

**Nichewaug Inn - Cost Benefit Analysis**

**Anticipated Costs**

Environmental Remediation - 2015 bid		494,729
Demo of Connector Building - 2015 bid		139,700
Demo of other buildings - 2015 Bid		<u>337,200</u>
<b>Total Demo and Remediation - 2015 bids:</b>		<b>971,629</b>
<b>Contingency, management</b>	10.0%	97,163
Costs of Issuance	8.0%	<u>77,730</u>
Total Debt to be raised		1,146,522
Rounded:		1,150,000

(Please see page 8 below for cost breakdown for each option)

**Debt Service Calculation:**

Amount of Loan		1,150,000	
Annual Interest Rate		3.0%	
Number of Months		20	
Monthly Pmt		6,442	
Annual Payment	6.7216%	77,298	(based on one annual payment)

Current Tax Rate \$16.42 per thousand

**Bonding of Costs**

Years	Annual Debt Service	Interest	Principal	Balance End of Year	Cumulative Cost
				<b>1,150,000</b>	<b>Start amount</b>
1	77,298	34,500	42,798	1,107,202	77,298
2	77,298	33,216	44,082	1,063,120	154,596
3	77,298	31,894	45,404	1,017,715	231,894
4	77,298	30,531	46,767	970,949	309,192
5	77,298	29,128	48,170	922,779	386,490
6	77,298	27,683	49,615	873,165	463,788
7	77,298	26,195	51,103	822,061	541,086
8	77,298	24,662	52,636	769,425	618,385
9	77,298	23,083	54,215	715,210	695,683
10	77,298	21,456	55,842	659,368	772,981
11	77,298	19,781	57,517	601,851	850,279
12	77,298	18,056	59,243	542,609	927,577
13	77,298	16,278	61,020	481,589	1,004,875
14	77,298	14,448	62,850	418,738	1,082,173
15	77,298	12,562	64,736	354,002	1,159,471
16	77,298	10,620	66,678	287,325	1,236,769
17	77,298	8,620	68,678	218,646	1,314,067
18	77,298	6,559	70,739	147,908	1,391,365
19	77,298	4,437	72,861	75,047	1,468,663
20	77,298	2,251	75,047	(0)	1,545,961
<b>Totals</b>	<b>1,545,961</b>	<b>395,961</b>	<b>1,150,000</b>		

**Option 1 Analysis Academy Building plus Nichewaug Inn: Number of units: 29**

**Option 1 Cost Benefits Analysis**

Total Sales value		9,612,330
Assessed Value percent		<u>90.0%</u>
Assessed Value		8,651,097
Tax Rate		\$16.42
Annual Property taxes		142,051
Annual Inflation		3.1%
Total Cost		715,211
Cont. & Mgmt	10.0%	71,521
Issuance Cost	8.0%	<u>57,217</u>
Amount of Debt		843,949
Debt Service @	6.7216%	56,727

Years	Annual Debt Service	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	56,727	142,051	85,324	85,324
2	56,727	146,455	89,728	175,052
3	56,727	150,995	94,268	269,320
4	56,727	155,676	98,949	368,269
5	56,727	160,501	103,775	472,044
6	56,727	165,477	108,750	580,795
7	56,727	170,607	113,880	694,675
8	56,727	175,896	119,169	813,844
9	56,727	181,348	124,622	938,466
10	56,727	186,970	130,244	1,068,709
11	56,727	192,766	136,040	1,204,749
12	56,727	198,742	142,015	1,346,764
13	56,727	204,903	148,176	1,494,941
14	56,727	211,255	154,528	1,649,469
15	56,727	217,804	161,077	1,810,546
16	56,727	224,556	167,829	1,978,376
17	56,727	231,517	174,790	2,153,166
18	56,727	238,694	181,967	2,335,133
19	56,727	246,094	189,367	2,524,500
20	56,727	253,722	196,996	2,721,496
	<u>1,134,532</u>	<u>3,856,028</u>	<u>2,721,496</u>	

**Option 2 Analysis      Nichewaug Inn - 15 Units**

Total Sales value		5,652,150
Assessed Value percent		90.0%
Assessed Value		<u>5,086,935</u>
Tax Rate		\$16.42
Annual Property taxes		83,527
Annual Inflation		3.1%
Cost of Env. & Demo		885,201
Cont. & Mgmt	10.0%	88,520
Issuance Cost	8.0%	<u>70,816</u>
Amount of Debt		1,044,537
Debt Service @	6.7216%	70,209

<b>Years</b>	<b>Annual Debt Service</b>	<b>Annual Revenues</b>	<b>Net Rev. per year</b>	<b>Cumulative Revenues</b>
1	70,209	83,527	13,318	13,318
2	70,209	86,117	15,908	29,226
3	70,209	88,786	18,577	47,803
4	70,209	91,539	21,330	69,132
5	70,209	94,377	24,167	93,300
6	70,209	97,302	27,093	120,393
7	70,209	100,319	30,109	150,502
8	70,209	103,428	33,219	183,721
9	70,209	106,635	36,425	220,147
10	70,209	109,940	39,731	259,878
11	70,209	113,349	43,139	303,017
12	70,209	116,862	46,653	349,670
13	70,209	120,485	50,276	399,946
14	70,209	124,220	54,011	453,957
15	70,209	128,071	57,862	511,818
16	70,209	132,041	61,832	573,650
17	70,209	136,134	65,925	639,575
18	70,209	140,355	70,145	709,721
19	70,209	144,706	74,496	784,217
20	70,209	149,191	78,982	863,199
	<u>1,404,186</u>	<u>2,267,385</u>	<u>863,199</u>	

**Option 3 Analysis      Nichewaug Inn - 9 Units + 3 homes**

Sales value - Inn		3,576,650
Sales value - homes		<u>1,167,075</u>
Total Sales		4,743,725
Assessed Value percent		<u>90.0%</u>
Assessed Value		4,269,353
Tax Rate		\$16.42
Annual Property taxes		70,103
Annual Inflation		3.1%
Total Cost		958,110
Cont. & Mgmt	10.0%	95,811
Issuance Cost	8.0%	<u>76,649</u>
Amount of Debt		1,130,570
Debt Service @	6.7216%	75,992

Years	Annual Debt Service	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	75,992	70,103	(5,889)	(5,889)
2	75,992	72,276	(3,716)	(9,605)
3	75,992	74,517	(1,476)	(11,081)
4	75,992	76,827	834	(10,247)
5	75,992	79,208	3,216	(7,030)
6	75,992	81,664	5,672	(1,359)
7	75,992	84,195	8,203	6,844
8	75,992	86,805	10,813	17,657
9	75,992	89,496	13,504	31,161
10	75,992	92,271	16,278	47,440
11	75,992	95,131	19,139	66,579
12	75,992	98,080	22,088	88,667
13	75,992	101,120	25,128	113,795
14	75,992	104,255	28,263	142,058
15	75,992	107,487	31,495	173,553
16	75,992	110,819	34,827	208,381
17	75,992	114,255	38,263	246,643
18	75,992	117,797	41,804	288,448
19	75,992	121,448	45,456	333,904
20	75,992	125,213	49,221	383,125
	<u>1,519,841</u>	<u>1,902,966</u>	<u>383,125</u>	

**Option 4 Analysis      Four Single Family Homes - 12 bedrooms**

Sales value - homes		389,025	per home
Total Sales		1,556,100	
Assessed Value percent		90.0%	
Assessed Value		1,400,490	
Tax Rate		\$16.42	
Annual Property taxes		22,996	
Annual Inflation		3.1%	
Total Cost		971,629	
Cont. & Mgmt	10.0%	97,163	
Issuance Cost	8.0%	77,730	
Amount of Debt		1,146,522	
Debt Service @	6.7216%	77,064	

Years	Annual Debt Service	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	77,064	22,996	(54,068)	(54,068)
2	77,064	23,709	(53,355)	(107,424)
3	77,064	24,444	(52,620)	(160,044)
4	77,064	25,202	(51,863)	(211,907)
5	77,064	25,983	(51,081)	(262,988)
6	77,064	26,788	(50,276)	(313,264)
7	77,064	27,619	(49,445)	(362,709)
8	77,064	28,475	(48,589)	(411,299)
9	77,064	29,358	(47,707)	(459,005)
10	77,064	30,268	(46,796)	(505,802)
11	77,064	31,206	(45,858)	(551,660)
12	77,064	32,174	(44,891)	(596,551)
13	77,064	33,171	(43,893)	(640,444)
14	77,064	34,199	(42,865)	(683,309)
15	77,064	35,259	(41,805)	(725,114)
16	77,064	36,352	(40,712)	(765,826)
17	77,064	37,479	(39,585)	(805,411)
18	77,064	38,641	(38,423)	(843,834)
19	77,064	39,839	(37,225)	(881,059)
20	77,064	41,074	(35,990)	(917,050)
	1,541,286	624,236	(917,050)	

**Option 5 Analysis      New Construction - Townhouses - # units:      15**

Sales value - homes		289,100	per townhouse
Total Sales		4,336,500	
Assessed Value percent		90.0%	
Assessed Value		3,902,850	
Tax Rate		\$16.42	
Annual Property taxes		64,085	
Annual Inflation		3.1%	
Total Cost		971,629	
Cont. & Mgmt	10.0%	97,163	
Issuance Cost	8.0%	77,730	
Amount of Debt		<u>1,146,522</u>	
Debt Service @	6.7216%	77,064	

Years	Annual Debt Service	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	77,064	64,085	(12,980)	(12,980)
2	77,064	66,071	(10,993)	(23,972)
3	77,064	68,120	(8,945)	(32,917)
4	77,064	70,231	(6,833)	(39,750)
5	77,064	72,409	(4,656)	(44,406)
6	77,064	74,653	(2,411)	(46,817)
7	77,064	76,967	(97)	(46,914)
8	77,064	79,353	2,289	(44,625)
9	77,064	81,813	4,749	(39,876)
10	77,064	84,350	7,285	(32,590)
11	77,064	86,964	9,900	(22,690)
12	77,064	89,660	12,596	(10,094)
13	77,064	92,440	15,375	5,281
14	77,064	95,305	18,241	23,523
15	77,064	98,260	21,196	44,718
16	77,064	101,306	24,242	68,960
17	77,064	104,446	27,382	96,342
18	77,064	107,684	30,620	126,962
19	77,064	111,022	33,958	160,920
20	77,064	114,464	37,400	198,320
	<u>1,541,286</u>	<u>1,739,606</u>	<u>198,320</u>	

**Option 6 Analysis**      **Rental - Inn plus Academy.**      29 apartments

Sales value - homes		N/A
Total Sales		N/A
Assessed Value percent		N/A
Assessed Value		N/A
Tax Rate		N/A
Annual Property taxes		21,440
Annual Inflation		3.1%
Total Cost		715,211
Cont. & Mgmt	10.0%	71,521
Issuance Cost	8.0%	57,217
Amount of Debt		<u>843,949</u>
Debt Service @	6.7216%	56,727

<b>Years</b>	<b>Annual Debt Service</b>	<b>Annual Revenues</b>	<b>Net Rev. per year</b>	<b>Cumulative Revenues</b>
1	56,727	21,440	(35,287)	(35,287)
2	56,727	22,105	(34,622)	(69,909)
3	56,727	22,790	(33,937)	(103,845)
4	56,727	23,496	(33,230)	(137,076)
5	56,727	24,225	(32,502)	(169,577)
6	56,727	24,976	(31,751)	(201,328)
7	56,727	25,750	(30,977)	(232,305)
8	56,727	26,548	(30,178)	(262,483)
9	56,727	27,371	(29,355)	(291,839)
10	56,727	28,220	(28,507)	(320,346)
11	56,727	29,095	(27,632)	(347,978)
12	56,727	29,996	(26,730)	(374,708)
13	56,727	30,926	(25,800)	(400,508)
14	56,727	31,885	(24,842)	(425,349)
15	56,727	32,874	(23,853)	(449,203)
16	56,727	33,893	(22,834)	(472,037)
17	56,727	34,943	(21,783)	(493,820)
18	56,727	36,027	(20,700)	(514,520)
19	56,727	37,143	(19,583)	(534,103)
20	56,727	38,295	(18,432)	(552,535)
	<u>1,134,532</u>	<u>581,997</u>	<u>(552,535)</u>	

Town Costs per Option	Inn + Acad. Condos	Inn 15 Condos	Inn - 9 units Homes - 3	Homes - 4	Townhouses 15	Inn + Acad. Rental
	Option 1	Option 2	Option 3	Option 4	Option 5	Option 6
Environmental Cost	494,729	494,729	494,729	494,729	494,729	494,729
Connector Building Demo	139,700	139,700	139,700	139,700	139,700	139,700
Other Demo	80,782	250,772	323,681	337,200	337,200	80,782
<b>Total Costs</b>	<b>715,211</b>	<b>885,201</b>	<b>958,110</b>	<b>971,629</b>	<b>971,629</b>	<b>715,211</b>
Other Demo s.f.	9,759	30,295	39,103	53,783	53,783	9,759
Other Demo Cost / s.f.	\$8.28	\$8.28	\$8.28	\$6.27	\$6.27	\$6.27
Other Demo Cost	80,782	250,772	323,681	337,200	337,200	61,185
Bid from 2015			Gross			
			s.f.			\$ / s.f.
Environmental Remediation - 2015 bid		494,729	68,366			\$7.24
Demo of Connector Building - 2015 bid		139,700	14,583			\$9.58
Demo of other buildings - 2015 Bid		337,200	53,783			\$6.27
Total Demo and Remediation - 2015 bids:		971,629				



**Nichewaug Inn**

	<b>Pro Forma</b>	<b>Analysis A</b>	<b>Analysis B</b>				
		<b>Sale Prices at Bonz Study Plus 10.0%</b>	<b>Bonz Study</b>				
<b>Sources of Funds</b>							
Sale Proceeds, Nichewaug @ \$ / s.f.		2,960,650	5,652,150	110.0%			
Sale Proceeds, Academy Building		2,592,975	3,960,180	68.0%			
Less Cost of Sales @	6.0%	(333,218)	(576,740)				
Other		0	0				
<b>Total Sources</b>		<b>5,220,408</b>	<b>9,035,590</b>				
<b>Uses of Funds</b>							
Acquisition from the Town		1	1				
Public Water Supply		88,000	88,000				
Septic Fields		50,000	50,000				
Soft Costs @ this % of Construction:	20.0%	1,129,806	1,129,806				
Academy Construction Costs	20,536 \$112.54	2,311,150	2,311,150				
Nichewaug Const. Costs	23,488 \$142.11	3,337,880	3,337,880				
Construction Contingency @	10.0%	564,903	564,903				
Misc.		50,000	50,000				
		<u>7,531,740</u>	<u>7,531,740</u>				
Total Sources		5,220,408	9,035,590				
Total Uses		(7,531,740)	(7,531,740)				
<b>Developer Profit</b>		<b>(2,311,333)</b>	<b>1,503,850</b>				
Profit as % of Costs		-30.7%	20.0%				
<b>Summary of Assumptions</b>							
		<b>Academy</b>	<b>Nichewaug</b>	<b>Academy</b>	<b>Nichewaug</b>		
Sale Price - 1 BRs		\$153,175	\$162,903	\$233,940	\$310,997		
Sale Price - 2 BRs		\$217,250	\$236,775	\$331,800	\$452,025		
Sale Price per saleable s.f.		\$192.50	\$192.50	\$294.00	\$367.50		
<b>Same for Both Analyses</b>	Gross s.f.	20,060	23,488	7	8	1 BR Units	
	Saleable s.f.	13,470	15,380	7	7	2 BR Units	
	Efficiency	67.1%	65.5%	14	15	Total	
	Const. Cost Est. / gross s.f.	\$115.21	\$142.11			Total Units	29
	Const. Cost Est. / saleable s.f.	\$171.58	\$217.03			Total BRs	43

**Development Summary**

**Requires off-site water supply**

Sale Prices	Inn	Academy Building
<b>Bonz plus</b>	10.0%	10.0%
One BR Units	\$162,903	\$153,175
Two BR Units	\$236,775	\$217,250
Price per s.f.	\$193	\$193
<b>Bonz plus</b>	110.0%	68.0%
One BR Units	310,997	233,940
Two BR Units	452,025	331,800
Price per s.f.	\$368	\$294

	Inn	Academy
1 BR Size	846	796
2 BR Size	1,230	1,129
# 1 BR Units	8	7
# 2 BR Units	7	7
Total Units	15	14

Requires off-site water supply

Sources of Funds	Bonz +	Analysis A	Analysis B	Bonz +
Nichewaug Sales	10.0%	2,960,650	5,652,150	110.0%
Academy Sales	10.0%	2,592,975	3,960,180	68.0%
Cost of Sales @	6.0%	(333,218)	(576,740)	
<b>Total Sources</b>		<b>5,220,408</b>	<b>9,035,590</b>	

Uses of Funds		Analysis A	Analysis B
Acquisition		\$1.00	\$1.00
Water & Septic		138,000	138,000
Soft Costs		1,129,806	1,129,806
Academy Const.	\$113	2,311,150	2,311,150
Nichewaug Const.	\$142	3,337,880	3,337,880
Const. Conting.	10.0%	564,903	564,903
Misc.		50,000	50,000
		7,531,740	7,531,740
Total Sources		5,220,408	9,035,590
Total Uses		(7,531,740)	(7,531,740)
<b>Developer Profit</b>		<b>(2,311,333)</b>	<b>1,503,850</b>
Profit as % of Costs		-30.7%	20.0%

**Basic Information**

Lot Size in Acres	6.67	<b>Demo Cost Per s.f.</b>	Total	Connector
Lot Size in square feet:	290,545			
Existing Buildings - Gross s.f.	68,366	Gross s.f.	68,366	14,583
Proposed Demolition	(24,342)	Total Demo Cost	476,900	139,700
		Demo Cost per gross s.f.	\$6.98	\$9.58
		<b>Average Cost:</b>	<b>\$8.28</b>	
Environmental Remediation - 2015 bid	494,729			
Demo of Connector Building - 2015 bid	139,700			
Demo of other buildings - 2015 Bid	337,200			
Total Demo and Remediation - 2015 bids:	<u>971,629</u>			

<b>Building Analysis</b>		<b># Stories</b>	<b>Gross s.f.</b>	<b>Option 1 Proposed Demolition</b>	<b>Gross after Demo</b>	<b>Academy</b>	<b>Nichewaug</b>
<b>Academy Building</b>							
Footprint	10,268	2.0	20,536		20,536	20,536	
Connector	4,861	3.0	14,583	14,583	0		
<b>Nichewaug Inn</b>							
Dining Wing	2,936	3.0	8,808	0	8,808		8,808
Kitchen Wing	2,353	3.0	7,059	7,059	0		0
Music Room	2,306	1.0	2,306		2,306		2,306
Main Building	5,198	2.9	15,074	2,700	12,374		12,374
			<u>68,366</u>	<u>24,342</u>	<u>44,024</u>	20,536	23,488
		<b>Percent</b>		<b>35.6%</b>	<b>64.4%</b>		

<b>Other Information</b>	<b>Footprint</b>	<b># Stories</b>	<b>total s.f.</b>	
South Addition	900	3.0	2,700	(Mother Superior Wing)
Connector Building	4,861	3.0	14,583	
Demo Cost Bid, 2015				\$139,700
Price per s.f.	\$28.74		\$9.58	
Total Demo s.f.			24,342	
Projected Cost, 2015 Bid @ \$ / s.f.			\$9.58	\$233,188
Plus Inflation @ # yrs:		2.0	6.0%	\$13,991
			<b>Projected Demo cost to Town:</b>	<b>\$247,179</b>
Less discount for private work / no prevailing wages:		20.0%		<b>(\$49,436)</b>
			<b>Projected Demo Cost for Developer</b>	<b>\$197,743</b>

Condominium Development & Sale Analysis

Academy Building	GSF	NSF	Eff	1 Bed	2 Bed	Total
Floor 1	10,320	6,160	60%	2	4	6
Floor 2	9,740	7,310	75%	5	3	8
<b>Total</b>	<b>20,060</b>	<b>13,470</b>	<b>67%</b>	<b>7</b>	<b>7</b>	<b>14</b>
Total Bedrooms				7	14	21

Nichewaug Inn	GSF	NSF	Eff	1 Bed	2 Bed	Total
Floor 1	9,228	4,550	49%	4	1	5
Floor 2	6,997	5,700	81%	2	3	5
Floor 3	6,297	5,130	81%	2	3	5
<b>Total</b>	<b>22,522</b>	<b>15,380</b>	<b>68%</b>	<b>8</b>	<b>7</b>	<b>15</b>
Total Bedrooms				8	14	22

**Dormer  
Loss Factor  
90.0%**

Combined	GSF	NSF	Eff	1 Bed	2 Bed	Total
<b>Total</b>	<b>42,582</b>	<b>28,850</b>	<b>68%</b>	<b>15</b>	<b>14</b>	<b>29</b>
Total Bedrooms				15	28	43

**Construction Cost Estimate**

<b>Water Supply</b>					
	Offsite Well Costs		80,000		To Academy
	Contingency @	10.0%	<u>8,000</u>		To Nichewaug
	<b>Total</b>		<b><u>88,000</u></b>		<u>50.0%</u> <u>50.0%</u>
					44,000   44,000
<b>Septic Field</b>					
	Estimated Cost		80,000		40,000   40,000
<b>Construction Costs</b>					
		<b>Unit</b>	<b>\$ per Unit</b>	<b>Amount</b>	
		<b>s.f.</b>	<b>\$/ s.f.</b>		
<b>Academy Building</b>					
	West Entrance	600	\$50.00	30,000	
	Elevator			80,000	
	Housing Unit Construction	13,470	\$125.00	1,683,750	
	Common Area Construction	6,590	\$60.00	395,400	
	Site and Landscaping			50,000	
	Parking Spaces	24	\$3,000.00	<u>72,000</u>	
			<b>Subtotal</b>		<b>2,311,150</b>
<b>Nichewaug Inn</b>					
	Elevator			125,000	
	Housing Unit Construction	15,380	\$150.00	2,307,000	
	Music Room Construction	2,306	\$125.00	288,250	
	Common Area Construction	4,836	\$100.00	483,630	
	Site and Landscaping			50,000	
	Parking Spaces	28	\$3,000.00	<u>84,000</u>	
			<b>Subtotal</b>		<b><u>3,337,880</u></b>
			<b>Total Construction</b>		<b><u>5,649,030</u></b>

**The following is for Analysis A**

Academy Building	Unit 3	Bedrooms	Saleable S.F. 1 BRs	Saleable S.F. 2 BRs	Bonz Sale Price per s.f.	Bonz Price Per Unit	Price Adjustment 10.0%	Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales
<b>Floor 1</b>	A101	1	820		\$175.00	143,500	14,350	157,850		157,850
	A102	1	840		\$175.00	147,000	14,700	161,700		161,700
	A103	2		1,200	\$175.00	210,000	21,000		231,000	231,000
	A104	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A 105	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A106	2		1,100	\$175.00	192,500	19,250		211,750	211,750
<b>Floor 2</b>	A 201	1	820		\$175.00	143,500	14,350	157,850		157,850
	A 202	1	840		\$175.00	147,000	14,700	161,700		161,700
	A 203	2		1,200	\$175.00	210,000	21,000		231,000	231,000
	A 204	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A 205	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A 206	1	750		\$175.00	131,250	13,125	144,375		144,375
	A 207	1	750		\$175.00	131,250	13,125	144,375		144,375
	A 208	1	750		\$175.00	131,250	13,125	144,375		144,375
<b>Totals</b>	<b>14</b>	<b>21</b>	<b>5,570</b>	<b>7,900</b>		<b>2,357,250</b>	<b>235,725</b>	<b>1,072,225</b>	<b>1,520,750</b>	<b>2,592,975</b>
<b>Number of Units</b>			<b>7</b>	<b>7</b>				<b>153,175</b>	<b>217,250</b>	

	Unit	Bedrooms	Saleable S.F. 1 BRs	Saleable S.F. 2 BRs	Bonz Sale Price per s.f.	Price per unit	Price Adjustment 10.0%	Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales	
Nichewaug Inn	<b>Floor 1</b>										
	N 101	1	800		\$175.00	140,000	14,000	154,000		154,000	
	N 102	1	900		\$175.00	157,500	15,750	173,250		173,250	
	N 103	1	750		\$175.00	131,250	13,125	144,375		144,375	
	N 104	2	900		\$175.00	157,500	15,750	173,250		173,250	
	N 105	2		1200	\$175.00	210,000	21,000		231,000	231,000	
	<b>Floor 2</b>										
	N 201	2		1400	\$175.00	245,000	24,500		269,500	269,500	
	N 202	1	900		\$175.00	157,500	15,750	173,250		173,250	
	N 203	2		1300	\$175.00	227,500	22,750		250,250	250,250	
	N 204	1	900		\$175.00	157,500	15,750	173,250		173,250	
	N 205	2		1200	\$175.00	210,000	21,000		231,000	231,000	
	<b>Floor 3</b>										
	N 301	2		1260	\$175.00	220,500	22,050		242,550	242,550	
	N 302	1	810		\$175.00	141,750	14,175	155,925		155,925	
N 303	2		1170	\$175.00	204,750	20,475		225,225	225,225		
N 304	2	810		\$175.00	141,750	14,175	155,925		155,925		
N 305	2		1080	\$175.00	189,000	18,900		207,900	207,900		
<b>Total</b>	<b>15</b>	<b>24</b>	<b>6770</b>	<b>8610</b>		<b>2,691,500</b>	<b>269,150</b>	<b>1,303,225</b>	<b>1,657,425</b>	<b>2,960,650</b>	
			<b>8</b>	<b>7</b>							

Summary of units and sale prices	# 1 BRs	Avg. Price 1 BRs	# 2 BRs	Avg. Price 2 BRs	Total Units	Total Bedrooms	Total Sale Proceeds	Saleable s.f.	Avg Price per s.f.
Academy	7	153,175	7	217,250	14	21	2,592,975	13,470	\$192.50
Nichewaug Inn	8	162,903	7	236,775	15	24	2,960,650	15,380	\$192.50
<b>Totals</b>	<b>15</b>	<b>158,363</b>	<b>14</b>	<b>227,013</b>	<b>29</b>	<b>45</b>	<b>5,553,625</b>		

**The following is for Analysis B**

Academy Building	Unit 3	Bedrooms	Saleable S.F. 1 BRs	Saleable S.F. 2 BRs	Bonz Sale Price per s.f.	Price Per 1 BR Unit	Price Adjustment 68.0%	Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales
Floor 1	A101	1	820		\$175.00	143,500	97,580	241,080		241,080
	A102	1	840		\$175.00	147,000	99,960	246,960		246,960
	A103	2		1,200	\$175.00	210,000	142,800		352,800	352,800
	A104	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A 105	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A106	2		1,100	\$175.00	192,500	130,900		323,400	323,400
Floor 2	A 201	1	820		\$175.00	143,500	97,580	241,080		241,080
	A 202	1	840		\$175.00	147,000	99,960	246,960		246,960
	A 203	2		1,200	\$175.00	210,000	142,800		352,800	352,800
	A 204	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A 205	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A 206	1	750		\$175.00	131,250	89,250	220,500		220,500
	A 207	1	750		\$175.00	131,250	89,250	220,500		220,500
	A 208	1	750		\$175.00	131,250	89,250	220,500		220,500
<b>Totals</b>	<b>14</b>	<b>21</b>	<b>5,570</b>	<b>7,900</b>		<b>2,357,250</b>	<b>1,602,930</b>	<b>1,637,580</b>	<b>2,322,600</b>	<b>3,960,180</b>
<b>Number of Units</b>			<b>7</b>	<b>7</b>				<b>233,940</b>	<b>331,800</b>	



Nichewaug Inn	Unit	Bedrooms	Saleable S.F.	Saleable S.F.	Bonz	Price per unit	Price Adjustment	Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales	
					Sale Price per s.f.						
							110.0%				
Floor 1	N 101	1	800		\$175.00	140,000	154,000	294,000		294,000	
	N 102	1	900		\$175.00	157,500	173,250	330,750		330,750	
	N 103	1	750		\$175.00	131,250	144,375	275,625		275,625	
	N 104	1	900		\$175.00	157,500	173,250	330,750		330,750	
	N 105	2			1200	\$175.00	210,000	231,000		441,000	441,000
Floor 2	N 201	2		1400	\$175.00	245,000	269,500		514,500	514,500	
	N 202	1	900		\$175.00	157,500	173,250	330,750		330,750	
	N 203	2		1300	\$175.00	227,500	250,250		477,750	477,750	
	N 204	1	900		\$175.00	157,500	173,250	330,750		330,750	
	N 205	2		1200	\$175.00	210,000	231,000		441,000	441,000	
Floor 3	N 301	2		1260	\$175.00	220,500	242,550		463,050	463,050	
	N 302	1	810		\$175.00	141,750	155,925	297,675		297,675	
	N 303	2		1170	\$175.00	204,750	225,225		429,975	429,975	
	N 304	1	810		\$175.00	141,750	155,925	297,675		297,675	
	N 305	2		1080	\$175.00	189,000	207,900		396,900	396,900	
<b>Total</b>	<b>15</b>	<b>22</b>	<b>6,770</b>	<b>8,610</b>		<b>2,691,500</b>	<b>2,960,650</b>	<b>2,487,975</b>	<b>3,164,175</b>	<b>5,652,150</b>	
			<b>8</b>	<b>7</b>							

Summary of units and sale prices		Avg. Price	# 2 BRs	Avg. Price	Total Units	Total	Total	Saleable	Avg Price	Avg Price
# 1 BRs	1 BRs	1 BRs	2 BRs	2 BRs		Bedrooms	Sale Proceeds	s.f.	per s.f.	per unit
Academy	7	233,940	7	331,800	14	21	3,960,180	13,470	\$294.00	282,870
Nichewaug Inn	8	310,997	7	452,025	15	22	5,652,150	15,380	\$367.50	376,810
<b>Totals</b>	<b>15</b>	<b>544,937</b>	<b>14</b>	<b>783,825</b>	<b>29</b>	<b>43</b>	<b>9,612,330</b>			

**Academy, Analysis B, Summary**

	<b>Unit #</b>	<b>Bedrooms</b>	<b>Saleable S.F.</b>	<b>Sale Price</b>	<b>Sale Price per s.f.</b>
<b>Floor 1</b>	A101	1	820	241,080	\$294
	A102	1	840	246,960	\$294
	A103	2	1,200	352,800	\$294
	A104	2	1,100	323,400	\$294
	A 105	2	1,100	323,400	\$294
	A106	2	1,100	323,400	\$294
<b>Floor 2</b>	A 201	1	820	241,080	\$294
	A 202	1	840	246,960	\$294
	A 203	2	1,200	352,800	\$294
	A 204	2	1,100	323,400	\$294
	A 205	2	1,100	323,400	\$294
	A 206	1	750	220,500	\$294
	A 207	1	750	220,500	\$294
	A 208	1	750	220,500	\$294
<b>Totals</b>	<b>14</b>	<b>21</b>	<b>13,470</b>	<b>3,960,180</b>	
<b>Number of Units</b>			<b>14</b>	<b>14</b>	

**Nichewaug Analysis B, Summary**

Unit #	Bedrooms	Saleable S.F.	Sale Price	Sale Price per s.f.
N 101	1	800	294,000	\$367.50
N 102	1	900	330,750	\$367.50
N 103	1	750	275,625	\$367.50
N 104	1	900	330,750	\$367.50
N 105	2	1,200	441,000	\$367.50
N 201	2	1,400	514,500	\$367.50
N 202	1	900	330,750	\$367.50
N 203	2	1,300	477,750	\$367.50
N 204	1	900	330,750	\$367.50
N 205	2	1,200	441,000	\$367.50
N 301	2	1,260	463,050	\$367.50
N 302	1	810	297,675	\$367.50
N 303	2	1,170	429,975	\$367.50
N 304	1	810	297,675	\$367.50
N 305	2	1,080	396,900	\$367.50
	<u>22</u>	<u>15,380</u>	<u>5,652,150</u>	

**Nichewaug Inn**

	<b>Pro Forma</b>	<b>Analysis A</b>	<b>Analysis B</b>
		<b>Sale Prices at</b>	<b>Bonz Study</b>
			<b>Plus</b>
<b>Sources of Funds</b>		<b>10.0%</b>	<b>110.0%</b>
Sale Proceeds, Nichewaug @ \$ / s.f.		2,960,650	5,652,150
Less Cost of Sales @	6.0%	(177,639)	(339,129)
Other		0	0
<b>Total Sources</b>		<b>2,783,011</b>	<b>5,313,021</b>
<b>Uses of Funds</b>			
Acquisition from the Town		1	1
Public Water Supply		44,000	44,000
Septic Fields		40,000	40,000
Soft Costs @ this % of Construction:	20.0%	667,576	667,576
Nichewaug Const. Costs	23,488 \$142.11	3,337,880	3,337,880
Construction Contingency @	10.0%	333,788	333,788
Misc.		25,000	25,000
		<u>4,448,245</u>	<u>4,448,245</u>
Total Sources		2,783,011	5,313,021
Total Uses		(4,448,245)	(4,448,245)
<b>Developer Profit</b>		<b>(1,665,234)</b>	<b>864,776</b>
Profit as % of Costs		-37.4%	19.4%

**Summary of Assumptions**

	<b>Nichewaug</b>	<b>Nichewaug</b>	
Sale Price - 1 BRs	\$162,903	\$310,997	
Sale Price - 2 BRs	\$236,775	\$452,025	
Sale Price per saleable s.f.	\$192.50	\$367.50	
<b>Same for Both Analyses</b>	Gross s.f.	23,488	8 1 BR Units
	Saleable s.f.	15,380	7 2 BR Units
	Efficiency	65.5%	<u>15</u> Total
	Const. Cost Est. / gross s.f.	\$142.11	Total Units 15
	Const. Cost Est. / saleable s.f.	\$217.03	Total BRs 22

Nichewaug Inn		
	Sale Prices	# Units
<b>Bonz plus</b>	10.0%	
One BR Units	\$162,903	8
Two BR Units	\$236,775	7
Price per s.f.	\$193	15

Size of Units		
<b>Bonz plus</b>	110.0%	
One BR Units	310,997	846
Two BR Units	452,025	1,230
Price per s.f.	\$368	

Sources of Funds	Analysis A			Analysis B		
	Bonz +	10.0%		110.0%		
Nichewaug Sales		2,960,650		5,652,150		
Cost of Sales @	6.0%	(177,639)		(339,129)		
<b>Total Sources</b>		<b>2,783,011</b>		<b>5,313,021</b>		

Uses of Funds			Analysis A			Analysis B		
Acquisition		1		1				
Water & Septic		84,000		84,000				
Soft Costs		667,576		667,576				
Nichewaug Const.	\$142	3,337,880		3,337,880				
Const. Conting.	10.0%	333,788		333,788				
Misc.		25,000		25,000				
		4,448,245		4,448,245				
<b>Total Sources</b>		<b>2,783,011</b>		<b>5,313,021</b>				
<b>Total Uses</b>		<b>(4,448,245)</b>		<b>(4,448,245)</b>				
<b>Developer Profit</b>		<b>(1,665,234)</b>		<b>864,776</b>				
Profit as % of Costs		-37.4%		19.4%				

**Basic Information**

Lot Size in Acres	6.67
Lot Size in square feet:	290,545
Existing Buildings - Gross s.f.	68,366
Proposed Demolition	(44,878)
Environmental Remediation - 2015 bid	494,729
Demo of Connector Building - 2015 bid	139,700
Demo of other buildings - 2015 Bid	337,200
Total Demo and Remediation - 2015 bids:	<u>971,629</u>

<b>Demo Cost Per s.f.</b>	Total	Connector
Gross s.f.	68,366	14,583
Total Demo Cost	<u>476,900</u>	<u>139,700</u>
Demo Cost per gross s.f.	\$6.98	\$9.58
<b>Average Cost:</b>	<b>\$8.28</b>	

		# Stories	Gross s.f.	Option 1 Proposed Demolition	Gross after Demo	Academy	Nichewaug
<b>Academy Building</b>							
Footprint	10,268	2.0	20,536	20,536	0	0	
Connector	4,861	3.0	14,583	14,583	0		
<b>Nichewaug Inn</b>							
Dining Wing	2,936	3.0	8,808	0	8,808		8,808
Kitchen Wing	2,353	3.0	7,059	7,059	0		0
Music Room	2,306	1.0	2,306		2,306		2,306
Main Building	5,198	2.9	15,074	2,700	12,374		12,374
			<u>68,366</u>	<u>44,878</u>	<u>23,488</u>	0	<u>23,488</u>
		<b>Percent</b>		65.6%	34.4%		

<b>South Addition</b>	<b>Footprint</b>	<b># Stories</b>	<b>s.f.</b>	
	900	3.0	2,700	(Mother Superior Wing)

**Demolition Costs**

Price per s.f.	\$8.28		
Total Demo s.f.	44,878		
Projected Cost, 2015 Bid @ \$ / s.f.	\$8.28	\$371,485	Discount for Private Developer 20.0% <u>(\$78,755)</u>
Plus Inflation @ # yrs: 2	6.0%	<u>\$22,289</u>	<b>Projected Demo Cost for Developer \$315,019</b>
<b>Projected Demo Cost for Town</b>		<u>\$393,774</u>	

**Condominium Development & Sale Analysis**

Nichewaug Inn	GSF	NSF	Eff	1 Bed	2 Bed	Total	Dormer Loss Factor 90.0%
Floor 1	9,228	4,550	49%	4	1	5	
Floor 2	6,997	5,700	81%	2	3	5	
Floor 3	6,297	5,130	81%	2	3	5	
<b>Total</b>	<b>22,522</b>	<b>15,380</b>	<b>68%</b>	<b>8</b>	<b>7</b>	<b>15</b>	
Total Bedrooms				8	14	22	

**Construction Cost Estimate**

**Water Supply**

Offsite Well Costs			80,000	Nichewaug Share
Contingency @	10.0%		8,000	50.0%
<b>Total</b>			<b>88,000</b>	<b>44,000</b>

**Septic Field**

Estimated Cost		80,000	40,000
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**Construction Costs**

**Nichewaug Inn**

	Unit s.f.	\$ per Unit \$ / s.f.	Amount
Elevator			125,000
Housing Unit Construction	15,380	\$150.00	2,307,000
Music Room Construction	2,306	\$125.00	288,250
Common Area Construction	4,836	\$100.00	483,630
Site and Landscaping			50,000
Parking Spaces @ 2	28	\$3,000.00	84,000
<b>Subtotal</b>			<b>3,337,880</b>
<b>Total Construction</b>			<b>3,337,880</b>

**The following is for Analysis A**

Nichewaug Inn	Unit #	Bedrooms	Saleable S.F.	Saleable S.F.	Bonz		Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales
					Sale Price per s.f.	Price per unit			
						Price Adjustment 10.0%			
Floor 1	N 101	1	800		\$175.00	140,000	14,000	154,000	154,000
	N 102	1	900		\$175.00	157,500	15,750	173,250	173,250
	N 103	1	750		\$175.00	131,250	13,125	144,375	144,375
	N 104	2	900		\$175.00	157,500	15,750	173,250	173,250
	N 105	2		1,200	\$175.00	210,000	21,000		231,000
Floor 2	N 201	2		1,400	\$175.00	245,000	24,500		269,500
	N 202	1	900		\$175.00	157,500	15,750	173,250	173,250
	N 203	2		1,300	\$175.00	227,500	22,750		250,250
	N 204	1	900		\$175.00	157,500	15,750	173,250	173,250
	N 205	2		1,200	\$175.00	210,000	21,000		231,000
Floor 3	N 301	2		1,260	\$175.00	220,500	22,050		242,550
Dormer factor	N 302	1	810		\$175.00	141,750	14,175	155,925	155,925
90.0%	N 303	2		1,170	\$175.00	204,750	20,475		225,225
	N 304	2	810		\$175.00	141,750	14,175	155,925	155,925
	N 305	2		1,080	\$175.00	189,000	18,900		207,900
<b>Total</b>	<b>15</b>	<b>24</b>	<b>6,770</b>	<b>8,610</b>		<b>2,691,500</b>	<b>269,150</b>	<b>1,303,225</b>	<b>1,657,425</b>
			<b>8</b>	<b>7</b>					

Summary of units and sale prices	# 1 BRs	Avg. Price 1 BRs	# 2 BRs	Avg. Price 2 BRs	Total Units	Total Bedrooms	Total Sale Proceeds	Saleable s.f.	Avg Price per s.f.
Nichewaug Inn	8	162,903	7	236,775	15	24	2,960,650	15,380	\$192.50
<b>Totals</b>	<b>8</b>	<b>162,903</b>	<b>7</b>	<b>236,775</b>	<b>15</b>	<b>24</b>	<b>2,960,650</b>		



**The following is for Analysis B**

Nichewaug Inn	Unit	Bedrooms	Saleable S.F.	Saleable S.F.	Bonz			Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales
					Sale Price per s.f.	Price per unit	Price Adjustment 110.0%			
Floor 1	N 101	1	800		\$175.00	140,000	154,000	294,000		294,000
	N 102	1	900		\$175.00	157,500	173,250	330,750		330,750
	N 103	1	750		\$175.00	131,250	144,375	275,625		275,625
	N 104	1	900		\$175.00	157,500	173,250	330,750		330,750
Floor 2	N 105	2		1,200	\$175.00	210,000	231,000		441,000	441,000
	N 201	2		1,400	\$175.00	245,000	269,500		514,500	514,500
	N 202	1	900		\$175.00	157,500	173,250	330,750		330,750
	N 203	2		1,300	\$175.00	227,500	250,250		477,750	477,750
	N 204	1	900		\$175.00	157,500	173,250	330,750		330,750
Floor 3	N 205	2		1,200	\$175.00	210,000	231,000		441,000	441,000
	N 301	2		1,260	\$175.00	220,500	242,550		463,050	463,050
Dormer factor 90.0%	N 302	1	810		\$175.00	141,750	155,925	297,675		297,675
	N 303	2		1,170	\$175.00	204,750	225,225		429,975	429,975
	N 304	1	810		\$175.00	141,750	155,925	297,675		297,675
	N 305	2		1,080	\$175.00	189,000	207,900		396,900	396,900
<b>Total</b>	<b>15</b>	<b>22</b>	<b>6,770</b>	<b>8,610</b>		<b>2,691,500</b>	<b>2,960,650</b>	<b>2,487,975</b>	<b>3,164,175</b>	<b>5,652,150</b>

Avg. Size                      **8**                      **7**  
**846**                      **1,230**

Summary of units and sale prices	# 1 BRs	Avg. Price 1 BRs	# 2 BRs	Avg. Price 2 BRs	Total Units	Total Bedrooms	Total Sale Proceeds	Saleable s.f.	Avg Price per s.f.	Avg. Price per unit
Nichewaug Inn	8	310,997	7	452,025	15	22	5,652,150	15,380	\$367.50	376,810
<b>Totals</b>	<b>8</b>	<b>310,997</b>	<b>7</b>	<b>452,025</b>	<b>15</b>	<b>22</b>	<b>5,652,150</b>	<b>15,380</b>	<b>\$367.50</b>	<b>376,810</b>
								<b>Avg. Size per unit</b>		<b>1,025</b>

**Nichewaug, Analysis B, Summary**

	Unit #	Bedrooms	Saleable S.F.	Sale Price	Sale Price per s.f.
Floor 1	N 101	1	800	294,000	\$368
	N 102	1	900	330,750	\$368
	N 103	1	750	275,625	\$368
	N 104	1	900	330,750	\$368
Floor 2	N 105	2	1,200	441,000	\$368
	N 201	2	1,400	514,500	\$368
	N 202	1	900	330,750	\$368
	N 203	2	1,300	477,750	\$368
	N 204	1	900	330,750	\$368
Floor 3	N 205	2	1,200	441,000	\$368
	N 301	2	1,260	463,050	\$368
Dormer factor 90.0%	N 302	1	810	297,675	\$368
	N 303	2	1,170	429,975	\$368
	N 304	1	810	297,675	\$368
	N 305	2	1,080	396,900	\$368
<b>Total</b>	<b>15</b>	<b>22</b>	<b>15,380</b>	<b>5,652,150</b>	<b>\$368</b>

**Nichewaug Inn**

	<b>Pro Forma</b>	<b>Analysis A</b>	<b>Analysis B</b>			
		<b>Sale Prices at</b>	<b>Bonz Study</b>	<b>Bonz Study</b>		
			<b>Plus</b>	<b>Plus</b>		
<b>Sources of Funds</b>			<b>10.0%</b>	<b>68.0%</b>		
Sale Proceeds, Academy Building			2,592,975	3,960,180		
Less Cost of Sales @	6.0%		(155,579)	(237,611)		
Other			0	0		
<b>Total Sources</b>			<u><b>2,437,397</b></u>	<u><b>3,722,569</b></u>		
<b>Uses of Funds</b>						
Acquisition from the Town			1	1		
Public Water Supply			44,000	44,000		
Septic Fields			40,000	40,000		
Soft Costs @ this % of Construction:						
Academy Construction Costs	20,536	20.0%	462,230	462,230		
Construction Contingency @		10.0%	231,115	231,115		
Misc.			25,000	25,000		
			<u>3,113,496</u>	<u>3,113,496</u>		
Total Sources			2,437,397	3,722,569		
Total Uses			<u>(3,113,496)</u>	<u>(3,113,496)</u>		
<b>Developer Profit</b>			<b>(676,100)</b>	<b>609,073</b>		
Profit as % of Costs			-21.7%	19.6%		
<b>Summary of Assumptions</b>		<b>Academy</b>		<b>Academy</b>		
Sale Price - 1 BRs		\$153,175		\$233,940		
Sale Price - 2 BRs		\$217,250		\$331,800		
Sale Price per saleable s.f.		\$192.50		\$294.00		
<b>Same for Both Analyses</b>	Gross s.f.	20,060		7	1 BR Units	
	Saleable s.f.	13,470		7	2 BR Units	
	Efficiency	67.1%		14	Total	
	Const. Cost Est. / gross s.f.	\$115.21			Total Units	14
	Const. Cost Est. / saleable s.f.	\$171.58			Total BRs	21

**Basic Information**

Lot Size in Acres	6.67
Lot Size in square feet:	290,545
Existing Buildings - Gross s.f.	35,119
Proposed Demolition	(14,583)
Environmental Remediation - 2015 bid	494,729
Demo of Connector Building	139,700
Demo of other buildings	337,200
Total Demo and Remediation - 2015 bids:	971,629

Building Analysis	Footprint	# Stories	Gross s.f.	Option 1 Proposed Demolition	Gross after Demo	Academy	Nichewaug
<b>Academy Building</b>							
Footprint	10,268	2.0	20,536		20,536	20,536	
Connector	4,861	3.0	14,583	14,583	0		
<b>Totals</b>			<b>35,119</b>	<b>14,583</b>	<b>20,536</b>	<b>20,536</b>	<b>0</b>
		<b>Percent</b>		<b>41.5%</b>	<b>58.5%</b>		

Total Demo s.f.	14,583
Projected Cost, 2015 Bid @ \$ / s.f.	\$8.28
Plus Inflation @ # yrs:	2.0 6.0%
<b>Projected Demo cost to Town:</b>	<b>\$127,956</b>
Less discount for private work / no prevailing wages: 20.0%	(25,591)
<b>Projected Demo Cost for Developer</b>	<b>\$102,365</b>

**Condominium Development & Sale Analysis**

Academy Building	GSF	NSF	Eff	1 Bed	2 Bed	Total
Floor 1	10,320	6,160	60%	2	4	6
Floor 2	9,740	7,310	75%	5	3	8
<b>Total</b>	<b>20,060</b>	<b>13,470</b>	<b>67%</b>	<b>7</b>	<b>7</b>	<b>14</b>
Total Bedrooms				7	14	21

**Construction Cost Estimate**

**Water Supply**

Offsite Well Costs		80,000	Share to Academy
Contingency @	10.0%	<u>8,000</u>	<u>50.0%</u>
		88,000	44,000

**Septic Field**

Estimated Cost		80,000	40,000
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Construction Costs		Unit	\$ per Unit	Amount	
Academy Building		s.f.	\$/ s.f.		
West Entrance	15' x 20' x 2	600	\$50.00	30,000	
Elevator- two stops				80,000	
Housing Unit Construction		13,470	\$125.00	1,683,750	
Common Area Construction		6,590	\$60.00	395,400	
Site and Landscaping				50,000	
Parking Spaces		24	\$3,000.00	<u>72,000</u>	
			<b>Subtotal</b>		<b>2,311,150</b>

**The following is for Analysis A**

Academy Building	Unit 3	Bedrooms	Saleable S.F. 1 BRs	Saleable S.F. 2 BRs	Bonz Sale Price per s.f.	Bonz Price Per Unit	Price Adjustment 10.0%	Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales
<b>Floor 1</b>	A101	1	820		\$175.00	143,500	14,350	157,850		157,850
	A102	1	840		\$175.00	147,000	14,700	161,700		161,700
	A103	2		1,200	\$175.00	210,000	21,000		231,000	231,000
	A104	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A 105	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A106	2		1,100	\$175.00	192,500	19,250		211,750	211,750
<b>Floor 2</b>	A 201	1	820		\$175.00	143,500	14,350	157,850		157,850
	A 202	1	840		\$175.00	147,000	14,700	161,700		161,700
	A 203	2		1,200	\$175.00	210,000	21,000		231,000	231,000
	A 204	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A 205	2		1,100	\$175.00	192,500	19,250		211,750	211,750
	A 206	1	750		\$175.00	131,250	13,125	144,375		144,375
	A 207	1	750		\$175.00	131,250	13,125	144,375		144,375
	A 208	1	750		\$175.00	131,250	13,125	144,375		144,375
<b>Totals</b>	<b>14</b>	<b>21</b>	<b>5,570</b>	<b>7,900</b>		<b>2,357,250</b>	<b>235,725</b>	<b>1,072,225</b>	<b>1,520,750</b>	<b>2,592,975</b>
<b>Number of Units</b>			<b>7</b>	<b>7</b>				<b>153,175</b>	<b>217,250</b>	
<b>Summary of units and sale prices</b>	<b># 1 BRs</b>	<b>Avg. Price 1 BRs</b>	<b># 2 BRs</b>	<b>Avg. Price 2 BRs</b>	<b>Total Units</b>	<b>Total Bedrooms</b>	<b>Total Sale Proceeds</b>	<b>Saleable s.f.</b>	<b>Avg Price per s.f.</b>	<b>Avg Price per unit</b>
Academy	7	153,175	7	217,250	14	21	2,592,975	13,470	\$192.50	
<b>Totals</b>	<b>7</b>	<b>153,175</b>	<b>7</b>	<b>217,250</b>	<b>14</b>	<b>21</b>	<b>2,592,975</b>			

**The following is for Analysis B**

Academy Building	Unit #	Bedrooms	Saleable S.F. 1 BRs	Saleable S.F. 2 BRs	Bonz Sale Price per s.f.	Price Per 1 BR Unit	Price Adjustment 68.0%	Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales
Floor 1	A101	1	820		\$175.00	143,500	97,580	241,080		241,080
	A102	1	840		\$175.00	147,000	99,960	246,960		246,960
	A103	2		1,200	\$175.00	210,000	142,800		352,800	352,800
	A104	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A 105	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A106	2		1,100	\$175.00	192,500	130,900		323,400	323,400
Floor 2	A 201	1	820		\$175.00	143,500	97,580	241,080		241,080
	A 202	1	840		\$175.00	147,000	99,960	246,960		246,960
	A 203	2		1,200	\$175.00	210,000	142,800		352,800	352,800
	A 204	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A 205	2		1,100	\$175.00	192,500	130,900		323,400	323,400
	A 206	1	750		\$175.00	131,250	89,250	220,500		220,500
	A 207	1	750		\$175.00	131,250	89,250	220,500		220,500
	A 208	1	750		\$175.00	131,250	89,250	220,500		220,500
<b>Totals</b>	<b>14</b>	<b>21</b>	<b>5,570</b>	<b>7,900</b>		<b>2,357,250</b>	<b>1,602,930</b>	<b>1,637,580</b>	<b>2,322,600</b>	<b>3,960,180</b>
<b>Number of Units</b>			<b>7</b>	<b>7</b>				<b>233,940</b>	<b>331,800</b>	
<b>Summary of units and sale prices</b>	<b># 1 BRs</b>	<b>Avg. Price 1 BRs</b>	<b># 2 BRs</b>	<b>Avg. Price 2 BRs</b>	<b>Total Units</b>	<b>Total Bedrooms</b>	<b>Total Sale Proceeds</b>	<b>Saleable s.f.</b>	<b>Avg Price per s.f.</b>	
Academy	7	233,940	7	331,800	14	21	3,960,180	13,470	\$294.00	
<b>Totals</b>	<b>7</b>	<b>233,940</b>	<b>7</b>	<b>331,800</b>	<b>14</b>	<b>21</b>	<b>3,960,180</b>			

**Academy, Analysis B, Summary**

	Unit #	Bedrooms	Saleable S.F.	Sale Price	Sale Price per s.f.
Floor 1	A101	1	820	241,080	\$294
	A102	1	840	246,960	\$294
	A103	2	1,200	352,800	\$294
	A104	2	1,100	323,400	\$294
	A 105	2	1,100	323,400	\$294
	A106	2	1,100	323,400	\$294
Floor 2	A 201	1	820	241,080	\$294
	A 202	1	840	246,960	\$294
	A 203	2	1,200	352,800	\$294
	A 204	2	1,100	323,400	\$294
	A 205	2	1,100	323,400	\$294
	A 206	1	750	220,500	\$294
	A 207	1	750	220,500	\$294
	A 208	1	750	220,500	\$294
<b>Totals</b>	<b>14</b>	<b>21</b>	<b>13,470</b>	<b>3,960,180</b>	
<b>Number of Units</b>			<b>14</b>	<b>14</b>	



**Nichewaug Inn**

	<b>Pro Forma</b>	<b>Analysis A</b>	<b>Analysis B</b>
		<b>Sale Prices at</b>	<b>Bonz Study</b>
			<b>Plus</b>
<b>Sources of Funds</b>		<b>10.0%</b>	<b>120.0%</b>
Sale Proceeds, Nichewaug @ \$ / s.f.		1,788,325	3,576,650
Less Cost of Sales @	6.0%	(107,300)	(214,599)
<b>Total Sources</b>		<b>1,681,026</b>	<b>3,362,051</b>
<b>Uses of Funds</b>			
Acquisition from the Town		1	1
Private Water Supply		16,500	16,500
Septic Fields		25,000	25,000
Soft Costs @ this % of Construction:			
Nichewaug Const. Costs	14,680	20.0% \$144.43	2,120,273
Construction Contingency @		10.0%	212,027
Misc.		25,000	25,000
		<u>2,822,855</u>	<u>2,822,855</u>
Total Sources		1,681,026	3,362,051
Total Uses		(2,822,855)	(2,822,855)
<b>Developer Profit</b>		<b>(1,141,830)</b>	<b>539,196</b>
Profit as % of Costs		-40.4%	19.1%

**Summary of Assumptions**

	<b>Nichewaug</b>	<b>Nichewaug</b>	
Sale Price - 1 BRs	\$171,004	\$342,008	
Sale Price - 2 BRs	\$254,100	\$508,200	
Sale Price per saleable s.f.	\$192.50	\$385.00	
<b>Same for Both Analyses</b>	Gross s.f.	14,680	6 1 BR Units
	Saleable s.f.	9,290	3 2 BR Units
	Efficiency	63.3%	9 Total
	Const. Cost Est. / gross s.f.	\$144.43	Total Units 9
	Const. Cost Est. / saleable s.f.	\$228.23	Total BRs 12

Nichewaug Inn			
	Sale Prices	# Units	# BRs
<b>Bonz plus</b>	10.0%		
One BR Units	\$171,004	6	6
Two BR Units	\$254,100	3	6
Price per s.f.	\$193	9	12

Size of Units			
<b>Bonz plus</b>	120.0%		
One BR Units	342,008	888	
Two BR Units	508,200	1,320	
Price per s.f.	\$385		

Private water supply - 12 Bedrooms

Sources of Funds		Analysis A	Analysis B
	Bonz +	10.0%	120.0%
Nichewaug Sales		1,788,325	3,576,650
Cost of Sales @	6.0%	(107,300)	(214,599)
<b>Total Sources</b>		<b>1,681,026</b>	<b>3,362,051</b>

Uses of Funds			
Acquisition		1	1
Water & Septic		41,500	41,500
Soft Costs		424,055	424,055
Nichewaug Const.	\$144	2,120,273	2,120,273
Const. Conting.	10.0%	212,027	212,027
Misc.		25,000	25,000
		2,822,855	2,822,855
<b>Total Sources</b>		<b>1,681,026</b>	<b>3,362,051</b>
<b>Total Uses</b>		<b>(2,822,855)</b>	<b>(2,822,855)</b>
<b>Developer Profit</b>		<b>(1,141,830)</b>	<b>539,196</b>
Profit as % of Costs		-40.4%	19.1%

**Basic Information**

Lot Size in Acres	6.67
Lot Size in square feet:	290,545
Existing Buildings - Gross s.f.	68,366
Proposed Demolition	(53,686)
Environmental Remediation - 2015 bid	494,729
Demo of Connector Building - 2015 bid	139,700
Demo of other buildings - 2015 Bid	337,200
Total Demo and Remediation - 2015 bids:	<u>971,629</u>

<b>Demo Cost Per s.f.</b>	Total	Connector
Gross s.f.	68,366	14,583
Total Demo Cost	<u>476,900</u>	<u>139,700</u>
Demo Cost per gross s.f.	\$6.98	\$9.58
<b>Average Cost:</b>	<b>\$8.28</b>	

<b>Building Analysis</b>		<b># Stories</b>	<b>Gross s.f.</b>	<b>Proposed Demolition</b>	<b>Gross after Demo</b>	<b>Academy</b>	<b>Nichewaug</b>
<b>Academy Building</b>							
Footprint	10,268	2.0	20,536	20,536	0	0	
Connector	4,861	3.0	14,583	14,583	0		
<b>Nichewaug Inn</b>							
Dining Wing	2,936	3.0	8,808	8,808	0		0
Kitchen Wing	2,353	3.0	7,059	7,059	0		0
Music Room	2,306	1.0	2,306		2,306		2,306
Main Building	5,198	2.9	15,074	2,700	12,374		12,374
			<u>68,366</u>	<u>53,686</u>	<u>14,680</u>	0	<u>14,680</u>
		<b>Percent</b>		78.5%	21.5%		

<b>South Addition</b>	<b>Footprint</b>	<b># Stories</b>	<b>s.f.</b>	(Mother Superior Wing)		
	900	3.0	2,700			
Price per s.f.			\$8.28		Town Demo Cost	\$471,058
Total Demo s.f.			53,686		Private Discount %	20.0%
Projected Cost, 2015 Bid @ \$ / s.f.			\$8.28	\$444,394	Potential savings	(94,212)
Plus Inflation @ # yrs:	2.0	6.0%		<u>\$26,664</u>	Developer Cost	376,846
			<b>Projected Demo Cost for Town</b>	<b>\$471,058</b>		

**Condominium Development & Sale Analysis**

Nichewaug Inn	GSF	NSF	Eff	1 Bed	2 Bed	Total	
Floor 1	6,431	2,450	38%	2	1	3	
Floor 2	4,125	3,600	87%	2	1	3	
Floor 3	3,712	3,240	87%	2	1	3	
<b>Total</b>	<b>14,268</b>	<b>9,290</b>	<b>65%</b>	<b>6</b>	<b>3</b>	<b>9</b>	
Total Bedrooms				6	6	12	

**Dormer  
Loss Factor  
90.0%**

**Construction Cost Estimate**

**Water Supply**

Well Renovation / Upgrades		15,000
Contingency @	10.0%	1,500
		<u>16,500</u>

**Septic Field**

Estimated Cost		25,000
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**Construction Costs**

**Nichewaug Inn**

	Unit s.f.	\$ per Unit \$ / s.f.	Amount
Elevator			125,000
Housing Unit Construction	9,290	\$150.00	1,393,500
Music Room Construction	2,306	\$100.00	230,600
Common Area Construction	2,672	\$100.00	267,173
Site and Landscaping			50,000
Parking Spaces @ 2	18	\$3,000.00	54,000
		<b>Subtotal</b>	<u><b>2,120,273</b></u>
		<b>Total Construction</b>	<u><b>2,120,273</b></u>

**The following is for Analysis A**

Nichewaug Inn	Unit #	Bedrooms	Saleable S.F.	Saleable S.F.	Bonz			Adjusted	Adjusted	Total Sales
					Sale Price per s.f.	Price per unit	Price Adjustment 10.0%	Price 1 BRs	Price 2 BRs	
Floor 1	N 101	1	800		\$175.00	140,000	14,000	154,000		154,000
	N 102	1	900		\$175.00	157,500	15,750	173,250		173,250
	N 103	1	750		\$175.00	131,250	13,125	144,375		144,375
	N 104				\$175.00	-	-		-	-
	N 105				\$175.00	-	-		-	-
Floor 2	N 201	2		1,400	\$175.00	245,000	24,500		269,500	269,500
	N 202	1	900		\$175.00	157,500	15,750	173,250		173,250
	N 203	2		1,300	\$175.00	227,500	22,750		250,250	250,250
	N 204				\$175.00	-	-		-	-
	N 205				\$175.00	-	-		-	-
Floor 3	N 301	2		1,260	\$175.00	220,500	22,050		242,550	242,550
Dormer factor 90.0%	N 302	1	810		\$175.00	141,750	14,175	155,925		155,925
	N 303	1	1,170		\$175.00	204,750	20,475	225,225		225,225
	N 304				\$175.00	-	-		-	-
	N 305				\$175.00	-	-		-	-
<b>Total</b>	<b>9</b>	<b>12</b>	<b>5,330</b>	<b>3,960</b>		<b>1,625,750</b>	<b>162,575</b>	<b>1,026,025</b>	<b>762,300</b>	<b>1,788,325</b>
			<b>6</b>	<b>3</b>						

Summary of units and sale prices	Avg. Price	Avg. Price	Total	Total	Total	Saleable	Avg Price		
# 1 BRs	1 BRs	# 2 BRs	2 BRs	Total Units	Bedrooms	Sale Proceeds	s.f.	per s.f.	
Nichewaug Inn	6	171,004	3	254,100	9	12	1,788,325	9,290	\$192.50
<b>Totals</b>	<b>6</b>	<b>171,004</b>	<b>3</b>	<b>254,100</b>	<b>9</b>	<b>12</b>	<b>1,788,325</b>		

**The following is for Analysis B**

Nichewaug Inn	Unit	Bedrooms	Saleable S.F.	Saleable S.F.	Bonz			Adjusted Price 1 BRs	Adjusted Price 2 BRs	Total Sales
					Sale Price per s.f.	Price per unit	Price Adjustment 120.0%			
Floor 1	N 101	1	800		\$175.00	140,000	168,000	308,000		308,000
	N 102	1	900		\$175.00	157,500	189,000	346,500		346,500
	N 103	1	750		\$175.00	131,250	157,500	288,750		288,750
	N 104				\$175.00	-	-	-		-
	N 105				\$175.00	-	-	-		-
Floor 2	N 201	2		1,400	\$175.00	245,000	294,000		539,000	539,000
	N 202	1	900		\$175.00	157,500	189,000	346,500		346,500
	N 203	2		1,300	\$175.00	227,500	273,000		500,500	500,500
	N 204				\$175.00	-	-		-	-
	N 205				\$175.00	-	-		-	-
Floor 3	N 301	2		1,260	\$175.00	220,500	264,600		485,100	485,100
	N 302	1	810		\$175.00	141,750	170,100	311,850		311,850
Dormer factor 90.0%	N 303	1	1,170		\$175.00	204,750	245,700	450,450		450,450
	N 304				\$175.00	-	-		-	-
	N 305				\$175.00	-	-		-	-
<b>Total</b>	<b>9</b>	<b>12</b>	<b>5,330</b>	<b>3,960</b>		<b>1,625,750</b>	<b>1,950,900</b>	<b>2,052,050</b>	<b>1,524,600</b>	<b>3,576,650</b>
		Avg. Size	<b>6</b> <b>888</b>	<b>3</b> <b>1,320</b>						
<b>Summary of units and sale prices</b>		<b>Avg. Price</b>	<b>Avg. Price</b>			<b>Total</b>	<b>Total</b>	<b>Saleable</b>	<b>Avg Price</b>	<b>Avg. Price</b>
	<b># 1 BRs</b>	<b>1 BRs</b>	<b># 2 BRs</b>	<b>2 BRs</b>	<b>Total Units</b>	<b>Bedrooms</b>	<b>Proceeds</b>	<b>s.f.</b>	<b>per s.f.</b>	<b>per unit</b>
Nichewaug Inn	6	342,008	3	508,200	9	12	3,576,650	9,290	\$385.00	397,406
<b>Totals</b>	<b>6</b>	<b>342,008</b>	<b>3</b>	<b>508,200</b>	<b>9</b>	<b>12</b>	<b>3,576,650</b>			
								<b>Avg. Size per unit</b>		<b>1,032</b>

**Nichewaug, Analysis B, Summary**

	Unit #	Bedrooms	Saleable S.F.	Sale Price	Sale Price per s.f.
Floor 1	N 101	1	800	308,000	\$385
	N 102	1	900	346,500	\$385
	N 103	1	750	288,750	\$385
	N 104	1	-	-	
	N 105	2	0	-	
Floor 2	N 201	2	1,400	539,000	\$385
	N 202	1	900	346,500	\$385
	N 203	2	1,300	500,500	\$385
	N 204	1	-	-	
	N 205	2	0	-	
Floor 3	N 301	2	1,260	485,100	\$385
	N 302	1	810	311,850	\$385
Dormer factor 90.0%	N 303	2	1,170	450,450	\$385
	N 304	1	-	-	
	N 305	2	0	-	
<b>Total</b>	<b>14</b>	<b>22</b>	<b>9,290</b>	<b>3,576,650</b>	

**Nichewaug Inn - Single Family**

Sources of Funds	Pro Forma	Analysis A		Analysis B		Total Homes	
		Sale Prices at	Bonz Study Plus 10.0%	Bonz Study Plus 17.0%		3	4
Sale Proceeds @ \$ / s.f. of:		\$192.50	365,750	\$204.75	389,025	1,167,075	1,556,100
Less Cost of Sales @		6.0%	(21,945)		(23,342)	(70,025)	(93,366)
<b>Total Sources</b>			<b>343,805</b>		<b>365,684</b>	<b>1,097,051</b>	<b>1,462,734</b>
<b>Uses of Funds</b>							
Acquisition from the Town			1		1	3	4
Private Water Supply			4,125		4,125	12,375	16,500
Septic Fields			6,250		6,250	18,750	25,000
Soft Costs @ this % of Construction:		15.0%	29,795		29,795	89,386	119,181
Home Const Cost	1,500	\$132.42	198,635		198,635	595,904	794,538
Garage Cost	400	\$45.00	18,000		18,000	54,000	72,000
Construction Contingency @	400	10.0%	21,663		21,663	64,990	86,654
Misc.			25,000		25,000	75,000	100,000
			<u>303,469</u>		<u>303,469</u>	<u>910,408</u>	<u>1,213,877</u>
Total Sources			343,805		365,684	1,097,051	1,462,734
Total Uses			<u>(303,469)</u>		<u>(303,469)</u>	<u>(910,408)</u>	<u>(1,213,877)</u>
<b>Developer Profit</b>			<b>40,336</b>		<b>62,214</b>	<b>186,643</b>	248,857
Profit as % of Costs			13.3%		20.5%	17.0%	17.0%
Size of home	1,500						
Size of garage	400						
Total s.f.	<u>1,900</u>						
Construction Cost	238,298	(including contingency)					
Construction Cost per s.f.	\$125.42						



**Revenues**

<b>Bonz Market Study - sale price per s.f.</b>		<b>\$175.00</b>		
Sale Price Estimates			<b>Bonz plus 10.0% \$192.50</b>	<b>Bonz plus 17.0% \$204.75</b>
	Total s.f.			
House	1,500			
Garage	400			
	<u>1,900</u>		365,750	389,025

**Sources of Funds**

	<b>Bonz +</b>	<b>Analysis A 10.0%</b>	<b>Analysis B 17.0%</b>
Sale Proceeds		365,750	389,025
Less Cost of Sales @		<u>(21,945)</u>	<u>(23,342)</u>
<b>Total Sources</b>		<b>343,805</b>	<b>365,684</b>
<b>Uses of Funds</b>			
Acquisition from the Town		1	1
Water & Septic		10,375	10,375
Soft Costs		29,795	29,795
Const. Cost		238,298	238,298
Misc.		25,000	25,000
<b>Total Uses</b>		<b>303,469</b>	<b>303,469</b>
Total Sources		343,805	365,684
Total Uses		<u>(303,469)</u>	<u>(303,469)</u>
<b>Developer Profit</b>		40,336	62,214
Profit as % of Costs		13.3%	20.5%

	<b>Size</b>	<b>Constr. Cost</b>	<b>\$ / s.f.</b>
<b>Home</b>	1,500	218,498	\$145.67
<b>Garage</b>	400	19,800	\$49.50
<b>Total</b>	<u>1,900</u>	<u>238,298</u>	
<b>Sales Price</b>		365,750	\$243.83

**Construction Cost Estimate**

**Water Supply**

Existing Well - Refurbish		15,000	Number of Homes	4
Contingency @	10.0%	<u>1,500</u>	BRs per home	<u>3</u>
		16,500	Total BRs	12 (private well)
Well Cost per home	4	4,125		

**Septic Field**

Estimated Cost		25,000
Septic Cost per home	4	6,250

Size of Home:	1,500	Construction Cost Estimates	
		Per Sq. Foot	Per House
<b>Foundation</b>			
Footings and foundation labor		3.38	5,071
Footings & foundation material		1.87	2,805
Waterproofing, etc.		0.22	324
Floors labor and material		2.16	3,236
<b>Foundation Total</b>			7.62
			11,436
<b>Structure</b>			
Labor for framing		7.91	11,867
Trusses		3.60	5,394
Panels and loose lumber		17.98	26,971
Windows and Ex doors		4.03	6,041
Siding - vinyl shakes		6.47	9,709
Roofing		3.60	5,394
Insulation - to code.		2.30	3,452
Balconies and porches		3.60	5,394
<b>Total - Structure</b>			49.48
			74,224
<b>HVAC, Plumbing, Electric</b>			
HVAC		8.63	12,946
Plumbing		10.79	16,182
Electric		5.61	8,415
Fire Protections		3.88	5,826
<b>Total HVAC, etc.</b>			28.91
			43,369
<b>Drywall</b>		9.35	14,025
			9.35
			14,025
<b>Interior Finishes</b>			
Materials		5.18	7,768
Labor		4.32	6,473
Painting		3.88	5,826
Cabinets, vanities, granite counters		7.19	10,788
<b>Total interior Finish</b>			20.57
			30,855
<b>Flooring</b>			
Tile, ceramic		3.16	4,747
Hardwood		3.74	5,610
Carpet		1.73	2,589
<b>Total Flooring</b>			8.63
			12,946

			<b>Per Sq. Foot</b>		<b>Per House</b>	
<b>Misc.</b>						
Appliances			1.55		2,330	
Mirrors, shelving, towel bars, TP.			0.86		1,295	
				2.42		3,625
<b>Site Improvements</b>						
Driveways			0.86		1,295	
Sidewalks			0.43		647	
Site Work			0.86		1,295	
Punch Work			0.69		1,036	
Landscape			2.59		3,884	
Total - Site				5.44		8,156
				<u>          </u>		<u>          </u>
				\$ 132.42		198,635
<b>Garage</b>	s.f. of:	400	45.00		18,000	
					<u>18,000</u>	
Home size:	1,500				<u>216,635</u>	
Garage size	<u>400</u>			Square feet	1,900	
Total s.f.	1,900			Cost per s.f.	\$114.02	

**Townhouse Development**

	<b>Pro Forma</b>	<b>Analysis A</b>	<b>Analysis B</b>	<b>Total Homes</b>	
<b>Sources of Funds</b>	<b>Sale Prices at</b>	<b>Bonz Study Plus 10.0%</b>	<b>Bonz Study Plus 18.0%</b>	<b>15</b>	<b>20</b>
Sale Proceeds @ price per s.f. of:	\$192.50	269,500	\$206.50	4,336,500	5,782,000
Less Cost of Sales @	6.0%	(16,170)	(17,346)	(260,190)	(346,920)
<b>Total Sources</b>		<b>253,330</b>	<b>271,754</b>	<b>4,076,325</b>	<b>5,435,100</b>
<b>Uses of Funds</b>					
Acquisition from the Town		1	1	15	20
Private Water Supply		5,867	5,867	88,000	117,333
Septic Fields		5,333	5,333	80,000	106,667
Soft Costs @ this % of Construction:	15.0%	22,897	22,897	343,455	457,940
Home Const Cost	1,200 \$127.21	152,647	152,647	2,289,698	3,052,930
Garage Cost	200 \$45.00	9,000	9,000	135,000	180,000
Construction Contingency @	10.0%	16,165	16,165	242,470	323,293
Misc.		19,000	19,000	285,000	380,000
		<u>230,909</u>	<u>230,909</u>	<u>3,463,637</u>	<u>4,618,183</u>
Total Sources		253,330	271,754	4,076,310	5,435,100
Total Uses		(230,909)	(230,909)	(3,463,637)	(4,618,183)
<b>Developer Profit</b>		<b>22,421</b>	<b>40,845</b>	<b>612,673</b>	<b>816,917</b>
Profit as % of Costs		9.7%	17.7%	15.0%	15.0%
Size of unit	1,200				
Garage	<u>200</u> (one car)				
	1,400				
Construction Cost	168,811				
Cost per s.f.	\$120.58				

**Revenues**

<b>Bonz Market Study - sale price per s.f.</b>		<b>\$175.00</b>		
Sale Price Estimates			<b>Bonz plus 10.0% \$192.50</b>	<b>Bonz plus 18.0% \$206.50</b>
	Total s.f.			
House	1,200			
Garage	200			
	<u>1,400</u>		269,500	289,100

**Sources of Funds**

	<b>Bonz +</b>	<b>Analysis A 10.0%</b>	<b>Analysis B 18.0%</b>
Sale Proceeds		269,500	289,100
Less Cost of Sales @		(16,170)	(17,346)
<b>Total Sources</b>		<b>253,330</b>	<b>271,754</b>
<b>Uses of Funds</b>			
Acquisition from the Town		1	1
Water & Septic		11,200	11,200
Soft Costs		22,897	22,897
Const. Cost		177,811	177,811
Misc.		19,000	19,000
<b>Total Uses</b>		<b>230,909</b>	<b>230,909</b>
Total Sources		253,330	271,754
Total Uses		(230,909)	(230,909)
<b>Developer Profit</b>		22,421	40,845
Profit as % of Costs		9.7%	17.7%

	<b>Size</b>	<b>Constr. Cost</b>	<b>\$ / s.f.</b>
<b>Home</b>	1,200	167,911	\$139.93
<b>Garage</b>	200	9,900	\$49.50
<b>Total</b>	<u>1,400</u>	<u>177,811</u>	
<b>Sales Price</b>		269,500	\$224.58

**Construction Cost Estimate**

**Water Supply**

Off Site Well		80,000	Number of Homes	15
Contingency @	10.0%	<u>8,000</u>	BRs per home	<u>3</u>
		88,000	Total BRs	<u>45</u> (requires off-site well)
Well Cost per home	15	5,867		

**Septic Field**

Estimated Cost		80,000
Septic Cost per home	15	5,333

		<b>Construction Cost Estimates</b>		
<b>Size of Home:</b>	<b>1,200</b>	<b>Per Sq. Foot</b>	<b>Per House</b>	
<b>Foundation</b>				
Footings and foundation labor		3.25	3,897	
Footings & foundation material		1.80	2,156	
Waterproofing, etc.		0.21	249	
Floors labor and material		2.07	2,487	
<b>Foundation Total</b>			<b>7.32</b>	<b>8,788</b>
<b>Structure</b>				
Labor for framing		7.60	9,120	
Trusses		3.45	4,145	
Panels and loose lumber		17.27	20,726	
Windows and Ex doors		3.87	4,643	
Siding - vinyl shakes		6.22	7,462	
Roofing		3.45	4,145	
Insulation - to code.		2.21	2,653	
Balconies and porches		3.45	4,145	
<b>Total - Structure</b>			<b>47.53</b>	<b>57,039</b>
				<b>Total - Structure</b>
<b>HVAC, Plumbing, Electric</b>				
HVAC		8.29	9,949	
Plumbing		10.36	12,436	
Electric		5.39	6,467	
Fire Protections		3.73	4,477	
<b>Total HVAC, etc.</b>			<b>27.77</b>	<b>33,328</b>
<b>Drywall</b>				
		8.98	10,778	
			<b>8.98</b>	<b>10,778</b>
<b>Interior Finishes</b>				
Materials		4.97	5,969	
Labor		4.15	4,974	
Painting		3.73	4,477	
Cabinets, vanities, granite counters		6.91	8,291	
<b>Total interior Finish</b>			<b>19.76</b>	<b>23,711</b>
<b>Flooring</b>				
Tile, ceramic		3.04	3,648	
Hardwood		3.59	4,311	
Carpet		1.66	1,990	
<b>Total Flooring</b>			<b>8.29</b>	<b>9,949</b>

		<b>Per Sq. Foot</b>		<b>Per House</b>	
<b>Misc.</b>					
Appliances		1.49		1,791	
Mirrors, shelving, towel bars, TP.		0.83		995	
			2.32		2,786
<b>Site Improvements</b>					
Driveways		0.83		995	
Sidewalks		0.41		497	
Site Work		0.83		995	
Punch Work		0.66		796	
Landscape		2.49		2,985	
Total - Site			5.22		6,268
			<hr/> <hr/>		<hr/> <hr/>
			\$ 127.21		152,647
<b>Garage</b>	s.f. of	200.00	\$45.00		<hr/> <hr/>
					9,000
Home size:	1,200				<hr/> <hr/>
Garage size	<u>200</u>				161,647
Total s.f.	<u>1,400</u>		Square feet		1,400
			Cost per s.f.		\$115.46

August 28, 2016

## Option 6 Pro Forma

## Rental Operations

## Nichewaug Inn - Rental Operations

## Sources of Funds

Conventional Debt	30.8%	1,489,000		
Federal Historic Tax Credit	16.8%	809,000		
State Historic Tax Credit	15.0%	724,000	No. Units	\$ / Unit
Mass Housing Workforce Hsng Subordinated. Loan	22.8%	1,100,000	11	100,000
Developer Equity	6.2%	300,000		
Deferred Developer Fee (net of dev. fee paid)	8.4%	407,000		
<b>Total</b>	<b>100.0%</b>	<b>4,829,000</b>		

## Uses of Funds

			<b>Certified Rehab Costs</b>	<b>Percent of Item</b>
Acquisition - cash at closing	0.0%	1	0	0.0%
Soft Costs	14.7%	708,000	530,000	74.9%
Water and Septic	1.7%	84,000	0	0.0%
Construction Costs - Buildings & Site	64.5%	3,112,657	2,888,657	92.8%
Const. Contingency @ 8.0%	5.2%	249,013	231,093	92.8%
Development Fee @ 18.0%	13.6%	657,000	609,719	92.8%
Miscellaneous (delta of Sources and Uses)	0.4%	18,329	0	92.8%
<b>Total</b>	<b>100.0%</b>	<b>4,829,000</b>	<b>4,259,469</b>	

Paid Development Fee			250,000		
			% available	Price	Amount
Eligible Rehabilitation Costs		4,259,469			
Max Fed. and State Historic Credits each	20.0%	851,894			
Projected Federal Credits		851,894	100.0%	\$0.95	809,299
Projected State Credits @	100.0%	851,894	100.0%	\$0.85	724,110
					<u>1,533,409</u>
Total Eligibility for SHTCs		851,894			
Total Developer Equity		300,000			
First Year Cash Flow		27,872			
First Year Return		9.3%			



**FEASIBILITY ISSUES WITH THIS OPTION / APPROACH**

1. The Mass Housing Program is new, and the funding may not be available / feasible;
2. The Federal & State Historic Tax Credits are likely to require retaining much of the internal layout and organization of the Nichewaug Inn, compromising marketability;
3. It can take two to four years to obtain the full allocation of State Historic Tax Credits.

**PowerPoint Presentation****Sources of Funds**

Conventional Debt	1,489,000
Federal Historic Credit	809,000
State Historic Credit	724,000
Mass Housing Program	1,100,000
Developer Equity	300,000
Deferred Developer Fee	407,000
Total	<u>4,829,000</u>

**Uses of Funds**

	<b>Rehab Costs</b>	
Acquisition	1	0
Soft Costs	708,000	530,000
Construction Costs	3,112,657	2,888,657
Const. Contingency	249,013	231,093
Development Fee	657,000	609,719
Miscellaneous	18,329	0
<b>Total</b>	<b><u>4,745,000</u></b>	<b><u>4,259,469</u></b>

**Rent Summary**

	Type	No. Units	Avg s.f. Leasable per unit	Rent per unit	Rent per s.f.
Inn	1 BR	8	846	\$1,185	\$1.40
Inn	2 BR	7	1,230	\$1,661	\$1.35

**Nichewaug Inn  
Revenue Summary**

	Type of Unit	No. Units	Number of Apartments	Avg s.f. Leasable per unit	Rentable Total s.f.	Rent per s.f.	Rent per unit	Monthly Rent	Annual Rent
Inn	1 BR		8	846	6,770	\$1.45	\$1,227	9,817	117,798
Inn	2 BR		7	1,230	8,610	\$1.35	\$1,661	11,624	139,482
			<u>0</u>		<u>15,380</u>			<u>21,440</u>	<u>257,280</u>
				1,025		\$1.39	\$1,429		
				Residential Revenues			257,280		
				Resid. Vacancy @		5.0%	<u>(12,864)</u>		
				<b>Annual Collections</b>			<b>244,416</b>		

**Construction Cost Estimate**

**Water Supply**

Well Drilling		40,000
Contingency @	10.0%	<u>4,000</u>
		44,000

**Septic Field**

Estimated Cost		40,000
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Exclusions per unit for Appliances and Cabinets, etc.: 6,000

Construction Costs	Unit s.f.	\$ per Unit \$/ s.f.	Amount	Exclusions from QRE
<b>Nichewaug Inn</b>	15			
Elevator			125,000	
Housing Unit Constructior	15,380	\$140.00	2,153,200	90,000
Music Room Construction	2,306	\$115.00	265,190	
Common Area Constructi	4,836	\$90.00	435,267	
Site and Landscaping			50,000	50,000
Parking	28	\$3,000.00	84,000	84,000
	<u>22,522</u>	<b>Subtotal</b>	<b>3,112,657</b>	
		<b>Total Construction</b>	<b>3,112,657</b>	<b>224,000</b>
				7.2%
<b>Cost per s.f.</b>	<b>Gross Bldg. Area</b>	<b>Cost</b>	<b>Cost per s.f.</b>	
	Inn	<u>22,522</u>	<u>3,112,657</u>	\$138.20
		22,522	3,112,657	<b>\$138.20</b>

Estimate of Soft Costs		Totals					QRE % of Maximum	QRE Amount
						Maximum is:	92.8%	
A & E. @ % of Const. Budget:	6.0%	186,759	mos	% out	Interest Rate	Amt	100.0%	173,319
Interest during Construction		41,692	14	60.0%	4.0%	1,489,000	100.0%	38,692
Interest on Bridge Loans for FHT	60.0%	33,991	14	100.0%	6.0%	485,579	100.0%	31,544
Interest on Bridge Loans for SHT	75.0%	38,016	14	100.0%	6.0%	543,082	100.0%	35,280
Closing Costs		75,000					50.0%	34,801
Tax Credit Sale / Transaction		25,000					50.0%	11,600
Legal and other Fees		75,000					50.0%	34,801
Lender Legal		25,000					50.0%	11,600
Deal Structure / Tax Advice		25,000					50.0%	11,600
Other		10,000					100.0%	9,280
Appraisal		8,500					0.0%	0
Environmental, including Report		2,500					100.0%	2,320
Survey		5,000					0.0%	0
Closing Costs - Out of Pocket - Title / Recordir		10,000					0.0%	0
Accounting/Cost Certification		10,000					100.0%	9,280
Taxes During Construction		15,000					100.0%	13,921
Insurance During Construction		10,000					100.0%	9,280
Pre-construction carrying costs		0					100.0%	0
Operating Costs During Construction		0					100.0%	0
Year 1 Operating Deficit		15,000					100.0%	13,921
Building Permit @	0.60%	18,676					100.0%	17,332
Dev., Hist. Preservation and Misc. Consulting		30,000					100.0%	27,841
Accounting During Construction		8,000					100.0%	7,424
Historic tax credit recapture insurance		10,000					100.0%	9,280
Inspecting Engineer		5,000					100.0%	4,640
Miscellaneous		3,400					100.0%	3,155
Soft Cost Contingency @	5.0%	20,985					100.0%	19,475
<b>Total</b>		<b>708,000</b>						<b>530,000</b>
Estimated Costs Eligible for Rehabilitation Tax Credit Base				74.9%				
Amount for Tax Credit Base								530,000
Soft Costs Excluding Interest and A & E								<b>407,542</b>

**Estimated Operating Costs**

	Number of apartments	Per Unit Per Year	Total Budget 15
<b>Utilities</b>			
	Common Area Electric	234	3,515
	Electricity - Vacant	13	194
	Water/Sewer	721	10,817
	Gas Heat & Hot Water	262	3,927
	<b>Subtotal:</b>	<u>1,230</u>	<u>18,453</u>
<b>Repairs and Maintenance</b>			
	Air Conditioning	22	336
	Heating	51	758
	Plumbing	19	285
	Roofing	15	220
	Electric	15	219
	R & M Sprinklers	28	420
	Fire Alarm/Exstinq. Inspecct.	38	563
	Carpet/Flooring	30	450
	R & M Building Supplies	63	938
	Keys, Locks & Doors	15	228
	Trash Compactor	0	0
	Appliances	28	423
	Common Areas	25	375
	Misc. R & M	50	750
	Apt. Turnover - Repairs	50	750
	<b>Subtotal:</b>	<u>448</u>	<u>6,714</u>

		<b>Per Unit Per Year</b>	<b>Total Budget 15</b>
<b>Contract Services</b>			
Cleaning - Apt. Turnover		94	1,404
Janitor - Contract		116	1,743
Trash/Recycling Maint.		50	750
Window Cleaning		37	550
Painting - Apt. Turnover		224	3,360
Trash Removal		139	2,087
Elevator Contract		160	2,400
Grounds Contract		150	2,249
Snow Removal Contract		471	7,070
Bldg. Maint. Payroll		350	5,250
Carpet Cleaning		38	563
HVAC Contract Maint.		32	480
	<b>Subtotal:</b>	<u>1,860</u>	<u>27,904</u>
<b>Insurance, Mgmt. Fee, Taxes</b>			
Mgmt. Fee @ 5.00%		815	12,221
Real Estate Taxes		1,429	21,440
Personal Property Taxes		27	398
Property Insurance		712	10,676
	<b>Subtotal:</b>	<u>2,982</u>	<u>44,734</u>
<b>General and Administrative</b>			
Manager/Leasing Payroll		250	3,750
Legal and Professional		15	221
Audit / tax return		236	3,544
Office		25	375
Bad Debt		250	3,750
Misc. Admin.		15	224
	<b>Subtotal:</b>	<u>791</u>	<u>11,863</u>
	<b>Total Expenses</b>	<u><u>7,311</u></u>	<u><u>109,669</u></u>
Replacement Reserve @ \$ / unit		300	4,500
<b>Expenses plus Replacement Reserve</b>		<u><u>7,611</u></u>	<u><u>114,169</u></u>

Summary of Operating Costs		Per Unit	Total
			15
Utilities.		1,230	18,453
Repairs and Maintenance		448	6,714
Contract Services		1,860	27,904
Insurance, Mgmt Fee, Taxes		2,982	44,734
General and Admin		791	11,863
Replacement Reserves		300	4,500
	<b>Totals</b>	<b>7,611</b>	<b>114,169</b>
Operating Costs @ \$ per unit	6,182	92,729	} 114,169
Residential Property Taxes @ \$ / unit of:	1,429	21,440	
<b>Total Operating Costs</b>		<b>114,169</b>	
Operating Costs / s.f.	15,380	\$7.42	(on leasable s.f.)
Operating Costs / unit	15	7,611	

**Debt Service and Cash Flow****Net Operating Income**

Annual Collections		244,416
Annual Operating Expenses		<u>(114,169)</u>
Net Operating Income		130,247

Value @ Cap Rate of:	7.0%	1,860,675
Max Loan @ LTV of:	80.0%	1,488,540

**Conventional Loan**

Amount of Loan		1,488,540
Interest Rate	4.00%	
Debt Service Coverage:	1.381	
Term - years	25	
Debt Service		94,285
Debt Service Constant		6.334%
Interest Payment, year 1		59,542
Principal Payment		34,743
Payment to FHTC @	1.0%	8,090
Cash Flow after Debt Service		27,872
Amount of Cash Equity Investment		300,000



**Six Year Operating Projection:**

Revenues increase	0.0%	2.0%	2.0%	2.0%	2.0%	2.0%	
Operating Expense	0.0%	2.0%	2.0%	2.0%	2.0%	2.0%	
	<b>Years</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>Revenues</b>		244,416	249,304	254,290	259,376	264,564	269,855
<b>Expenses</b>		(114,169)	(116,452)	(118,781)	(121,157)	(123,580)	(126,052)
<b>Net Op. Income</b>		130,247	132,852	135,509	138,219	140,984	143,803
<b>Interest Payments</b>		(59,542)	(58,152)	(56,707)	(55,203)	(53,640)	(52,014)
<b>Payment to FHTC</b>		(8,090)	(8,090)	(8,090)	(8,090)	(8,090)	0
<b>Principal Payment</b>		(34,743)	(36,133)	(37,578)	(39,081)	(40,645)	(42,270)
<b>Cash Flow</b>		27,872	30,477	33,134	35,845	38,609	49,519
<b>Loan Balance</b>		1,453,797	1,417,664	1,380,085	1,341,004	1,300,360	1,258,089

Option	Total Units	Total BRs	Profit Loss Bonz + 10%	Percent Profit	% Added to Bonz for feasibility	Well PWS	Net Benefit to Town
1 Nichewaug + Academy	29	43	(2,311,333)	-30.7%	110.0% 68.0%	PWS Off Site	2,721,496
2 Nichewaug Inn	15	22	(1,665,234)	-37.4%	110.0%	PWS On Site	863,199
3 Nichewaug Inn 3 Single Family	9 3	12 9	(2,822,855) 121,007	-40.4% 13.3%	120.0% 17.0%	Existing Private }	383,125
4 4 Single Family	4	12	161,343	13.3%	17.0%	Existing	(917,050)
5 15 Townhouses	15	45	336,313	9.7%	18.0%	PWS Off Site	198,320
6 Nichewaug as Rental	15	22	N/A			PWS On Site	(552,535)

**Construction Cost Estimates**

Option	Total Units	Total BRs	Total Const. \$ Incl. Conting.	Gross s.f.	Cost per Gross s.f.	Saleable s.f.	Cost per Salable s.f
1 Academy Building	14	21	2,542,265	20,060	\$126.73	13,470	\$188.74
2 Nichewaug Inn	15	22	3,671,668	23,488	\$156.32	15,380	\$238.73
3 Nichewaug Inn 3 Single Family	9 3	12 9	2,332,300 238,298	14,680 1,900	\$158.87 \$125.42	9,290 1,500	\$251.05 \$158.87
4 4 Single Family	4	12	238,298	1,900	\$125.42	1,500	\$158.87
5 15 Townhouses	15	45	177,811	1,400	\$127.01	1,200	\$148.18
6 Nichewaug as Rental	15	22	3,361,670	23,488	\$143.12	15,380	\$218.57

**Summary of 12 Month Comparable Sales**

	<b>Sales Price</b>	<b>Square Feet</b>	<b>Price / s.f.</b>
Minimum	\$229,000	1,196	\$191.47
Maximum	\$500,000	3,694	\$135.35
Median	\$274,950	2,126	\$129.33
Average	\$303,446	2,164	\$140.22

N = 49

**Bonz Market Study**

**Exhibit 4 - Estimated Sales Price of Proposed Units**

<b>Unit Type</b>	<b>Size</b>	<b>Price / SF Range</b>		<b>Potential Sales Price</b>	
1 BR Condo	700	\$165	\$175	\$115,500	\$122,500
1 BR Condo	900	\$165	\$175	\$148,500	\$157,500
2 BR Condo	1,000	\$165	\$175	\$165,000	\$175,000
2 BR Condo	1,400	\$165	\$175	\$231,000	\$245,000
2 BR SFH	1,600	\$165	\$175	\$264,000	\$280,000
3 BR SFH	2,000	\$165	\$175	\$330,000	\$350,000