



## Evaluation of Projects Requesting IDA Benefits

**Project:** EFG / Saber Heritage (Hudson Heritage) **Location:** Town of Poughkeepsie

**Type of Business:** Mixed Use Development

### Agency Request

Sales Tax  Mortgage Tax Exemption  PILOT

**Company Description:** The Company is a single purpose limited liability company formed in New York in 2013 to acquire and redevelop the Site.

### Project Description:

EFG / Saber Heritage SC, LLC proposes to redevelop the former Hudson River Psychiatric Center in the Town of Poughkeepsie into a mixed use community to be known as Hudson Heritage. The proposed community consists of up to 750 residences and up 430,000 square feet of commercial space. The Developer will also preserve to the extent practical some of the existing structures including the former Administration Building and the former Director’s residence. The project will also include replaces and upgrading the public sewer and water lines, make off-site roadway improvements, clean up sewage spills and restore the “Great Lawn” for public use.

### Project Timeline:

Proposed date for commencement of acquisition or construction: Spring 2019

The actual or expected dates of:

Construction completion: 2027

Occupancy: Immediately following construction of Phase 1 (2020)

### Total Cost of Project:

Amount Private Investment

Total Project Cost \$ 284,599,476 Private Investment: \$ 88,560,972

Amount of other public financial assistance, grants and source \$ 6,500,000 (ETFRD & ESD)

Construction Costs: \$ 238,364,832 Equipment: \$ (included in construction costs)

### Company Incentives:

Amount of Sales tax benefits: \$3,284,269

Amount of Mortgage Recording Tax: \$1,419,049

Projected amount of PILOT payments and length: N/A

**Estimated amount of benefit to State & Region\*:**

Anticipated Property Tax revenue:	\$54,747,000
Anticipated Sales Tax revenue	\$6,918,000

*\*figures based on InformAnalytics algorithms*

**Estimated New Tax Revenue**

Current Assessed Value	Current Yearly Taxes	Estimated New Assessed Value	Additional County Revenue of PILOT term	Additional Town Revenue of PILOT term	Additional School Revenue of PILOT term	New Yearly Taxes Upon Expiration of PILOT
\$2,543,100	\$176,138	unavailable	n/a	n/a	n/a	n/a

**Project is consistent with Agency’s Mission:** Yes, will promote economic development resulting in construction jobs and permanent employment.

**The Project has municipal support and PILOT:**

Municipal Support  PILOT  n/a  Request for UTEP Deviation  n/a

**Local Benefits:**

Use of Local Contractor(s) and Labor: Yes  No

**FTE Jobs:** 591

Number of existing FTE jobs to be retained 0

Total Number of new FTE Jobs to be created 591 over 10 years.

Annualized Salary Range of FTE jobs \$ 30,000 to \$ 100,000

Estimated Hourly Wage Average and Range: \$25/hr, Estimated Range \$16/hr to \$55/hr

**CEO Comments of Importance**

The Applicant is requesting the Board to consider and approve the project as presented in whole. The Applicant plans to complete the project in eight phases over an estimated 8 years. The first phase will entail the construction of the *Commercial – East of Winslow* followed by the *Ring Road Multi –Family Residences*. The other phases will follow as the market dictates.

The project has the support of the Town and meets the Town’s goal to create walkable communities. Marist College has also provided input and influenced the project’s programming. The Project’s scope also includes: the demolition of more than 50 dilapidated buildings and structures; the replacement of private and public sewer and water lines with new infrastructure capable of meeting the needs of the project and future off-site users; roadway improvements; and upgrades to the former CSX rail path to create publicly accessible bike and walk paths that will eventually connect to the railtrail.

The project is not seeking a PILOT through the IDA however, the applicant plans to seek a 485-B exemption through the Town of Poughkeepsie for the Hotel project. The project as currently programmed falls under the 33% retail threshold however, the project is located on a verified distressed area, exempting it from current IDA limitations on inducing retail projects.