PROJECT NEED AND BENEFIT ANALYSIS

ISLAND WATER PARK

Hamlet of Calverton, Town of Riverhead
Suffolk County, New York

SCTM#: 0600-135.00-01.00-p/o 7.33

NPV No. 03326

Prepared for Submission to:

Island Water Park Corp.
450A Main Street
Port Jefferson, New York 11777

Prepared by:

NELSON POPE VOORHIS
environmental • land use • planning

70 Maxess Road
Melville, NY 11747
Contact: Charles J. Voorhis, CEP, AICP, Partner
o: 631.427.5665 | cvoorhis@nelsonpopevoorhis.com

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1.0 INTRODUCTION AND PURPOSE

Nelson, Pope & Voorhis, LLC (NPV) has been requested to prepare a *Project Need and Benefit Analysis* for Island Water Park. NPV is a professional environmental and planning firm with qualifications and expertise to prepare economic impact analyses, and has a track record of similar completed projects, as well as tax impact and school district analyses, fiscal impact analysis, residential and commercial market analysis and related economic development services to private and municipal clients. The economic qualifications of the firm and personnel are provided in **Attachment A**.

The Island Water Park project site is located on approximately 46 acres in Calverton, within the Town of Riverhead, Suffolk County, New York. Island Water Park is proposed to include a 20-acre man-made lake with water skiing, canoeing, kayaking and scuba diving recreational opportunities as well as beach volleyball courts, zip-line, and the largest aqua park in North America. In addition, the Island Water Park is proposed to include a 75,000 square foot (SF) state-of-the-art indoor facility with an endless surf pool, indoor rock climbing walls, fitness centers, obstacle courses, bumper boats and water slides, as well as a restaurant, snack bar, full-service spa, pro-shop and show room for its line of wakeboard boats and accessories. Island Water Park will be able to hold national and international competition and events for all the water sports, and plans to also host live concerts and performances on its floating stage.

Island Water Park is anticipated to include a vast array of recreational and adventure activities that is unrivaled on Long Island. The proposed project provides a unique mix of uses and synergy with other goods and services that would not otherwise be available within the local Long Island economy. Retail trade facilities included as part of the water park are unique and focused in synergy with the primary use for a water park. The water park will serve both residents of the community and the greater Long Island and metropolitan New York region, with this unique type of goods and services. But for the project, such goods and services would not otherwise be proximate and reasonably accessible to those in the community.

As economic stability returns following the coronavirus pandemic of 2020-21, the proposed project is expected to contribute to the long-term economic health of the community. This Island Water Park project will create strong economic and fiscal activity by providing employment opportunities, a solid property tax and sales tax base and net revenues to the local school district, in addition to an increased visitation and tourism to the local economy. In turn, this will result in increased support of local businesses in Riverhead and the surrounding areas, with increased patronage and spending power in the community. Such development is more important now than ever, with the strain on downtown businesses – many of which have been severely impacted by the coronavirus pandemic. Consumer activity will ripple through the local community, creating beneficial economic and fiscal impacts throughout the hamlet of Calverton, the school district, the Town of Riverhead, Suffolk County, and the region as a whole.

The following analysis examines and quantifies the economic impacts that are anticipated to result from the construction and annual operations of this project. **Section 2.0** outlines the methodology and the sources of data used to project the economic impacts generated in this analysis. **Section 3.0** presents a summary of the economic impacts of the proposed project, including direct, indirect and induced impacts that are estimated to occur – on output, employment and labor income – during both the construction period, and annually upon stabilized operations of the proposed project. In addition, this section presents the sales tax revenue and distribution of revenues resulting from the retail component of the proposed project. As previously noted, these projections anticipate stabilization of the economy in post-pandemic conditions. **Section 4.0** provides a conclusion with respect to the overall analysis, Section **5.0** outlines the references utilized in this analysis, and the economic qualifications of the firm and personnel are provided in **Attachment A**.

2.0 METHODOLOGY

Various data and information from state, local, and commercial data sources was used to analyze the projected economic impacts stemming from the construction and annual operation of the proposed project.

Island Water Park Corp. supplied information regarding the proposed project development, the construction cost and construction schedule, as well as employment, associated salaries, and detailed revenue generation data specific to the operations of the water park.

United States Bureau of Labor Statistics and New York State Department of Labor publish the Occupational Employment Statistics survey. This survey was used to estimate the wages earned among those employed within construction and extraction occupations. These wages were assumed for each of the workers responsible for the construction of the development.

IMPLAN (formerly known as the Minnesota IMPLAN Group) developed an economic impact modeling system called IMPLAN, short for "impact analysis for planning". The program was developed in the 1970s through the United States Department of Agriculture's Forest Service, and was privatized in 1993.

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

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

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

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

3.0 SUMMARY OF ECONOMIC IMPACTS

As noted in **Section 1.0**, the *Project Need and Benefit Analysis* presented herein summarizes the economic and fiscal impacts that are associated with the development of the Island Water Park in Calverton, New York. Economic impacts include direct, indirect and induced benefits on output, employment and associated labor income during the construction phase and during a stabilized year of annual operations of the indoor-outdoor water park facility. It is noted that these analyses are based on conditions prior to the coronavirus pandemic and therefore represent conditions as the construction industry regains momentum and the economy stabilizes in post-pandemic conditions.

Island Water Park is proposed to include a 20-acre man-made lake with water skiing, canoeing, kayaking and scuba diving recreational opportunities as well as beach volleyball courts, zip-line, and the largest aqua park in North America. In addition, the Island Water Park is proposed to include a 75,000 square foot (SF) state-of-the-art indoor facility with an endless surf pool, indoor rock climbing walls, fitness centers, obstacle courses, bumper boats and water slides, as well as a restaurant, snack bar, full-service spa, pro-shop and show room for its line of wakeboard boats and accessories. Island Water Park will be able to hold national and international competition and events for all the water sports, and plans to also host live concerts and performances on its floating stage.

Island Water Park is anticipated to include a vast array of recreational and adventure activities that is unrivaled on Long Island. The proposed project provides a unique mix of uses and synergy with other goods and services that would not otherwise be available within the local Long Island economy. Retail trade facilities included as part of the water park are unique and focused in synergy with the primary use for a water park. The water park will serve both residents of the community and the greater Long Island and metropolitan New York region, with this unique type of goods and services. But for the project, such goods and services would not otherwise be proximate and reasonably accessible to those in the community.

It is projected that the construction period and annual operations of the proposed project will contribute positively to the local economy. During the construction period, opportunities for employment will offer direct, indirect and induced benefits among businesses and households located throughout the region. During annual operations, long term jobs will also offer direct, indirect and induced benefits to the local economy, Suffolk County and the region as a whole. The new jobs created during both the short-term construction period, as well as long-term annual operations of the water park will help to increase business and household income in the community. In turn, as spending increases, this creates additional jobs and further increases business and household income throughout the local economy and into other parts of the region. Such economic benefits are most crucial to the economic well-being of the Riverhead community and the greater Long Island region.

A summary of findings is provided herein. This analysis was prepared using methods, data and information that are considered to be industry standard for such economic impact analyses.

3.1 Definition of Economic Impacts

A *direct impact* arises from the first round of buying and selling. These direct impacts can be used to identify additional rounds of buying and selling for other sectors of the economy and to identify the impact of spending by local households. An *indirect impact* refers to the increase in sales of other industry sectors, which include further round-by-round sales. An *induced impact* accounts for the changes in output and labor income by those employed within the region, resulting from direct and indirect impacts. The *total impact* is the sum of the direct, indirect and induced impacts.

3.2 Key Findings

3.2.1 Economic Impacts of Construction

A detailed analysis of direct, indirect and induced impacts generated during the construction period is outlined below. It is important to note that each of these impacts are temporary and are projected to occur only while the proposed project is being constructed. As previously noted, these projections anticipate stabilization of the economy in post-pandemic conditions.

- The construction of Island Water Park began in July 2016 and is anticipated to occur over a period of 61 months, with an expected completion date of July 2021.
- The proposed project is projected to represent approximately $20.9 million[1] in construction costs over the 61-month construction period.[2] This $20.9 million in direct annual output is projected to generate an indirect impact of over $4.0 million, and an induced impact of over $6.7 million, bringing the total economic impact on output to over $31.7 million during the 21-month construction period.[3]
- During the construction period, direct employment refers to the number of short-term jobs necessary to complete the construction of the proposed project. Assuming that labor represents approximately 40% of construction costs[4], an average annual wage of $68,900 among those employed within construction and extraction occupations on Long Island[5], and a construction period of 61 months, it is projected that the construction of Island Water Park will necessitate 24.0 full time equivalent (FTE) jobs, which are anticipated to last the entire duration of the 61-month construction period.

[1] For the purpose of this analysis, this figure and all other figures in this analysis reflect 2016 dollars, the year in which construction began.
[2] Construction costs provided by Island Water Park Corp., in March 2021. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.
[3] According to IMPLAN, a multiplier of 1.554852 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand through the "Construction of new commercial structures, including farm structures" (IMPLAN Sector 57) in Suffolk County, New York.
[4] Construction labor and materials estimates per architectural design group Nelson and Pope.
[5] New York State Department of Labor's Occupational Employment Statistics survey reports a mean wage of $68,900 among those employed within construction and extraction occupations in the Long Island labor market. Data was collected in 2013, 2014, 2015 and 2016 and then updated to the first quarter of 2017 by making cost-of-living adjustments.

- The 24.0 FTE jobs created during the construction period will have an indirect impact of 22.4 FTE employees and an induced impact of 46.5 FTE employees in other industry sectors, bringing the total impact of the 61-month construction period to 92.9 FTE jobs.[6] This job creation – direct, as well as indirect and induced – is most crucial and presents opportunities for persons who remain unemployed throughout the region.
- During the construction period, direct labor income refers to the annual earnings, wages, or salary paid to each of the workers responsible for the construction of the water park. Labor income typically comprises approximately 40% of the cost of construction; the remaining portion represents the cost of materials.[7]
- On average, labor income is projected to total $68,900 per year, per employee. When applied to the 61-month construction period, this represents approximately $350,242 per employee, and over $8.3 million in collective earnings among the 24.0 FTE employees. This labor income is projected to have an indirect impact of over $1.4 million and an induced impact of over $2.2 million, bringing the total economic impact of the 61-month construction period to over $12.1 million in labor income.[8]

A summary of key economic findings projected to occur during the 61-month construction period is provided in **Table 1**.

TABLE 1
SUMMARY OF KEY ECONOMIC FINDINGS DURING 61-MONTH CONSTRUCTION PERIOD OF ISLAND WATER PARK

Impact Type	Output (Total Revenue)[9]	Employment (Total Number of FTE Jobs)[10]	Labor Income (Total Wages)
Direct Impact	$20,900,000	24.0	$8,360,000
Indirect Impact	$4,083,607	22.4	$1,484,885
Induced Impact	$6,745,820	46.5	$2,276,121
Total Impact	$31,729,426	92.9	$12,121,006

Source: Data provided by Island Water Park Corp.; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

[6] According to IMPLAN, a multiplier of 9.553893 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand through the "Construction of new commercial structures, including farm structures" (IMPLAN Sector 57) in Suffolk County, New York.
[7] Construction labor and materials estimates per architectural design group Nelson and Pope.
8 According to IMPLAN, a multiplier of 0.64174 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand through the "Construction of new commercial structures, including farm structures" (IMPLAN Sector 57) in Suffolk County, New York.
9 It is important to note that the direct impact of output is equal to the total construction cost of the proposed project over the 61-month construction period.
10 For the purpose of this analysis, it is assumed that the persons employed during the construction of the water park will be employed for a duration of 61 months, from the commencement until the culmination of the construction period.

3.2.2 Economic Impacts of Annual Operations

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

- For the purpose of this analysis, it is assumed that Island Water Park will begin the operational phase of development upon the completion of the 61-month construction period, anticipated to occur in July 2021. For the purpose of this analysis, however, the first year of stabilized operations is anticipated to occur in 2023.
- Under annual operations of the proposed project, the water park is anticipated to generate approximately $65.5 million in annual revenues.[11] This direct output is projected to generate an indirect impact of over $17.2 million and an induced impact of over $19.8 million per year. This additional output is generated through round-by-round sales made at various merchants in other sectors of the regional economy. These include local retailers, service providers, banks, grocers, restaurants, financial institutions, insurance companies, health and legal services providers, and other establishments in the region.
- The sum of the direct, indirect and induced impacts results in a total economic impact on output of over $102.6 million during annual operations.[12]
- The operations of the water park are projected to generate 345 FTE jobs – including 240 full-time and 420 part-time/seasonal positions.[13] These direct employment positions are projected to result in an indirect impact of 89.8 FTE jobs, and an induced impact of 118.2 FTE jobs throughout the region, bringing the total economic impact of employment to 553.0 FTE jobs during a stabilized year of operations of this development.[14]

11 Annual operational revenues provided by Island Water Park Corp., in September 2017 and updated in March 2021. For the purpose of this analysis, this figure and all other figures in this section reflect 2023 dollars, the year in which a stabilized year of operations is anticipated to commence.

12 According to IMPLAN, a multiplier of 1.459695 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by "Amusement parks and arcades" (IMPLAN Sector 494) in Suffolk County, New York.

13 Annual employment provided by provided by Island Water Park Corp., in September 2017 and updated in March 2021. For the purposes of this analysis, it is assumed that the part-time/seasonal positions would consist of 20-hour work weeks for six (6) months of the year.

14 According to IMPLAN, a multiplier of 18.044958 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand by "Amusement parks and arcades" (IMPLAN Sector 494) in Suffolk County, New York.

- The 345 FTE employees are anticipated to earn a total of over $22.6 million in collective labor income.[15] This direct labor income is projected to result in an indirect impact of over $5.8 million and an induced impact of over $6.6 million, bringing the total economic impact of labor income to over $35.1 million during annual stabilized operations.[16]

A summary of key economic findings projected to occur during annual operations of Island Water Park is provided in **Table 2**.

TABLE 2
SUMMARY OF KEY ECONOMIC FINDINGS DURING ANNUAL OPERATIONS OF ISLAND WATER PARK

Impact Type	Output (Annual Revenue)	Employment (Number of Annual FTE Jobs)	Labor Income (Annual Wages)
Direct Impact	$65,566,237	345.0	$22,693,800
Indirect Impact	$17,283,687	89.8	$5,884,199
Induced Impact	$19,800,718	118.2	$6,607,694
Total Impact	$102,650,641	553.0	$35,185,692

Source: Data provided by Island Water Park Corp.; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

3.2.3 Sales Tax Revenues

The annual operations of Island Water Park will generate a considerable amount of consumer spending and resultant sales and sales tax revenues. It is estimated that the water park will generate annual revenues of $65.5 million, attributed to ticket revenues, food and beverage revenue, gym revenue, surf pool revenue, birthday parties, sky diving revenue and other miscellaneous revenues. For the purpose of this analysis, it is assumed that all revenue will be subject to sales tax.

As of April 2021, the sales tax rate in Suffolk County was 8.625%, with 4.000% retained by New York State, 4.25% allocated to Suffolk County and an additional 0.375% distributed to the New York State Metropolitan Commuter Transportation District. Assuming that this sales tax rate remains constant, annual sales revenues of $65.5 million would result in the generation of over

15 Annual employee salaries provided by Island Water Park Corp., in September 2017 and updated in March 2021. It is assumed that half of the full-time positions would earn the reported annual wages of $85,000 per year plus $25,000 in fringe benefits, and the other half of the full-time positions would earn the reported annual wages of $46,000 per year plus $9,000 in fringe benefits. It is further assumed that all part-time/seasonal employees would earn the equivalent of $25,520 per year plus $2,040 in fringe benefits. It is important to note that all assumptions are estimates based upon market conditions as of the date of preparation of this analysis.

16 According to IMPLAN, a multiplier of 0.331594 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand by "Amusement parks and arcades" (IMPLAN Sector 494) in Suffolk County, New York.

$5.6 million in annual sales tax revenues from Island Water Park. As seen in **Table 3**, it is estimated that 4.000% or approximately $2.6 million of the sales tax revenues would be allocated to New York State; 4.25% or $2.7 million would be retained by Suffolk County; and the New York State Metropolitan Commuter Transportation District would levy the remaining $245,873or 0.375% in annual sales tax revenues. The Town of Riverhead does not have a sales tax revenue sharing program in place with Suffolk County, and is therefore not anticipated to receive sales tax revenue stemming from the proposed project.

TABLE 3
DISTRIBUTION OF SALES TAX REVENUES

Sales Taxing Jurisdiction	Sales Tax Rate	Sales Tax Levy
New York State	4.000%	$2,622,649
Suffolk County	4.250%	$2,786,565
New York State Metropolitan Commuter Transportation District	0.375%	$245,873
TOTAL: ALL SALES TAXING JURISDICTIONS	**8.625%**	**$5,655,088**

Source: Data provided by Island Water Park Corp.; New York State Department of Taxation; Analysis by Nelson, Pope & Voorhis, LLC.

4.0 CONCLUSION

Island Water Park is proposed to include a 20-acre man-made lake with water skiing, canoeing, kayaking and scuba diving recreational opportunities as well as beach volleyball courts, zip-line, and the largest aqua park in North America. In addition, the Island Water Park is proposed to include a 75,000 square foot (SF) state-of-the-art indoor facility with an endless surf pool, indoor rock climbing walls, fitness centers, obstacle courses, bumper boats and water slides, as well as a restaurant, snack bar, full-service spa, pro-shop and show room for its line of wakeboard boats and accessories. Island Water Park will be able to hold national and international competition and events for all the water sports, and plans to also host live concerts and performances on its floating stage.

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5.0 REFERENCES

IMPLAN, 2021. IMPLAN Economic Modeling System. Huntersville, North Carolina.

New York State Department of Labor, in partnership with United States Bureau of Labor Statistics, 2021. Occupational Employment Statistics Survey. Long Island Region, 2021.

ATTACHMENT A
Nelson Pope Voorhis
Economic Analysis Qualifications

STATEMENT OF QUALIFICATIONS
ECONOMIC AND FISCAL IMPACT ANALYSIS

NELSON POPE VOORHIS
environmental • land use • planning

70 Maxess Road
Melville, NY 11747
Contact: Charles J. Voorhis, CEP, AICP, Partner
o: 631.427.5665 | cvoorhis@nelsonpopevoorhis.com

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INTRODUCTION

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

- **Environmental and Community Planning Division:** prepares comprehensive plans, long-term planning studies, corridor redevelopment studies, brownfield plans and comprehensive and strategic zoning amendments. The group is effective in the use of geographic information systems (GIS) mapping to evaluate issues and present baseline data. Effective community outreach strategies are developed and tailored for each project and the community in which the project is taking place. The group represents a number of planning boards in the region.

- **Phase I/II ESA and Remediation Division:** prepares Phase I/II Environmental Site Assessments with soil and groundwater sampling services, lead based paint, asbestos and radon inspection services, and all forms of environmental sampling. The division evaluates the implications of past and/or present contamination and property uses on future land uses.

- **Environmental Resource and Wetland Division:** conducts ecological assessment and planning, landscape and coastal restoration, wetland delineation and restoration, habitat assessment, conducts stormwater modeling and green infrastructure planning and implementation. This division assists clients through permitting and SEQRA processes.

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

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

NPV has the capabilities to provide the following services:

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

Economic and Fiscal Impact Analyses & Market Studies

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

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

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

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

KEY PERSONNEL

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

Personnel	Qualifications, Project Role
Charles J. Voorhis, CEP, AICP Partner	Project Oversight
Kathryn J. Eiseman, AICP Partner	Project Coordination
Nicole Dellavecchia Economic Analyst/Planner	Project Coordination, Preparation of Reports
Adriana Beltrani Environmental Planner	Preparation of Reports
Beth Cartwright Environmental Engineer/GIS Specialist	Graphics/Map Design

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

Charles Voorhis, CEP, AICP is Managing Partner of NPV and has over 40 years of experience in environmental planning on Long Island and in the New York metropolitan area. Mr. Voorhis is a member of the American Institute of Certified Planners (AICP) and is a Certified Environmental Professional (CEP). He has a wealth of experience in managing large scale municipal projects including regional environmental planning, downtown revitalization and action planning, Generic Environmental Impact Statements, stormwater management, wetlands and coastal management, and municipal consulting. Mr. Voorhis and his firm serve as environmental planning consultants to many of New York Towns and Villages and are currently in the process of preparing several long-range planning initiatives for several Towns in Nassau and Suffolk Counties.

Kathryn J. Eiseman, AICP, Partner is a Partner and Division Manager of the Environmental & Community Planning Division. She has over 20 years of planning experience in environmental planning and manages both private and public planning projects. Current projects include the Local Waterfront Revitalization Program for the Town of Islip and Brownfield Opportunity Area (BOA) for the Town of Riverhead BOA. Ms. Eiseman is the planner for the Villages of Southampton and Sag Harbor Planning Boards and directs her staff to perform site plan and subdivision reviews and advises the Board on a regular basis. She is skillful in managing complex projects and working with team members both in house and as subconsultants. Her staff is proficient in the use of GIS and design software for preparation of high-quality graphic products. Ms. Eiseman is experienced in the art of public participation and education and tailors her approach to the unique needs of each project community. She is an enthusiastic and creative planner who endeavors to bring a fresh approach to each project as well as to her position as Treasurer for the Long Island Section of the American Planning Association.

Nicole Dellavecchia is an economic analyst and planner with vast experience overseeing the preparation of market analyses and feasibility studies, niche market studies and branding plans, school district analyses, economic development strategies, as well as fiscal (projecting taxes and the impact to local jurisdictions) and economic (projecting job creating and associated revenues circulating throughout the economy) impact analyses for residential, commercial, office, industrial, recreational, hospitality, tourism and mixed-use developments. She has significant expertise in analyzing demographic data and preparing grant applications. Ms. Dellavecchia has been involved with corridor management plans, local waterfront revitalization plans, brownfield development, zoning plans, mall redevelopment, tourism plans and public participation and community visioning processes. Prior to joining NPV in 2009, Ms. Dellavecchia was involved in numerous planning initiatives- including public-sector and private development projects throughout New York's Capital District, Southern Tier and Hudson Valley region, as well as within various municipalities/regions in Pennsylvania and Massachusetts.

Adriana Beltrani, Environmental Planner, has an undergraduate degree in Environmental Policy, Planning and Law from SUNY College of Environmental Science and Forestry and a Master's Degree in City and Regional Planning from Pratt Institute where she completed her thesis on Community Engagement in Brownfields Planning. Adriana performs on-call planning work for the Village of Airmont and the Town of Mamakating, Planning Boards. She has worked with the Village of Airmont in adopting a Comprehensive Plan and Zoning Update and is now working on zoning for a Village Center development district. Adriana has reviewed a controversial solar project for the Town of Mamakating in an environmentally sensitive area, and subsequently

helped to develop a unique solar zoning code that addresses the issues experienced throughout the review process. She has since collaborated on the creation and SEQRA documentation for a solar zoning code in the Town of Blooming Grove as well. Adriana performs solar suitability, land use, zoning and ridgeline analyses using GIS and performs in-depth zoning, and fiscal impact studies. She regularly prepares documentation relating to the SEQRA process for her on-call planning work as well as project specific tasks.

Beth Cartwright is an Environmental Engineer/GIS Specialist with NPV since 2001 and has over 33 years of professional environmental consulting experience. She holds a M.S and B.S. degree in Civil Engineering from the University of Texas and has taken several USGS groundwater modeling courses during her employment there in 1988-1995. Ms. Cartwright specializes in spatial analysis, environmental modeling and mapping using GIS, as well as database analysis and management. Ms. Cartwright utilizes Spatial Analyst to delineate watershed boundaries using USGS Digital Elevation Models which are then refined utilizing local information from fieldwork and site-specific information. Ms. Cartwright provides spatial analysis and mapping expertise and can provide integration with GIS data sources to produce quality graphics, mapping and data synthesis needed for preparation of Phase I/II Site Assessment reports.

Detailed resumes can be provided upon request.

RELEVANT EXPERIENCE

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

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

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

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

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

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

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

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

TopGolf Market Feasibility Analysis (Holtsville, New York)

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

In 2016, NPV prepared a Economic and Fiscal Impact Analysis that examined and quantified the beneficial tax revenue benefits as well as economic impacts – on output, employment and labor income – during both the construction period and annually, upon a stabilized year of operations of the proposed Entertainment Recreation Facility. In 2019, NPV prepared a Market Feasibility Analysis for Topgolf, to accompany the Industrial Development Agency (IDA) application to the Town of Brookhaven. The analysis examined the strength of the regional entertainment recreation industry, the demand for this type of use, the lack of supply of comparable

facilities in the local and regional economy, and various benefits that would be accrued to the local economy and community at large, through the annual operations of the Topgolf project. The analysis concluded that Topgolf would provide a combined entertainment and recreation facility, that but for the project, would not be reasonably available to the residents of the Town of Brookhaven or Suffolk County, and therefore it was deemed eligible and appropriate for IDA assistance.

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

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

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

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

NPV worked with the Town of Brookhaven on a niche market and branding plan for the Greater Bellport community. The focus of this plan was to form a set of recommendations that outlined the necessary steps that members in the Greater Bellport community can take in order to successfully create a sense of place, community pride and positive perceptions through a more niche-oriented position in the local market. NPV recommended various initiatives to make the Greater Bellport community unique and marketable, creating a place that people want to be, where people are comfortable, and a place that people remember and come back to time and again. The niche market and branding plan strives to promote the community's niche market to new residents, visitors and economic development opportunities alike, offering the Greater Bellport community the opportunity to develop a theme that they want to be known for.

NPV worked with the Town of Brookhaven on a build-out/tax base analysis, to analyze how the local school district could be impacted by growth. NPV created a GIS model to compare tax assessments for various land use scenarios to ensure an adequate tax base to support increased growth in school population without disproportionate increases in residential tax rates. This model was used to test assumptions for future development and to analyze various alternatives in an automated fashion, allowing for easy comparison of scenarios and results. Ultimately, the model will provide a reality check for future planning with respect to provision of quality community services and may provide support for creating additional commercial tax base within the district.