Unit upgrades	14	35,000.00	490,000.00
Flooring - vinyl plank - lr, kitchen and bath	134	4,500.00	603,000.00
Smoke/CO detectors	134	300.00	40,200.00
Window Treatments	134	550.00	73,700.00
Baseboard Heater cover replacement	134	1,800.00	241,200.00
Entry Doors and Frames	134	1,200.00	160,800.00
Rear Doors and Frames	30	1,000.00	30,000.00
Common Lighting	712	160.00	113,920.00
Unit Painting	134	2,500.00	335,000.00
Structural repairs at Bldg H	1	50,000.00	50,000.00
Common Areas			
Common Halls - flooring/paint	32	7,500.00	240,000.00
Common Hall lighting	32	700.00	22,400.00
DVR Security Camera Monitoring System upgrade	Lump Sum	400,000.00	400,000.00
Wifi	Lump Sum	300,000.00	300,000.00
Building Entry Doors	32	4,500.00	144,000.00
Boiler replacement	9	125,000.00	1,125,000.00
Community/Leasing Building upgrades	Lump Sum	300,000.00	300,000.00
Building Exterior			
Boiler Doors	9	1,200.00	10,800.00
Roofing - 30 yr arch shingle	66000	6.00	396,000.00
New Siding	15	43,000.00	645,000.00
Paint Buildings	9	28,000.00	252,000.00
Window replacement	134	4,500.00	603,000.00
Balcony repairs	14	500.00	7,000.00
Canopy/railing	32	5,000.00	160,000.00
Railing repairs	32	1,200.00	38,400.00
Site Improvements			
Landscaping	Allow	150,000.00	150,000.00
Exterior Lighting	Allow	75,000.00	75,000.00
Parking Lot-Repair Fill Pot Holes - Top Coat	Allow	290,000.00	290,000.00
Concrete-repair damaged walks and curbs; add ramps	Allow	125,000.00	125,000.00
Accessible Paths	Allow	250,000.00	250,000.00
Garbage Corrals	Allow	35,000.00	35,000.00
General Signage Upgrade	Allow	60,000.00	60,000.00
TOTAL	135	72,481.70	9,785,030.00
Cost Breakdown		Per Unit (135)	
Units		30,788	4,156,430
Common Areas		18,751	2,531,400
Site Improvements		7,296	985,000
Building Envelope		15,646	2,112,200
Full Rehabilitation Budget			
Hard Costs			9,785,030
General Conditions (6%)			587,102
Overhead (6%)			587,102
Profit (2%)			195,701
Total			11,154,934

River Pointe Apartments - Employment Schedule

Job Title	2023 Salary	Expected % Overtime	Overtime \$	Target % Bonus	Bonus \$	Payroll Tax	Employee Benefits	Workers Comp	IT Overhead Allocation	Total Employee Cost
Security Director	80-120K			5-15%	5-15K	5-15K	1-15K	1-10K	.5-15K	90-140K
Community Manager	70-110K			5-15%	5-15K	5-15K	1-15K	1-10K	.5-15K	80-130K
Maintenance Supervisor	30-70K	1-10%	1-10K	1-10%	1-10K	1-10K	1-15K	1-10K	.5-15K	50-100K
Maintenance Technician	25-65K	1-10%	1-10K	1-10%	1-10K	1-10K	1-15K	1-10K	.5-15K	50-100K
Janitor/Porter	20-60K	1-10%	1-10K	1-10%	1-10K	1-10K	1-15K	1-10K	.5-15K	50-100K