

**Nichewaug Inn - Cost Benefit Analysis**

**Based on Bonz plus 10%**

**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)

Annual Maintenance & Insurance @ 1,200

Current Tax Rate \$16.42 per thousand

**Bonding of Costs**

Years	Annual Debt Service	Interest	Principal	Balance End of Year	Plus Operations	Cumulative Cost
				<b>1,150,000</b>		
1	77,298	34,500	42,798	1,107,202	1,200	78,498
2	77,298	33,216	44,082	1,063,120	1,236	157,032
3	77,298	31,894	45,404	1,017,715	1,273	235,603
4	77,298	30,531	46,767	970,949	1,311	314,213
5	77,298	29,128	48,170	922,779	1,351	392,861
6	77,298	27,683	49,615	873,165	1,391	471,550
7	77,298	26,195	51,103	822,061	1,433	550,281
8	77,298	24,662	52,636	769,425	1,476	629,055
9	77,298	23,083	54,215	715,210	1,520	707,874
10	77,298	21,456	55,842	659,368	1,566	786,737
11	77,298	19,781	57,517	601,851	1,613	865,648
12	77,298	18,056	59,243	542,609	1,661	944,607
13	77,298	16,278	61,020	481,589	1,711	1,023,616
14	77,298	14,448	62,850	418,738	1,762	1,102,676
15	77,298	12,562	64,736	354,002	1,815	1,181,790
16	77,298	10,620	66,678	287,325	1,870	1,260,957
17	77,298	8,620	68,678	218,646	1,926	1,340,181
18	77,298	6,559	70,739	147,908	1,983	1,419,462
19	77,298	4,437	72,861	75,047	2,043	1,498,803
20	77,298	2,251	75,047	(0)	2,104	1,578,206
<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	5,553,625	
Assessed Value percent	<u>90.0%</u>	
Assessed Value	4,998,263	
Tax Rate	\$16.42	
Annual Property taxes	82,071	
Annual Inflation	3.01%	= average increase of avg. single family homes over 10 years)

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

Annual School Costs      18,220      Estimated annual increase:      3.0%      (please see p. 9 below for assumptions)

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	56,727	18,220	82,071	7,125	7,125
2	56,727	18,768	84,542	9,047	16,173
3	56,727	19,333	87,087	11,027	27,200
4	56,727	19,915	89,708	13,066	40,266
5	56,727	20,514	92,408	15,167	55,434
6	56,727	21,132	95,190	17,331	72,765
7	56,727	21,768	98,055	19,560	92,325
8	56,727	22,423	101,006	21,857	114,182
9	56,727	23,098	104,046	24,222	138,404
10	56,727	23,793	107,178	26,659	165,062
11	56,727	24,509	110,404	29,168	194,231
12	56,727	25,247	113,727	31,754	225,985
13	56,727	26,007	117,151	34,417	260,402
14	56,727	26,790	120,677	37,161	297,563
15	56,727	27,596	124,309	39,987	337,549
16	56,727	28,427	128,051	42,898	380,447
17	56,727	29,282	131,905	45,896	426,343
18	56,727	30,164	135,876	48,985	475,328
19	56,727	31,072	139,966	52,167	527,496
20	56,727	32,007	144,179	55,445	582,941
	<u>1,134,532</u>	<u>490,063</u>	<u>2,207,536</u>	<u>582,941</u>	

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

Total Sales value		2,960,650
Assessed Value percent		90.0%
Assessed Value		<u>2,664,585</u>
Tax Rate		\$16.42
Annual Property taxes		43,752
Annual Inflation		3.01%
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

Annual School Costs                      9,256      Estimated annual increase:                      3.0%

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	70,209	9,256	43,752	(35,713)	(35,713)
2	70,209	9,535	45,069	(34,674)	(70,387)
3	70,209	9,822	46,426	(33,605)	(103,992)
4	70,209	10,117	47,823	(32,503)	(136,495)
5	70,209	10,422	49,263	(31,368)	(167,863)
6	70,209	10,735	50,746	(30,199)	(198,062)
7	70,209	11,059	52,273	(28,995)	(227,057)
8	70,209	11,391	53,847	(27,754)	(254,811)
9	70,209	11,734	55,467	(26,476)	(281,287)
10	70,209	12,088	57,137	(25,160)	(306,447)
11	70,209	12,451	58,857	(23,804)	(330,251)
12	70,209	12,826	60,628	(22,407)	(352,658)
13	70,209	13,212	62,453	(20,968)	(373,626)
14	70,209	13,610	64,333	(19,486)	(393,112)
15	70,209	14,020	66,270	(17,959)	(411,072)
16	70,209	14,442	68,264	(16,387)	(427,458)
17	70,209	14,876	70,319	(14,766)	(442,225)
18	70,209	15,324	72,436	(13,098)	(455,322)
19	70,209	15,785	74,616	(11,379)	(466,701)
20	70,209	16,260	76,862	(9,608)	(476,309)
	<u>1,404,186</u>	<u>248,965</u>	<u>1,176,842</u>	<u>(476,309)</u>	

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

Sales value - Inn	1,788,325
Sales value - homes	<u>1,097,250</u>
Total Sales	2,885,575
Assessed Value percent	<u>90.0%</u>
Assessed Value	2,597,018
Tax Rate	\$16.42
Annual Property taxes	42,643
Annual Inflation	3.01%

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

Annual School Costs                    23,244    Estimated annual increase:                    3.0%

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	75,992	23,244	42,643	(56,593)	(56,593)
2	75,992	23,944	43,927	(56,009)	(112,602)
3	75,992	24,664	45,249	(55,408)	(168,010)
4	75,992	25,407	46,611	(54,788)	(222,798)
5	75,992	26,171	48,014	(54,150)	(276,948)
6	75,992	26,959	49,459	(53,492)	(330,440)
7	75,992	27,771	50,948	(52,815)	(383,255)
8	75,992	28,607	52,481	(52,117)	(435,373)
9	75,992	29,468	54,061	(51,399)	(486,772)
10	75,992	30,355	55,688	(50,659)	(537,430)
11	75,992	31,268	57,364	(49,896)	(587,326)
12	75,992	32,210	59,091	(49,111)	(636,437)
13	75,992	33,179	60,870	(48,301)	(684,738)
14	75,992	34,178	62,702	(47,468)	(732,206)
15	75,992	35,206	64,589	(46,609)	(778,816)
16	75,992	36,266	66,533	(45,725)	(824,541)
17	75,992	37,358	68,536	(44,814)	(869,355)
18	75,992	38,482	70,599	(43,875)	(913,230)
19	75,992	39,641	72,724	(42,909)	(956,139)
20	75,992	40,834	74,913	(41,913)	(998,052)
	<u>1,519,841</u>	<u>625,211</u>	<u>1,147,000</u>	<u>(998,052)</u>	

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

Sales value - homes	365,750	per home
Total Sales	1,463,000	
Assessed Value percent	90.0%	
Assessed Value	1,316,700	
Tax Rate	\$16.42	
Annual Property taxes	21,620	
Annual Inflation	3.01%	

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

Annual School Costs                      24,700      Estimated annual increase:                      3.0%

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	77,064	24,700	21,620	(80,144)	(80,144)
2	77,064	25,443	22,271	(80,237)	(160,381)
3	77,064	26,209	22,941	(80,332)	(240,713)
4	77,064	26,998	23,632	(80,431)	(321,144)
5	77,064	27,811	24,343	(80,532)	(401,676)
6	77,064	28,648	25,076	(80,636)	(482,312)
7	77,064	29,510	25,831	(80,744)	(563,056)
8	77,064	30,399	26,608	(80,855)	(643,911)
9	77,064	31,314	27,409	(80,969)	(724,879)
10	77,064	32,256	28,234	(81,086)	(805,966)
11	77,064	33,227	29,084	(81,207)	(887,173)
12	77,064	34,227	29,959	(81,332)	(968,505)
13	77,064	35,257	30,861	(81,460)	(1,049,965)
14	77,064	36,319	31,790	(81,593)	(1,131,558)
15	77,064	37,412	32,747	(81,729)	(1,213,287)
16	77,064	38,538	33,733	(81,870)	(1,295,157)
17	77,064	39,698	34,748	(82,014)	(1,377,171)
18	77,064	40,893	35,794	(82,163)	(1,459,334)
19	77,064	42,124	36,871	(82,317)	(1,541,651)
20	77,064	43,392	37,981	(82,475)	(1,624,125)
	1,541,286	664,374	581,535	(1,624,125)	

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

Sales value - homes	269,500	per townhouse
Total Sales	4,042,500	
Assessed Value percent	90.0%	
Assessed Value	3,638,250	
Tax Rate	\$16.42	
Annual Property taxes	59,740	
Annual Inflation	3.01%	

Total Cost		971,629
Cont. & Mgmt	10.0%	97,163
Issuance Cost	8.0%	<u>77,730</u>
Amount of Debt		1,146,522
Debt Service @	6.7216%	77,064

Annual School Costs                      14,820      Estimated annual increase:                      3.0%

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	77,064	14,820	59,740	(32,144)	(32,144)
2	77,064	15,266	61,538	(30,792)	(62,936)
3	77,064	15,726	63,391	(29,399)	(92,336)
4	77,064	16,199	65,299	(27,965)	(120,300)
5	77,064	16,687	67,264	(26,487)	(146,787)
6	77,064	17,189	69,289	(24,964)	(171,751)
7	77,064	17,706	71,374	(23,396)	(195,148)
8	77,064	18,239	73,523	(21,781)	(216,928)
9	77,064	18,788	75,736	(20,117)	(237,045)
10	77,064	19,354	78,015	(18,403)	(255,448)
11	77,064	19,936	80,364	(16,637)	(272,084)
12	77,064	20,536	82,783	(14,818)	(286,902)
13	77,064	21,154	85,274	(12,944)	(299,847)
14	77,064	21,791	87,841	(11,014)	(310,861)
15	77,064	22,447	90,485	(9,026)	(319,887)
16	77,064	23,123	93,209	(6,978)	(326,866)
17	77,064	23,819	96,014	(4,869)	(331,734)
18	77,064	24,536	98,904	(2,696)	(334,430)
19	77,064	25,274	101,881	(457)	(334,887)
20	77,064	26,035	104,948	1,849	(333,039)
	<u>1,541,286</u>	<u>398,624</u>	<u>1,606,872</u>	<u>(333,039)</u>	

**Option 6 Analysis      Rental - Inn                      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		3.0%
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

Annual School Costs                      9,256      Estimated annual increase:                      3.0%

<b>Years</b>	<b>Annual Debt Service</b>	<b>Annual School Costs</b>	<b>Annual Revenues</b>	<b>Net Rev. per year</b>	<b>Cumulative Revenues</b>
1	56,727	9,256	21,440	(44,543)	(44,543)
2	56,727	9,535	22,085	(44,176)	(88,718)
3	56,727	9,822	22,750	(43,798)	(132,517)
4	56,727	10,117	23,435	(43,409)	(175,925)
5	56,727	10,422	24,140	(43,008)	(218,934)
6	56,727	10,735	24,867	(42,595)	(261,529)
7	56,727	11,059	25,615	(42,170)	(303,699)
8	56,727	11,391	26,386	(41,732)	(345,430)
9	56,727	11,734	27,181	(41,280)	(386,710)
10	56,727	12,088	27,999	(40,815)	(427,526)
11	56,727	12,451	28,842	(40,336)	(467,862)
12	56,727	12,826	29,710	(39,843)	(507,705)
13	56,727	13,212	30,604	(39,335)	(547,040)
14	56,727	13,610	31,525	(38,811)	(585,852)
15	56,727	14,020	32,474	(38,272)	(624,124)
16	56,727	14,442	33,451	(37,717)	(661,840)
17	56,727	14,876	34,458	(37,144)	(698,985)
18	56,727	15,324	35,496	(36,555)	(735,540)
19	56,727	15,785	36,564	(35,948)	(771,488)
20	56,727	16,260	37,665	(35,322)	(806,810)
	<u>1,134,532</u>	<u>248,965</u>	<u>576,687</u>	<u>(806,810)</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				



**Estimates of number of school aged children**

In 2003 and 2004 Concord Square participated in a major study carried out by the Center for Urban and Regional Policy at Northeastern University in conjunction with the analysis related to the proposed passage of Smart Growth Zoning, Chapter 40R, and the related Smart Growth School Cost Insurance Supplement, Chapter 40S. The former was passed by the legislature and signed by the Governor in 2004 as Chapter 40R to the Mass General Laws, and the latter was passed and signed in 2005 as Chapter 40S. In both cases, the legislature, the Secretary of Administration and Finance, and the Governor accepted the school cost assumptions and the analysis that was prepared.

The number of School Aged Children assumed for various housing types was as follows:

**Estimated number of School Aged Children (SAC)  
Per Housing Type**

One Bedroom	0.045
Two Bedroom	0.152
Single Family Home (3 BRs)	0.95

**Estimated Cost / SAC**

School Choice Revenue	5,000	
Other Costs, Averaged: 30.0%	<u>1,500</u>	(this is a guess, and not based on any analysis)
<b>Budget Amount per student:</b>	<b>6,500</b>	

	<b>Option 1 Inn + Acad. Condos</b>	<b>Option 2 Inn 15 Condos</b>	<b>Option 3 Inn - 9 units Homes - 3</b>	<b>Option 4 Homes - 4</b>	<b>Option 5 Townhouses 15</b>	<b>Option 6 Inn Rental</b>
<b>Number of Units / type</b>						
# 1 BR	15	8	6			8
# 2 BR	14	7	3		15	7
# Single Family	0		3	4		
<b>Number of SAC / type</b>						
1 BR	0.675	0.36	0.27	0	0	0.36
2 BR	2.128	1.064	0.456	0	2.28	1.064
Single Family	0	0	2.85	3.8	0	0
<b>Total per option</b>	<u>2.803</u>	<u>1.424</u>	<u>3.576</u>	<u>3.8</u>	<u>2.28</u>	<u>1.424</u>
<b>Education Costs</b>	<b>18,220</b>	<b>9,256</b>	<b>23,244</b>	<b>24,700</b>	<b>14,820</b>	<b>9,256</b>

**Nichewaug Inn - Cost Benefit Analysis**

**Based on Financial Feasibility Amounts**

**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	Plus Operations	Cumulative Cost
				<b>1,150,000</b>		
1	77,298	34,500	42,798	1,107,202	1,200	78,498
2	77,298	33,216	44,082	1,063,120	1,236	157,032
3	77,298	31,894	45,404	1,017,715	1,273	235,603
4	77,298	30,531	46,767	970,949	1,311	314,213
5	77,298	29,128	48,170	922,779	1,351	392,861
6	77,298	27,683	49,615	873,165	1,391	471,550
7	77,298	26,195	51,103	822,061	1,433	550,281
8	77,298	24,662	52,636	769,425	1,476	629,055
9	77,298	23,083	54,215	715,210	1,520	707,874
10	77,298	21,456	55,842	659,368	1,566	786,737
11	77,298	19,781	57,517	601,851	1,613	865,648
12	77,298	18,056	59,243	542,609	1,661	944,607
13	77,298	16,278	61,020	481,589	1,711	1,023,616
14	77,298	14,448	62,850	418,738	1,762	1,102,676
15	77,298	12,562	64,736	354,002	1,815	1,181,790
16	77,298	10,620	66,678	287,325	1,870	1,260,957
17	77,298	8,620	68,678	218,646	1,926	1,340,181
18	77,298	6,559	70,739	147,908	1,983	1,419,462
19	77,298	4,437	72,861	75,047	2,043	1,498,803
20	77,298	2,251	75,047	(0)	2,104	1,578,206
<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	90.0%	
Assessed Value	8,651,097	
Tax Rate	\$16.42	
Annual Property taxes	142,051	
Annual Inflation	3.01%	= average increase of avg. single family homes over 10 years)

Total Cost		715,211
Cont. & Mgmt	10.0%	71,521
Issuance Cost	8.0%	57,217
Amount of Debt		843,949
Debt Service @	6.7216%	56,727

Annual School Costs      18,220      Estimated annual increase:      3.0%      (please see p. 18 below for assumptions)

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	56,727	18,220	142,051	67,105	67,105
2	56,727	18,768	146,327	70,832	137,937
3	56,727	19,333	150,731	74,672	212,609
4	56,727	19,915	155,268	78,627	291,236
5	56,727	20,514	159,942	82,701	373,937
6	56,727	21,132	164,756	86,898	460,835
7	56,727	21,768	169,715	91,221	552,055
8	56,727	22,423	174,824	95,674	647,729
9	56,727	23,098	180,086	100,261	747,991
10	56,727	23,793	185,506	104,987	852,977
11	56,727	24,509	191,090	109,854	962,832
12	56,727	25,247	196,842	114,868	1,077,700
13	56,727	26,007	202,767	120,033	1,197,733
14	56,727	26,790	208,870	125,354	1,323,087
15	56,727	27,596	215,157	130,834	1,453,922
16	56,727	28,427	221,633	136,480	1,590,402
17	56,727	29,282	228,305	142,296	1,732,697
18	56,727	30,164	235,176	148,286	1,880,983
19	56,727	31,072	242,255	154,457	2,035,440
20	56,727	32,007	249,547	160,814	2,196,254
	<u>1,134,532</u>	<u>490,063</u>	<u>3,820,849</u>	<u>2,196,254</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		3.01%
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

Annual School Costs                      9,256      Estimated annual increase:                      3.0%

<b>Years</b>	<b>Annual Debt Service</b>	<b>Annual School Costs</b>	<b>Annual Revenues</b>	<b>Net Rev. per year</b>	<b>Cumulative Revenues</b>
1	70,209	9,256	83,527	4,062	4,062
2	70,209	9,535	86,042	6,298	10,360
3	70,209	9,822	88,632	8,601	18,961
4	70,209	10,117	91,299	10,973	29,933
5	70,209	10,422	94,047	13,416	43,350
6	70,209	10,735	96,878	15,934	59,283
7	70,209	11,059	99,794	18,526	77,810
8	70,209	11,391	102,798	21,197	99,007
9	70,209	11,734	105,892	23,949	122,956
10	70,209	12,088	109,080	26,783	149,739
11	70,209	12,451	112,363	29,702	179,441
12	70,209	12,826	115,745	32,710	212,151
13	70,209	13,212	119,229	35,808	247,958
14	70,209	13,610	122,818	38,999	286,957
15	70,209	14,020	126,515	42,286	329,243
16	70,209	14,442	130,323	45,672	374,914
17	70,209	14,876	134,245	49,160	424,074
18	70,209	15,324	138,286	52,753	476,827
19	70,209	15,785	142,449	56,454	533,281
20	70,209	16,260	146,736	60,267	593,548
	<u>1,404,186</u>	<u>248,965</u>	<u>2,246,699</u>	<u>593,548</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	3.01%

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

Annual School Costs                      23,244      Estimated annual increase:                      3.0%

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	75,992	23,244	70,103	(29,133)	(29,133)
2	75,992	23,944	72,213	(27,723)	(56,856)
3	75,992	24,664	74,386	(26,270)	(83,126)
4	75,992	25,407	76,626	(24,773)	(107,899)
5	75,992	26,171	78,932	(23,232)	(131,131)
6	75,992	26,959	81,308	(21,644)	(152,775)
7	75,992	27,771	83,755	(20,008)	(172,782)
8	75,992	28,607	86,276	(18,323)	(191,105)
9	75,992	29,468	88,873	(16,587)	(207,691)
10	75,992	30,355	91,548	(14,799)	(222,490)
11	75,992	31,268	94,304	(12,957)	(235,447)
12	75,992	32,210	97,142	(11,059)	(246,506)
13	75,992	33,179	100,066	(9,105)	(255,611)
14	75,992	34,178	103,078	(7,091)	(262,702)
15	75,992	35,206	106,181	(5,018)	(267,720)
16	75,992	36,266	109,377	(2,881)	(270,601)
17	75,992	37,358	112,669	(681)	(271,282)
18	75,992	38,482	116,061	1,586	(269,695)
19	75,992	39,641	119,554	3,921	(265,774)
20	75,992	40,834	123,153	6,327	(259,447)
	<u>1,519,841</u>	<u>625,211</u>	<u>1,885,605</u>	<u>(259,447)</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	3.01%	

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

Annual School Costs                      24,700      Estimated annual increase:                      3.0%

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	77,064	24,700	22,996	(78,768)	(78,768)
2	77,064	25,443	23,688	(78,820)	(157,588)
3	77,064	26,209	24,401	(78,872)	(236,460)
4	77,064	26,998	25,136	(78,927)	(315,387)
5	77,064	27,811	25,892	(78,983)	(394,370)
6	77,064	28,648	26,672	(79,041)	(473,410)
7	77,064	29,510	27,474	(79,100)	(552,511)
8	77,064	30,399	28,301	(79,161)	(631,672)
9	77,064	31,314	29,153	(79,224)	(710,896)
10	77,064	32,256	30,031	(79,290)	(790,186)
11	77,064	33,227	30,935	(79,356)	(869,542)
12	77,064	34,227	31,866	(79,425)	(948,968)
13	77,064	35,257	32,825	(79,497)	(1,028,465)
14	77,064	36,319	33,813	(79,570)	(1,108,034)
15	77,064	37,412	34,831	(79,645)	(1,187,679)
16	77,064	38,538	35,879	(79,723)	(1,267,402)
17	77,064	39,698	36,959	(79,803)	(1,347,205)
18	77,064	40,893	38,072	(79,885)	(1,427,091)
19	77,064	42,124	39,218	(79,970)	(1,507,061)
20	77,064	43,392	40,398	(80,058)	(1,587,119)
	1,541,286	664,374	618,541	(1,587,119)	

**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	3.01%	

Total Cost		971,629
Cont. & Mgmt	10.0%	97,163
Issuance Cost	8.0%	<u>77,730</u>
Amount of Debt		1,146,522
Debt Service @	6.7216%	77,064

Annual School Costs                      14,820      Estimated annual increase:                      3.0%

Years	Annual Debt Service	Annual School Costs	Annual Revenues	Net Rev. per year	Cumulative Revenues
1	77,064	14,820	64,085	(27,800)	(27,800)
2	77,064	15,266	66,014	(26,317)	(54,116)
3	77,064	15,726	68,001	(24,789)	(78,905)
4	77,064	16,199	70,048	(23,216)	(102,121)
5	77,064	16,687	72,156	(21,595)	(123,716)
6	77,064	17,189	74,328	(19,925)	(143,641)
7	77,064	17,706	76,565	(18,205)	(161,846)
8	77,064	18,239	78,870	(16,434)	(178,280)
9	77,064	18,788	81,244	(14,609)	(192,888)
10	77,064	19,354	83,689	(12,729)	(205,617)
11	77,064	19,936	86,208	(10,792)	(216,409)
12	77,064	20,536	88,803	(8,797)	(225,207)
13	77,064	21,154	91,476	(6,743)	(231,949)
14	77,064	21,791	94,230	(4,626)	(236,575)
15	77,064	22,447	97,066	(2,446)	(239,021)
16	77,064	23,123	99,988	(200)	(239,220)
17	77,064	23,819	102,997	2,114	(237,106)
18	77,064	24,536	106,097	4,497	(232,609)
19	77,064	25,274	109,291	6,952	(225,656)
20	77,064	26,035	112,581	9,481	(216,175)
	<u>1,541,286</u>	<u>398,624</u>	<u>1,723,735</u>	<u>(216,175)</u>	

**Option 6 Analysis**      **Rental - Inn**      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		3.01%
Total Cost		715,211
Cont. & Mgmt	10.0%	71,521
Issuance Cost	8.0%	57,217
Amount of Debt		843,949
Debt Service @	6.7216%	56,727

Annual School Costs                      9,256      Estimated annual increase:                      3.0%

<b>Years</b>	<b>Annual Debt Service</b>	<b>Annual School Costs</b>	<b>Annual Revenues</b>	<b>Net Rev. per year</b>	<b>Cumulative Revenues</b>
1	56,727	9,256	21,440	(44,543)	(44,543)
2	56,727	9,535	22,085	(44,176)	(88,718)
3	56,727	9,822	22,750	(43,798)	(132,517)
4	56,727	10,117	23,435	(43,409)	(175,925)
5	56,727	10,422	24,140	(43,008)	(218,934)
6	56,727	10,735	24,867	(42,595)	(261,529)
7	56,727	11,059	25,615	(42,170)	(303,699)
8	56,727	11,391	26,386	(41,732)	(345,430)
9	56,727	11,734	27,181	(41,280)	(386,710)
10	56,727	12,088	27,999	(40,815)	(427,526)
11	56,727	12,451	28,842	(40,336)	(467,862)
12	56,727	12,826	29,710	(39,843)	(507,705)
13	56,727	13,212	30,604	(39,335)	(547,040)
14	56,727	13,610	31,525	(38,811)	(585,852)
15	56,727	14,020	32,474	(38,272)	(624,124)
16	56,727	14,442	33,451	(37,717)	(661,840)
17	56,727	14,876	34,458	(37,144)	(698,985)
18	56,727	15,324	35,496	(36,555)	(735,540)
19	56,727	15,785	36,564	(35,948)	(771,488)
20	56,727	16,260	37,665	(35,322)	(806,810)
	<u>1,134,532</u>	<u>248,965</u>	<u>576,687</u>	<u>(806,810)</u>	



Town Costs per Option	Inn + Acad. Condos	Inn 15 Condos	Inn - 9 units Homes - 3	Homes - 4	Townhouses 15	Inn 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				

**Estimates of number of school aged children**

In 2003 and 2004 Concord Square participated in a major study carried out by the Center for Urban and Regional Policy at Northeastern University in conjunction with the analysis related to the proposed passage of Smart Growth Zoning, Chapter 40R, and the related Smart Growth School Cost Insurance Supplement, Chapter 40S. The former was passed by the legislature and signed by the Governor in 2004 as Chapter 40R to the Mass General Laws, and the latter was passed and signed in 2005 as Chapter 40S. In both cases, the legislature, the Secretary of Administration and Finance, and the Governor accepted the school cost assumptions and the analysis that was prepared.

The number of School Aged Children assumed for various housing types was as follows:

**Estimated number of School Aged Children (SAC) per housing type:**

One Bedroom	0.045
Two Bedroom	0.152
Single Family Home (3 BRs)	0.95

**Estimated Cost / SAC**

School Choice Revenue	5,000	
Other Costs, Averaged: 30.0%	1,500	(this is a guess, and not based on any analysis)
<b>Budget Amount per student:</b>	<b>6,500</b>	

	<b>Option 1 Inn + Acad. Condos</b>	<b>Option 2 Inn 15 Condos</b>	<b>Option 3 Inn - 9 units Homes - 3</b>	<b>Option 4 Homes - 4</b>	<b>Option 5 Townhouses 15</b>	<b>Option 6 Inn Rental</b>
<b>Number of Units / type</b>						
# 1 BR	15	8	6			8
# 2 BR	14	7	3		15	7
# Single Family	0		3	4	0	
<b>Number of SAC / type</b>						
1 BR	0.675	0.36	0.27	0	0	0.36
2 BR	2.128	1.064	0.456	0	2.28	1.064
Single Family	0	0	2.85	3.8	0	0
<b>Total per option</b>	<b>2.803</b>	<b>1.424</b>	<b>3.576</b>	<b>3.8</b>	<b>2.28</b>	<b>1.424</b>
<b>Education Costs</b>	<b>18,220</b>	<b>9,256</b>	<b>23,244</b>	<b>24,700</b>	<b>14,820</b>	<b>9,256</b>

**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**

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	To
	Contingency @	10.0%		<u>8,000</u>	Academy	Nichewaug
	<b>Total</b>			<b>88,000</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>s.f.</b>	<b>\$/ s.f.</b>	<b>Amount</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>3,337,880</b>	
				<b>Total Construction</b>	<b>5,649,030</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
<b>Nichewaug Inn</b>										
<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 Bedrooms	Total Sale Proceeds	Saleable s.f.	Avg Price per s.f.	Avg Price per unit
# 1 BRs	1 BRs	1 BRs		2 BRs						
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		<u>(4,448,245)</u>	<u>(4,448,245)</u>
<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						
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%	<b>Projected Demo Cost for Developer</b> <u>\$315,019</u>
		<u>\$22,289</u>	
	<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	
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%**

**Construction Cost Estimate**

**Water Supply**

Offsite Well Costs		80,000	Nichewaug Share
Contingency @	10.0%	<u>8,000</u>	<u>50.0%</u>
<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	<u>84,000</u>
		<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
	N 105	2		1,200	\$175.00	210,000	231,000		441,000	441,000
Floor 2	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
	N 205	2		1,200	\$175.00	210,000	231,000		441,000	441,000
Floor 3	N 301	2		1,260	\$175.00	220,500	242,550		463,050	463,050
	N 302	1	810		\$175.00	141,750	155,925	297,675		297,675
Dormer factor 90.0%	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	Avg. Price # 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
	N 105	2	1,200	441,000	\$368
Floor 2	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
	N 205	2	1,200	441,000	\$368
Floor 3	N 301	2	1,260	463,050	\$368
	N 302	1	810	297,675	\$368
Dormer factor 90.0%	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>Sources of Funds</b>			<b>Plus</b>	<b>Plus</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>			<b>2,437,397</b>	<b>3,722,569</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:						
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			(3,113,496)	(3,113,496)		
<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 s.f.	\$ per Unit \$ / s.f.	Amount	
<b>Academy Building</b>					
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>Avg. Price # 1 BRs</b>	<b>Avg. Price # 2 BRs</b>	<b>Avg. Price 1 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	7	233,940	331,800	14	21	3,960,180	13,470	\$294.00	
<b>Totals</b>	<b>7</b>	<b>7</b>	<b>233,940</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	424,055 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

<b>Nichewaug Inn</b>			
	<b>Sale Prices</b>	<b># Units</b>	<b># BRs</b>
<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

<b>Size of Units</b>			
<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

<b>Sources of Funds</b>		<b>Analysis A</b>	<b>Analysis B</b>
	<b>Bonz +</b>	<b>10.0%</b>	<b>120.0%</b>
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>

<b>Uses of Funds</b>			
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
		<b>2,822,855</b>	<b>2,822,855</b>
<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:	971,629

<b>Demo Cost Per s.f.</b>	Total	Connector
Gross s.f.	68,366	14,583
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>	

		# Stories	Gross s.f.	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	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
			68,366	53,686	14,680	0	14,680
		<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%		\$26,664	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>	<b><u>2,120,273</u></b>
		<b>Total Construction</b>	<b><u>2,120,273</u></b>

**The following is for Analysis A**

Nichewaug Inn	Unit #	Bedrooms	Saleable S.F.	Saleable S.F.	Bonz	Price per unit	Price Adjustment	Adjusted	Adjusted	Total Sales
					Sale Price per s.f.			1 BRs	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.
Nichewaug Inn	6	3	254,100	9	12	1,788,325	9,290
<b>Totals</b>	<b>6</b>	<b>3</b>	<b>254,100</b>	<b>9</b>	<b>12</b>	<b>1,788,325</b>	<b>\$192.50</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                      **6**                      **3**  
**888**                      **1,320**

Summary of units and sale prices	Avg. Price # 1 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	6	3	9	12	3,576,650	9,290	\$385.00	397,406
<b>Totals</b>	<b>6</b>	<b>3</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**

	<b>Pro Forma</b>	<b>Analysis A</b>	<b>Analysis B</b>	<b>Total Homes</b>		
		<b>Bonz Study Plus 10.0%</b>	<b>Bonz Study Plus 17.0%</b>	<b>3</b>	<b>4</b>	
<b>Sources of Funds</b>						
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>		<b>Size</b>	<b>Constr. Cost</b>	<b>\$ / s.f.</b>
Sale Proceeds		365,750	389,025				
Less Cost of Sales @		<u>(21,945)</u>	<u>(23,342)</u>	<b>Home</b>	1,500	218,498	\$145.67
<b>Total Sources</b>		<b>343,805</b>	<b>365,684</b>	<b>Garage</b>	400	19,800	\$49.50
				<b>Total</b>	<u>1,900</u>	<u>238,298</u>	
<b>Uses of Funds</b>							
Acquisition from the Town		1	1				\$125.42
Water & Septic		10,375	10,375				
Soft Costs		29,795	29,795	<b>Sales Price</b>		365,750	\$243.83
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%				

**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 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	289,100	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	9,000	\$45.00
<b>Total</b>	<u>1,400</u>	176,911	\$126.37
<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>2</u>
		88,000	Total BRs	30 (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</b>	<b>Per House</b>	
		<b>Sq. Foot</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			161,647
Garage size	<u>200</u>			<hr/> <hr/>
Total s.f.	1,400		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	851,894			
Projected Federal Credits		851,894	100.0%	\$0.95	809,299
Projected State Credits @		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**

		Rehab Costs
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>4,745,000</b>	<b>4,259,469</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</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 Construction	15,380	\$140.00	2,153,200	90,000
Music Room Construction	2,306	\$115.00	265,190	
Common Area Construction	4,836	\$90.00	435,267	
Site and Landscaping			50,000	50,000
Parking 28		\$3,000.00	<u>84,000</u>	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>

<b>Estimate of Soft Costs</b>		<b>Totals</b>				<b>Maximum is:</b>	<b>QRE % of Maximum</b>	<b>QRE Amount</b>
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%	<u>20,985</u>					100.0%	<u>19,475</u>
<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>7,311</u>	<u>109,669</u>
Replacement Reserve @ \$ / unit	300	4,500
<b>Expenses plus Replacement Reserve</b>	<u>7,611</u>	<u>114,169</u>



		<b>Per Unit</b>		<b>Total</b>
<b>Summary of Operating Costs</b>				<b>15</b>
	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	(114,169)
Net Operating Income	<u>130,247</u>

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

Chart Data

Net Gain to Town over 20 years		
Analysis A	Analysis B	
(1,578,206)	(1,578,206)	Demo Only
582,941	2,196,254	Option 1
(476,309)	593,548	Option 2
(998,052)	(259,447)	Option 3
(1,624,125)	(1,587,119)	Option 4
(333,039)	(216,175)	Option 5
(806,810)	(806,810)	Option 6

