

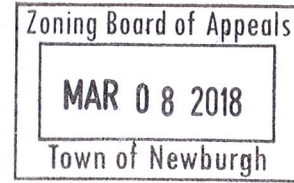
6 Front Street

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February 22, 2018

James E. Manley Jr., Chairperson and Board Member
Town of Newburgh Zoning Board of Appeals
308 Gardnertown Road
Newburgh, New York 12550

RE: ZONING USE - VARIANCE REQUEST - OUR FILE NO. E802007
F & T DARRIGO SITE
84 LAKESIDE ROAD
SECTION 86, BLOCK 1, LOTS 96
ORANGE COUNTY, NEWBURGH, NEW YORK 12550

Dear Mr. Manley Jr. and Zoning Board Members:

We are presenting expanded information concerning our prior letter dated February 8, 2018.

- We presented a scenario with 42 lots on the 60 acres (rounded) of the subject which represents 30% of the land used as roads, etc., which is a typical conversion factor. Utilizing just the 40 acres of solar farm land results in 28 lots using the same formula based on one acre zoning. Typical road frontage based on an analysis of other subdivisions is 100 linear feet of road per lot. Further analysis of other subdivisions indicates a minimum 250 per linear feet of road for site work.

- We have included a second discount cash flow using these parameters which results in a \$190,000 value for the 40 acres.

- Our lot value and absorption takes into account the presence of the "former hazardous waste site". Our values are an average with the lots closest to the site selling for less and those farther for more.

- We presented a present worth of the right to receive \$80,000 annually over 25 years at \$1,000,000. If we factored in the 2.5% annual increases, the present worth totals \$1,298,360 (\$1,300,000 rounded).

Respectfully submitted,

GREGORY R. LANGER

DISCOUNTED CASH FLOW ANALYSIS AT 12.0%
Darrigo Farm
Building Lots
Unapproved
28 Lots

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
LOT VALUES							
Land Sales	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000	\$1,680,000
TOTAL	0	0	0	9	9	10	28
Remaining Lots	28	28	28	19	10	0	
EXPENSES							
Taxes, per lot per year, +3%	\$1,500	\$12,000	\$12,000	\$40,000	\$42,000	\$28,500	\$149,500
Infrastructure Cost per LF\$250	2,800	\$0	\$0	\$700,000	\$0	\$0	\$700,000
Sales Commission	3.0%	\$0	\$0	\$0	\$16,200	\$16,200	\$50,400
Closing Costs, per lot sale	\$1,500	\$0	\$0	\$13,500	\$13,500	\$15,000	\$42,000
Profit	10.0%	\$0	\$0	\$0	\$54,000	\$54,000	\$168,000
Miscellaneous	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$30,000
TOTAL EXPENSES		\$17,000	\$17,000	\$745,000	\$130,700	\$117,200	\$1,139,900
NET OPERATING INCOME		-\$17,000	-\$17,000	-\$745,000	\$409,300	\$422,800	\$540,100
Present Worth: \$1/	1.1200	0.892857	0.797194	0.711780	0.635518	0.567427	0.506631
NET INCOME		-\$15,179	-\$13,552	-\$530,276	\$260,118	\$239,908	\$187,748

Total DCF
ROUNDED \$187,748
ROUNDED \$190,000