

CONCRA APPRAISAL ASSOCIATES

Real Estate Appraisal & Consulting Professionals

Appraisal of the Proposed Hudson House

PROPERTY LOCATION:

620 Union Street,
City of Hudson,
Columbia County, New York State

SUBMITTED TO:

Mr. F. Michael Tucker
President & CEO
Columbia Economic Development Corporation
One Hudson City Centre, Suite 301
Hudson, NY 12534

SUBMITTED BY:

Anthony R. Concra, SRA
&
Mark D. Taylor

Mail: P.O. Box 20, Hudson, New York 12534

Office: 363 Fairview Ave., Hudson, New York 12534

Telephone 518.828.2092 Facsimile 518.828.2615 E-mail: office@concraappraisals.com

APPRAISAL REPORT

BORROWER:

Sandstone Partners, LLC

PROPERTY LOCATION:

620 Union Street,
City of Hudson,
Columbia County, New York State



SUBMITTED TO:

Mr. F. Michael Tucker
President & CEO
Columbia Economic Development Corporation
One Hudson City Centre, Suite 301
Hudson, NY 12534

SUBMITTED BY:

Anthony R. Concra, SRA
Concra Appraisal Associates
Post Office Box 20
Hudson, New York 12534

Mark D. Taylor
Concra Appraisal Associates
Post Office Box 20
Hudson, New York 12534

DATE OF INSPECTION:

June 1, 2020

DATE OF VALUATION:

June 1, 2020

DATE OF REPORT:

June 3, 2020

CONCRA APPRAISAL ASSOCIATES

Real Estate Appraisal & Consulting Professionals

June 3, 2020

Mr. F. Michael Tucker
President & CEO
Columbia Economic Development Corporation
One Hudson City Centre, Suite 301
Hudson, NY 12534

Re: Appraisal of real property to be owned by Sandstone Partners, LLC, 620 Union Street, City of Hudson and Columbia County, New York State.

Dear Mr. Tucker,

In accordance with your request, an inspection of the above-captioned property, which is further described elsewhere in this report, and a thorough market analysis of economic conditions presently affecting its value has been completed.

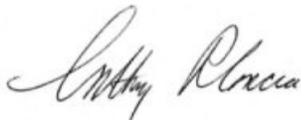
The subject is the former McKinstry Residence, which was most recently occupied as the Hudson Home for the Aged. The borrower has plans to convert the property into the Hudson House, which will be a 50-room hotel with full restaurant and bar. The project entails a renovation to the existing building as well as an addition, resulting in a total of approximately 31,500 sq. ft. There will be a gas fireplace in each guest room, a patio for dining, and a full fitness center. This appraisal will determine an estimated assessment for the property for use in development of a PILOT program. This appraisal is developed assuming that all of the proposed work has been completed. Please note, this is not a feasibility study and we were not provided with such study for review.

In valuing the property, the sales comparison approach was developed. The income approach will not be developed as there is no way to determine what the income potential of the building will be. The cost approach was not considered to be an adequate value indicator. At your request, the market value of the property has been determined for the property's "as is" conditions.

Therefore, it is my opinion that the market values of the subject property, in the **FEE SIMPLE ESTATE** interest, subject to the definitions, certifications, assumptions and limiting conditions set forth in the attached report, as of **June 1, 2020**, are as follows:

THREE MILLION, ONE HUNDRED FIFTY THOUSAND DOLLARS -
\$3,150,000.00

Respectfully submitted,



Anthony R. Concra, SRA
New York State #46-4360



Mark D. Taylor
New York State #48000051026

MDT
enc.

Mail: P.O. Box 20, Hudson, New York 12534

Office: 363 Fairview Ave., Hudson, New York 12534

Telephone 518.828.2092 Facsimile 518.828.2615 E-mail: office@concraappraisals.com

SUMMARY OF IMPORTANT DATA AND CONCLUSIONS

Location:	
Street:	620 Union Street
City:	Hudson
County:	Columbia
State:	New York
<hr/>	
Proposed Owners of Record:	Sandstone Partners, LLC
<hr/>	
Property Rights Appraised:	Fee Simple
<hr/>	
Tax Map Reference:	110.53-3-51
<hr/>	
Improvements:	Four Story Detached
<hr/>	
Land Area:	24,240 Sq. Ft.
<hr/>	
Zoning:	CC – Central Commercial
<hr/>	
Utilities:	Municipal Water & Sewer, Public Gas & Electric
<hr/>	
Easement/Restriction:	Utility
<hr/>	
Highest and Best Use:	Commercial Development
<hr/>	
Value Date:	June 1, 2020
<hr/>	
Marketing Period:	6-12 months
<hr/>	

Value Indications:

**THREE MILLION, ONE HUNDRED FIFTY THOUSAND DOLLARS -
\$3,150,000.00**

PHOTOGRAPHS OF SUBJECT



Union Street



Union Street



Cherry Alley



South 7th Street



South 7th Street



Subject Front

PHOTOGRAPHS OF SUBJECT



Subject Side



Subject Rear



IDENTIFICATION OF THE SUBJECT PROPERTY:

The subject is located on 620 Union Street, City of Hudson, and Columbia County, New York State. Your attention is directed to the tax and location maps included herein.

PURPOSE / FUNCTION OF THE APPRAISAL:

The purpose of this appraisal report is to estimate the market value to develop a potential assessment for the subject property for use in development of a PILOT program. This appraisal will assume that all of the proposed work has been completed and will only address the “as complete” value. The client is the **Columbia Economic Development Corporation** and their assigns. **Sandstone Partners, LLC** and the **City of Hudson Industrial Development Agency** were also indicated as intended users of the report.

PROPERTY RIGHTS APPRAISED:

The subject properties are appraised as a **Fee Simple Estate**. (*Definition of Fee Simple Estate is: Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police powers and escheat.* *) **The Appraisal of Real Estate** published by the Appraisal Institute 13th edition (2008).

TYPE OF APPRAISAL:

This appraisal is classified as an appraisal report.

DATE OF APPRAISAL / INSPECTION:

The subject was inspected by Mark D. Taylor on June 1, 2020. The property was only inspected from the street level due to the nature of the project. The appraiser was not accompanied on the appraisal.

OCCUPANCY:

At the time of inspection, the building was completely vacant. Again, we are assuming that the proposed project is completed, and that the property is being occupied as a hotel.

APPRAISAL PROBLEM:

The appraisal problem is concerned with finding the market value of the property. The appraiser will employ all appropriate approaches to estimate the value of the subject based on the assignment level. At the conclusion of the report, reconciliation is presented which discusses the strengths and weaknesses of the approaches utilized, as well as the appraiser’s final value conclusion.

SCOPE OF THE APPRAISAL

Due to the nature of the proposed project the client has requested full confidentiality for this assignment. The assignment is to determine the full market value of the subject property, assuming that the proposed project is completed. This market value will then be used to determine an appropriate assessment of the subject property, assuming the equalization rate for the City of Hudson. This assessment will inevitably be used in the development of the PILOT program for the development project. This appraisal will only address the property's "as complete" condition, assuming a full renovation of the current building as well as completion of the proposed addition. The appraisal will be developed using plans and will be hypothetical. The sales comparison approach will be the only approach developed for this assignment. Due to the uniqueness of the market within the City of Hudson, we typically refrain from using any comparable sales outside of the city. However, Hotels are a newer addition to the City and those that are operational have not transferred in a while. Therefore, we were forced to expand our search to include other areas that would have similar tourism pulls. The comparable sales are considered to be within the reasonable reliable range based at a study of the markets and knowledge of same. We analyzed all comparable sales on a per building basis, per guest room basis, and a per square foot basis. Our conclusion was to proceed valuing the subject on a per square foot basis, as this would be the most reliable approach. The income approach was not developed as this is not a feasibility study and we were not provided with any income or expense projections for this property. Therefore, the income approach is not applicable. The cost approach will not be developed for either. For a project as unique as this, there can be a disparity between building cost and market value. In many cases, cost will far exceed market value. Hence why the cost approach was not developed.

PLEASE NOTE: THE OPINION OF VALUE REPRESENTED IN THIS REPORT IS BASED UPON HISTORICAL DATA OF COMPARABLE SALES. THERE IS NO MARKET DATA AVAILABLE TO PREDICT HOW THE CURRENT SOCIO-ECONOMIC STATE STEMMED FROM COVID-19 MAY IMPACT FUTURE MARKET VALUES AND SALES, IF AT ALL.

Judgment, knowledge, and experience have been utilized in the gathering of comparable sales and rental information. The reporting of comparable information is realized by:

1. Obtaining leads, i.e., from real estate websites newspapers, assessors' records, data contained within Concra Appraisal Associate files and others knowledgeable in real estate.
2. Reading/summarizing public documents, i.e., deeds and mortgages found in the County Clerk's Office.
3. Having knowledge of the comparables by locating and photographing each property.
4. Verifying transaction data with an agent for or a specific party who has or had an interest In the property.

All comparable information within this report has been collected in accordance with the above procedure and has been verified by an employee of Concra Appraisal Associates.

DEFINITION OF MARKET VALUE

Market value is defined as “the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, and knowledgeably, and assuming the price is not affected by undue stimulus.” Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Consummation of a sale occurs as of a specified date.
2. An open and competitive market exists for the property interest appraised.
3. The buyer and seller are each acting prudently and knowledgeable.
4. The price is not affected by undue stimulus.
5. The buyer and seller are typically motivated.
6. Both parties are acting in what they consider their best interest.
7. Marketing efforts were adequate, and a reasonable time was allowed for exposure in the open market
8. Payment was made in cash in U.S. dollars or in terms of financial arrangements comparable thereto.
9. The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

ESTIMATE OF MARKETING TIME

Reasonable marketing time is an estimate of the amount of time it might take to sell an interest in real property at its estimated market value during the period immediately after the effective date of the appraisal. The marketing period is the anticipated time required to expose the property to a pool of prospective purchasers and to allow appropriate time for negotiation, the exercise of due diligence, and the consummation of a sale at a price supportable by concurrent market conditions. Marketing time differs from exposure time, which is always presumed to proceed the effective date of the appraisal. The estimate of marketing time is not intended to be a prediction of a date of sale; it is a part of the analysis conducted during the appraisal. It is a range that may be based on one or more of the following:

- statistical information about days on the market.
- information gathered through sales verification;
- interviews with market participants; and
- anticipated changes in market conditions.

Related information gathered during the appraisal process include other market factors that may affect marketing time, such as the identification of typical buyers and sellers for the type of real estate involved and typical equity investment levels and/or financing terms. The estimate of reasonable marketing time is a function of price, time, use, and anticipated market conditions such as changes in the cost and availability of funds and is not an isolated estimate of time alone.

The market in the City of Hudson, for most property types, has stabilized. The estimated marketing time for the subject properties is estimated to be within a range of **six to twelve months** based on their condition, location, and available competing properties.

NOTE: The definition of marketing period is found in the Dictionary of Real Estate Appraisal, (3rd edition, The Appraisal Institute), p. 220. It is also discussed in the Standards of Professional Appraisal Practice of the Appraisal Institute, Advisory Opinion AO-7, USPAP 1997 edition, pp. 109-110.

GENERAL ASSUMPTIONS

This appraisal report has been made with the following General Assumptions:

- No responsibility is assumed for the legal description or legal matters, and the title to the property is assumed to be good and marketable unless otherwise stated.
- The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated.
- Responsible ownership and competent property management are assumed.
- The information furnished by others is believed to be reliable; however, no warranty is given for its accuracy.
- All engineering is assumed to be correct. The plot plans and exhibits in this report are included only to assist the reader in visualizing the property.
- It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable. No responsibility is assumed for such conditions for which engineering may be required to discover them.
- It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless a noncompliance is stated, defined, and considered in the appraisal report.
- It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
- It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national governmental or private entity or organization has been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
- It is assumed that the utilization of the land and improvements are within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted within the report.

GENERAL LIMITING CONDITIONS

This appraisal report has been made with the following General Limiting Conditions:

- The distribution, if any, of the total valuation in this report between land and improvements applies only under the stated program of utilization. The separate allocations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
- Possession of this report, or a copy thereof, does not carry with it the rights of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser, and in any event only with property written qualification and only in its entirety.
- The appraiser herein by reason of this appraisal is not required to give further consultation, testimony, or be in attendance in court with reference to the property in question unless arrangements have been previously made, therefore.
- Disclosure of the contents of this report is governed by the Bylaw and Regulations of the Appraisal Institute. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraiser of the firm with which he is connected), will be disseminated to the public through advertising, public relations, news, sales, or other media without the prior written consent of and approval of the appraiser.
- Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the subject property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the subject property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation or other potentially hazardous materials may affect the value of the subject property. The value estimate is predicated on the assumption that there is no such material on or in the subject property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.

The Americans with Disabilities Act (ADA) became effective January 26, 1992. No specific survey or analysis of this property has been conducted to determine whether the physical aspects of the improvements meet the ADA accessibility guidelines. Since compliance matches each owner's financial ability with the cost to cure the property's potential physical characteristics, no comment can be made on compliance to ADA. A brief summary of the physical description is included in this report and in no way suggests or implies ADA compliance by the current owner. Given that compliance can change with each owner's financial ability to cure non-accessibility, any value estimate does not consider a possible noncompliance. Specific study of both the owner's financial ability and the cost to cure any deficiencies would be needed for the Department of Justice to determine compliance.

COLUMBIA COUNTY ANALYSIS

Columbia County is a rural area bordering on Massachusetts on the east, Rensselaer County on the north, Dutchess County on the south and Greene County, along The Hudson River on the west. The County is 110 miles north of New York City, 18 miles south of Albany and 165 miles from Boston and Syracuse. Population for the county is approximately 65,000 people. Columbia County is fairly rectangular extending 30 miles north - south, 25 miles east - west. Total land area is 600 square miles with a population density of 50 people per square mile.

The terrain varies from level to high elevations with the Catskill and Berkshire Mountains acting as east-west backgrounds. The views from many locations are one of several attractions to the County.

The City of Hudson is the County seat with most Governmental offices including the County Clerk's office and Court House. The city is an old Hudson River Community that features many original examples of various architecture in relatively original status. The recent expansion of the antique industry in the Hudson has brought with it extensive outside exposure and a fast-paced realty market.

Local transportation systems include Amtrak Rail at Hudson, The Columbia County Airport in Ghent and bus and taxi service. Nationwide rail service is available from the Hudson Railroad Station. The two-hour service with up to seven trains to New York City is considered to be a major amenity to the economic stability of Hudson and Columbia County.

Columbia County is typically a rural community with one City, several villages and numerous hamlets located throughout. Regional shopping and services are located in the greater Hudson - Greenport area with several small strip type shopping centers housing regional and local retailers. Intermediate services are available in the villages with limited goods available in the hamlets scattered throughout the County. High level regional type shopping and services are located in the Albany, Kingston and Poughkeepsie areas which range up to 40 miles away from any County location.

The necessity to travel for goods and services is typical for the area and is not considered to be a negative. Columbia Memorial Hospital is centrally located in Hudson. A new 30,000 square foot addition has recently been completed along with a completely renovated maternity ward. Emergency access is provided by both paid and volunteer ambulance services. All area fire companies are volunteer and located strategically throughout the County. Their response time rivals paid responders.

Columbia County has three realty markets. The local market consists of the area inhabitants that move within the confines of a particular zone. Northern sections of the County appeal to the Albany (Capital District) market for those buyers seeking a more rural type of environment. Typically, prices for comparable housing are less costly in Columbia County. The third market is the metro New York City second and seasonal home buyers. That market exists based on the relatively close proximity to the metro area, aesthetically pleasing rural environment and abundance of recreational facilities including the Catamount Ski area in Hillsdale and numerous lakes, streams, state parks and The Hudson River offering a more sedate environment. Interesting architecture and availability of homes on large parcels of land is a major market motivator. The Capital District and Metro New York City markets are extremely important to the County economy as it helps to support numerous retailers and service providers. These markets have been long standing and have sustained active levels with relatively little fluctuation over the past twenty-five years. The secondary markets have historically performed at the highest level of appreciation.

An excellent network of highways provides access to all destinations in all directions. Access to the New York State Thruway and Massachusetts Turnpike is available in Kinderhook, Chatham, and Canaan. The Taconic State Parkway commences at the Berkshire section of the Thruway in Chatham and provides direct access to the Metro New York City Area. State, county, and town highways also provide easy access to all local and regional points. The roads are well maintained and service ready in short time after stormy weather. Transportation is further enhanced by an Amtrak Station at Hudson, small plane and charter service at the Columbia County Airport and local and regional bus carriers.

The employment picture has improved with the addition of several new manufacturing facilities during the past three years. Many large employers had exited the County during the past twenty years; however, an extremely active Development Agency has produced positive results. The Columbia Commerce Park at the airport has several new smaller employers with more in progress. Many people travel to the Capital District for employment in the higher paying sectors.

Government is by a supervisor type with representation based on population. The government has been fairly conservative with an eye toward progress. The economic growth in the County is in part due to the positive posture of the Economic Development Agencies.

The general overall appeal factor for the County is considered to be good based on the tri realty market sectors, pleasant rural environment, numerous recreational amenities, and a high recognition factor. Education is centered in the Columbia - Greene Community College in Greenport and the six central school systems serving the local areas. The systems for the most part have modern facilities and are making progressive moves to keep pace with current practices.

HUDSON AREA ANALYSIS

The City of Hudson is located along the banks of the Hudson River in mid-Columbia County. It is well known throughout the northeast for its interesting architecture. Many outstanding examples of various styles line the streets.

The physical layout of City consists of a six street: seven block long main section housing the bulk of the older architecture. Warren Street is the main street and houses most of the commercial activities. Most of those improvements are townhouses with commercial activities on the first floor and residential apartments on the upper levels. The upper section of Warren Street, the four - through eight hundred blocks has the highest concentration of commercial activities. The City thrived until the 1950's when the exodus of business to large shopping centers and people to the suburbs started. The trend continued until 1970 when an aggressive Urban Renewal Program was put into effect. The program was most successful in the housing sector with the demolition of numerous substandard housing units. The replacements were low to moderate income housing units in the form of a high rise and townhouses. In the commercial sector some moderate change was made; however, it was too late to recapture the mercantile level of the past. In the mid 1980's real estate resurgence took place with the sale of numerous properties to out of the area purchasers. Many rehabilitation programs were started but most were never finished. This occurred based on the very competitive apartment rental market and inability to attract quality tenants at rents necessary to support the property. In many instances it was impossible to compete with available subsidized housing. During the next decade, the market was erratic and showed no real promise for the future. During the past several years a very active antique community has developed and continues to expand. Numerous vacant stores front properties were either sold or leased with the opening of an antique outlet. Although the overall market has slowed the upper level quality location properties have remained stable. The antique trade fits well with the environment in the City and its relatively close proximity to the Metro New York City area. Further enforcing the conclusion is the fact that many other residential properties are being sold to purchasers outside the area that recognize the positive side.

Hudson is the county seat and houses most of the offices for that entity. The existing Mayor/Cabinet style of government has been progressive and continues to improve the City. Columbia Memorial Hospital is located in the City and provides a high level of health care. The City has two taxi services, local bus routes and an Amtrak Station. The railway stop is one of the busiest on the Albany - New York City corridors.

The Town of Greenport surrounds the City and has been the major recipient of many people and business. Greenport has the highest concentration of commercial activities in all of Columbia County. The town has several small strip malls with regional goods and services.

PROPERTY SALES HISTORY

Your attention is directed to the assessment records page for the sales history. While as of the effective date of this appraisal, the subject property has not transferred within the past three years, Sandstone Partner, LLC does have a contract to purchase the property for \$2,500,000. We have not reviewed this contract, but it is reasonable to assume that since we are appraising this assuming completion of their proposed project, there would be a recent transfer.

OFFERING OF THE SUBJECT PROPERTY:

The subject property is not currently offered for sale, nor has it been offered within the past year. We believe that the property is privately offered for sale to the developer.

EASEMENTS AND RESTRICTIONS:

Utilities.

EXTRAORDINARY ASSUMPTIONS:

We are developing this appraisal under the extraordinary assumption that the subject is structurally sound. The appraisers are not qualified structural engineers and cannot any warranty as to such. If the subject were found to have issues with its structural integrity, the value in this report may be impacted.

HYPOTHETICAL CONDITIONS:

The appraisal is completed under the hypothetical condition that the proposed renovation and proposed construction of Hudson House has been completed. We are developing this section per the plans and specs provided. If the improvements are not completed or do not represent what is depicted in the plans and specs, the value indicated in the "as complete" section may be subject to change.

SITE ANALYSIS

This site data is detailed as follows:

TAX MAP NUMBER: 110.53-3-51

LAND AREA:
Dimensions: 202' x 120'
Number of square feet: 24,240
Number of acres: 0.56

TOPOGRAPHY: Generally Level

EASEMENTS: Utility

UTILITIES:
Water: Municipal
Sewage: Municipal
Telephone/Electric: Verizon, National Grid
Gas: National Grid

ROAD:
Frontage: 202' on Union & Cherry Alley & 120' on South 7th
Ownership/Maintenance: City of Hudson
Surface: Macadam

SURVEY: Included herein

FLOOD ZONE: Based on the inspection of the subject property and a review of the FEMA map, the property is in a class X designated area. This area is not classified as a flood zone. Map #3615120001C

SOILS/GEOLOGIC CONDITIONS: I have not been provided with a soil or geological survey of the property and assume the soil conditions are adequate to support the improvements.

CONTAMINATION: I have no reason to suspect that the subject is contaminated however, this is always a possibility therefore, and we recommend that interested parties engage appropriate experts to survey the properties for possible contamination.

APPEAL FACTOR: Good

SITE IMPROVEMENTS: Gardens

TAX MAP – 110.53-3-51



AERIAL MAP



IMPROVEMENT ANALYSIS

TYPE OF STRUCTURE:	Detached
GENERAL CONSTRUCTION:	Brick
PRESENT USE:	50-Room Hotel
AGE:	Mixed
NUMBER OF STORIES:	Four Story
EXTERIOR:	
Roof:	Asphalt Shingle
Walls:	Brick, Wood
Windows:	Double Hung
Doors:	Wood Framed
Gutters:	None Noted
Other:	Exterior Lighting
SIZE:	
Dimensions:	See Sketch
Clearances:	Various
Total area:	31,500 sq. ft. gross building area
ROOM LIST:	50 - Guest Rooms w/ Baths, Restaurant, Bar, Fitness Center, 2 - Meeting Rooms, Common Living Rooms, and Private Dining Room.
INTERIOR:	
Walls:	Drywall, Wood
Ceiling:	Drywall
Floors:	Hardwood, Ceramic
Baths:	Ceramic & Ceramic Wainscot
Doors:	Wood Framed
Lighting:	Mostly Incandescent
HEAT / AC:	Gas Fired HVAC
ELECTRIC SERVICE:	Assumed Adequate
SPRINKLERS:	Assumed to Fire Code
OTHER:	Gas Fireplaces in Guest Rooms and Common Areas
FOUNDATION:	Concrete Slab
INADEQUACIES:	None

OVERALL CONDITION

This appraisal is assuming that the proposed project has been completed and therefore, everything will be freshly completed construction. Therefore, the building will be in good condition.

UTILITY FACTOR

Functional Utility may be described as a property's usefulness, the ultimate test of which is its marketability. Functional Utility of building pertains to their efficiency and desirability of their intended use. Requirements for maximum efficiency and marketability typically include a variety of factors. The proposed use of the subject will be a Hotel with a Restaurant / Bar. The subject will off adequate utility for such use assuming completion of the proposed improvements.

CONTAMINATION

I am not an expert in recognizing the presence of any forms of contamination. All comments and conclusions are based on a satisfactory environmental status as determined by the appropriate recognized experts.

ZONING - PRESENT USE

The data following is based on a review of the current zoning ordinance for the subject township.

PRESENT ZONING CLASSIFICATION: CC – Central Commercial

BASIC ALLOWABLE USES: Residential / Commercial

MINIMUM LOT SIZE: No Minimum

PRESENT USE: Mixed-Use

PERMITTED BY ZONING: Yes

Based on the available zoning data, the subject is a legal, conforming use. If a specific determination is required; the Code Enforcement Office should be consulted.

ASSESSMENT – TAX SCHEDULE

Included herein is the real-Record data sheet addressing the status of the subject property in the Present status.

No warranty as to the data is made herein. The assessor and tax collector can provide verified information.



OWNERSHIP INFORMATION					PARCEL NO: 110.53-3-51				
620 UNION HUDSON LLC 620 UNION ST HUDSON NY 12534-2812					Mail: 739 PO BOX CLIFTON NJ 07015-0739				
COUNTY: COLUMBIA					PHONE NUMBER:				
PROPERTY CLASS: 418 - INNS, LODGES, BOARDING HOUSES, TOURIST HOMES					CENSUS TRACT: 0013.00				
					SWIS_SBL: 10060011005300030510000000				

SALE DATE	PRICE	DEED DATE	LIBRE	PAGE	ARMS LENGTH	SELLER	BUYER	PERS. PROP	# PARCELS
{NUM} - 06/13/2014	\$ 1,300,000	06/13/2014	788	451	Y	HOME FOR THE AGED	620 UNION HUDSON LLC	0	1

STRUCTURAL3 INFORMATION					LOT INFORMATION				
Overall Eff. Yr Built 1979					Lot Size Dim.: 202.00x120.00				
Overall Grade					Land SQFT 24,240				
Overall Condition AVERAGE					Lot Size Acres 0.56				
Construction Type					Zoning CC				
TAX INFORMATION					Nbhd Code 1022				
SBL(Tax ID)#: 110.53-3-51					School District 100600 - HUDSON				
Assessed Value \$ 1,700,000					Desirability TYPICAL				
Land Assesment \$ 134,000					Water Front N				
School Tax \$ 26,156					Sewer COMMERCIAL/PUBLIC				
County/Town Tax \$ 9,191					Water COMMERCIAL/PUBLIC				
City/Village Tax \$ 16,848					Utilities GAS/ELECTRIC				
Total Tax \$ 52,195					Nbhd. Rating UNKNOWN				
Full Tax Value \$ 2,207,792					Nbhd. Type UNKNOWN				
Equalization Rate 0.77					# Res. Sites 0				
Prior Tax ID#					# Comm. Sites 1				
Full Land Value \$ 174,025					Swis Code 100600				

*The calculated tax amounts are not exact. No special district tax amounts or exemptions have been included. All numbers are estimated based on town values. Taxes should be verified directly from the local tax collector.

Updated:05/21/2020 4:25 pm

BUILDING USAGE														
INN/LODGE TOTAL RENT SQ. FT.: 13371 UNIT TYPE: ROOMS UNITS: 10														
BUILDING BREAKDOWN														
# IDENT.	BOECKH	YR.	QUALITY	CONDITION	PERIMETER	GROSS SQ.FT.	STORY	STORIES	HEIGHT	AC%	SPRINKLER%	ALARM%	BSMT.	BSMT.
BLDS.	MODEL	BUILT					HEIGHT						TYPE	SQ.FT.
1	NURSING HOME	1,979	AVERAGE +	GOOD	356	9,286	3	9	0	100	100		PARTIAL	4,085

IMPROVEMENTS :												
(1) PORCH-UP COV, BUILT 1970, 198.00 SQFT, CONDITION NORMAL												
(1) PORCH-COVERD, BUILT 1920, 144.00 SQFT, CONDITION GOOD												
(1) PORCH-COVERD, BUILT 1970, 117.00 SQFT, CONDITION GOOD												
(1) PORCH-UP COV, BUILT 1970, 144.00 SQFT, CONDITION GOOD												
(1) PORCH-SCREEN, BUILT 1970, 270.00 SQFT, CONDITION GOOD												
(1) PORCH-UP OPN, BUILT 1970, 279.00 SQFT, CONDITION GOOD												
(1) PORCH-UP COV, BUILT 1970, 387.00 SQFT, CONDITION NORMAL												

Note: Display indicates first residential site and up to four improvements.

HIGHEST AND BEST USE

HIGHEST AND BEST USE:

Highest and Best Use is the most reasonably probable and legal use of vacant land or an improved property. Which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum profitability.

HIGHEST AND BEST USE OF LAND OR A SITE AS THOUGH VACANT:

The use of as property based on the assumption that a parcel of land is vacant or can be made vacant through demolition of any improvements.

HIGHEST AND BEST USE OF THE PROPERTY AS IMPROVED:

The use that should be made of a property as it exists. *
In estimating the highest and best use, the appraiser typically applies the following criteria:

- **Legal (Permissible) Use**
What uses are legally permitted by zoning regulations and not prohibited by deed restrictions or covenants?
- **Possible Use**
What uses are physically possible, considering the site's size, configurations, topography, and availability of utilities, etc.?
- **Financially Feasible Use**
What uses, being both possible and legally permitted, will produce any net return to the site?
- **Highest and Best Use (Maximally Productive Use)**
Among the feasible uses, which will produce the highest net return?

* The Dictionary of Real Estate Appraisal Eleventh Edition (1990) published by the Appraisal Institute.

In analyzing the Highest and Best Use of the subject property as though vacant, the four criteria are considered on an individual basis as they pertain to the subject property as follows:

HIGHEST AND BEST USE

PHYSICALLY POSSIBLE

The subject property consists of 24,240 square feet, which can support uses of various types. The physical features of the property including frontage, terrain and shape will allow for limited potential development in full consideration of the legal use limitations.

LEGALLY PERMISSIBLE

Since a number of uses are physically possible, we must address which are legally permitted. The subject property is situated in a CC Zone, which allows for commercial and residential uses.

FINANCIALLY FEASIBLE

Essential to the financial feasibility of the subject site, relative to other options, is the market demand for particular types of uses. Each major category's potential use for the subject was studied and the one that will provide the greatest return is commercial development. This conclusion is based on the area's historical trends and probable future direction. Support data is detailed in the area analysis.

CONCLUSION

“As Vacant”

If the subject were unimproved, any reasonable use study would lead to the conclusion that the Highest and Best Use would be for commercial development.

“As Improved”

The proposed building improvements are considered to represent a reasonable Highest and Best Use of the subject property based on their contribution.

CONCLUDING

The Highest and Best Use for the subject property is as proposed, as a Hotel w/ Restaurant / Bar.

THE VALUATION PROCESS

The valuation process begins when an appraiser identifies the appraisal problem and ends with a conclusion which is reported to the client. Each real property is unique, and many different types of value can be estimated for a single property. The most common appraisal assignment is performed to estimate market value.

The valuation process is accomplished through specific steps; the number of steps followed depends on the nature of the appraisal assignment and the data available. The model indicates a pattern that can be used in any appraisal assignment to perform market research and data analysis, to apply appraisal techniques, and to integrate the results of these activities into an estimate of defined value.

Research begins after the appraisal problem is defined. The analysis of data relevant to the problem starts with an investigation of trends observed at all market levels - international, national, regional, community, and neighborhood. This examination helps the appraiser understand the interrelationships among the principles, forces, and factors that affect real property value in the specific area. It also provides raw data from which to extract quantitative information and other evidence of market trends such as positive or negative percentage changes in property value over a number of years, the population movement into an area, and the number of employment opportunities available and their effect on the purchasing power of potential property users. This data can be analyzed and employed to estimate a defined value.

Traditionally, appraisal techniques are the specific procedures within the three approaches that are applied to derive indications of real property value. Other procedures such as the use of inferential statistics and economic models also contribute to appraisals. One or more approaches to value may be used depending on their applicability to the particular appraisal assignment.

In assignments to estimate market value, the ultimate goal of the valuation process is a well-supported value conclusion that reflects all the factors that influence the market value of the property being appraised. To achieve this goal, an appraiser studies a property from three different viewpoints, which correspond to the three traditional approaches to value.

1. The Cost Approach
2. The Income Capitalization Approach
3. The Sales Comparison Approach

The three approaches are interrelated; each requires the gathering and analysis of sales, cost, and income data that pertain to the property being appraised. Each approach is outlined briefly on the following pages.

From the approaches applied, the appraiser derives separate indications of value for the property being appraised. One or more of the approaches may not be applicable to a specific assignment or may be less reliable due to the nature of the property, the needs of the client, or the data available.

To complete the valuation process, the appraiser integrates the information drawn from market research and data analysis and from the application of approaches to form a value conclusion. This conclusion may be presented as a single point estimate of value or as a range within which the value may fall. An effective integration of all the elements in the process depends on the appraiser's skill, experience, and judgments.

The use and relevancy of the approaches will be discussed in the reconciliation of the report.

THE APPROACHES

THE COST APPROACH ANALYSIS

The cost approach to value is based on the principle that a prudent purchaser would not pay more for a property than the cost to reproduce it, provided it could be reproduced without costly delay. In this approach the value of the subject site is estimated as if it were vacant and available to be put to its highest and best use. Then the value of the present worth of the improvement is added to the land value estimate. The values of the improvements are based on the current cost of reproducing the improvements less any accrued depreciation. Cost estimates are acquired from the Marshal Valuation Service cost manual as well as local contractors and the appraiser's knowledge of the market in the area.

THE SALES COMPARISON APPROACH

In the market comparison approach, market value is estimated by comparing the subject property to similar properties that have been sold recently. A major premise of the sales comparison approach is that the market value of a property is directly related to the prices of competitive comparable properties. Data on comparative sales are collected from buyers and sellers, brokers, public records, and fellow appraisers. The most common features of all of the properties are compared and adjustments are made, based on market indicators, to account for variances between the subject and sale properties.

INCOME CAPITALIZATION APPROACH

Because income producing properties are typically purchased as investments, their earning power is of critical concern to investors. The income capitalization approach measures the value of the future benefits from the property ownership. The benefits are then discounted at a specific rate to determine a present value. The indication of value by this approach results from analysis of historical operating data collected from the subject and similar properties in the area. Based on the analysis of that data, future income and expense estimates are established for the subject property. The forecast of the net operating income (NOI) is converted into present value estimates by the process of capitalization. The appropriate rates or factors used for the capitalization are based on an investigation of acceptable rates of return reflected by recent area transfers of comparable properties. To achieve a final estimate of value, the overall cap rate is applied to the first years projected NOI.

CONCLUSION:

After a careful consideration of the subject property and all of the factors that affect it, market and physical, the most applicable valuation method that was considered to be appropriate was the sales comparison approach. The income approach and cost approach were not developed as previously explained in the scope of work.

THE SALES COMPARISON APPROACH

In the market comparison approach, market value is estimated by comparing the subject property to similar properties that have been sold recently. A major premise of the sales comparison approach is that the market value of a property is directly related to the prices of competitive comparable properties. Data on comparative sales is collected from buyers and sellers, brokers, public records, and fellow appraisers.

The comparative analysis in the sales comparison approach focuses on differences in the legal, physical, location, and economic characteristics of the subject and comparable properties. Additional consideration is given to variances in the real property rights conveyed, dates of sale, motivations of buyers and sellers, and financing arrangements for each sales transaction, which can account for variations in selling prices.

The next step in the appraisal process is the development of the sales comparison approach for the subject property. The market approach is an appraisal technique in which a market value estimate is based on prices paid in actual market transactions. It is a process of analyzing recently sold properties similar to the subject. The reliability of this technique depends on:

- (a) The degree of comparability of the property appraised with each sale or listing
- (b) The length of time since the sale.

Depending on the type of property and its uses, comparable sales dating back several years may be necessary to an estimate of value. This is not an uncommon practice for these types of properties. Once the sales are selected, they are compared to the subject property with a predetermined unit of comparison which is generally recognized in the marketplace, such as square feet of improvement area, number of units, number of acres, number of rooms, number of apartments, etc. Dollar or percentage adjustments are then applied against the comparable sale price. The total of the adjustments is subtracted from the comparable selling price. The adjusted sales price of at least three comparable sales provides a range of value for the subject property. It is then the opinion of the appraiser to select a value that best represents the subject property. The procedure for comparable sales selection is to obtain as many as possible with those most similar being used in the actual analysis and adjustment process with the remaining viewed as a check/verification step. The analysis and adjustment process is typically based on a defined unit of measure. The unit of measure typically can include per square foot, unit or another standard that is set by the marketplace.

All comparable sales, used in the “as is” valuation, are within the City of Hudson or other areas that were deemed comparable. Locational adjustments were made as deemed necessary. The analysis is completed on a per square foot basis. Adjustments are percentages with consideration in the categories of gross building area – condition, locations, land area and other categories of variance. Adjustments for differences in building area will be made based on the economies of scale, which exhibits that properties typically sell for less per unit when purchased in bulk. The final value will be reconciled using a weighted mean of the comparable sales, based on their overall similarity to the subject property.

IMPROVEMENT SALES COMPARISON APPROACH

MARKET ADJUSTMENT GRID

ELEMENT STREET CITY, NYS COUNTY	SUBJECT 620 Union St Hudson Columbia	SALE # D782-555 731 Warren St Hudson Columbia	SALE # D22016-3854 513 Leedsville Rd Amenia Dutchess	SALE # 129031 339-341 Allen St Hudson Columbia	SALE # D2017-33634 413 Broadway Saratoga Springs Saratoga
SALE PRICE	\$0.00	\$1,612,500.00	\$5,903,000.00	\$1,200,000.00	\$4,550,000.00
RIGHTS CONVEYED ADJUSTMENT	FEE \$0.00	FEE \$0.00	FEE \$0.00	FEE \$0.00	FEE \$0.00
FINANCING-SALE TERMS	MARKET \$0.00	MARKET \$0.00	MARKET \$0.00	MARKET \$0.00	MARKET \$0.00
SALE DATE	06/01/2020 \$0.00	02/18/2014 \$241,875.00	06/14/2016 \$295,150.00	01/22/2020 \$0.00	11/14/2017 \$0.00
ADJUSTED PRICE	\$0.00	\$1,854,375.00	\$6,198,150.00	\$1,200,000.00	\$4,550,000.00
UNIT OF MEASURE / S.F. SALE PRICE PER UNIT	31,500 \$0.00	12,000 \$154.53	25,088 \$247.06	6,660 \$180.18	15,946 \$285.34
ZONING	Commercial	Commercial 0%	Commercial 0%	Commercial 0%	Commercial 0%
LOCATION APPEAL	Good	Similar 0%	Superior -10%	Similar 0%	Superior -30%
VISIBILITY / EXPOSURE	Average	Similar 0%	Similar 0%	Similar 0%	Similar 0%
LAND AREA / APPEAL	24,240 S.F. / Avg	14,880 S.F. / Sim 0%	42.70 Acres / Sim -15%	1.13 Acres / Sim 0%	17,424 S.F. / Sim 0%
IMPROVEMENT SIZE - S.F. # OF GUEST ROOMS BUILDING AREA PER ROOM OVERALL USE	31,500 50 630 Rest / Bar / Hotel	12,000 27 444 Rest / Bar / Hotel -45%	25,088 36 697 Rest / Bar / Hotel -15%	6,660 6 1,110 Inn -60%	15,946 40 399 Hotel -35%
IMPROVEMENT CONDITION	Good	Inferior 10%	Similar 0%	Similar 0%	Similar 0%
GENERAL CONSTRUCTION	Brick	Brick 0%	Wood, Brick, Stone 0%	Wood 5%	Brick 0%
ADDITIONAL IMPROVEMENTS	Patio Dining Fireplaces Fitness Center	Balconies Parking Lot 5%	Parking Lot, Pool Tennis Courts, Creek Trout Ponds, Garden -20%	Garage, Driveway 10%	Balconies Parking Lot 5%
NET ADJUSTMENTS		-30.00%	-60.00%	-45.00%	-60.00%
ADJUSTED PRICE	\$0.00	\$108.17	\$98.82	\$99.10	\$114.14

	Unadjusted value Range	Adjusted value Range	Subject value Range
High:	\$285.34	\$114.14	\$3,595,259.00
Low:	\$154.53	\$98.82	\$3,112,910.16
Average:	\$216.78	\$105.06	\$3,309,301.21

Gross building area (unit of comparison) of property:	31,500
Estimate value per unit of comparison:	\$100.00
Estimate of market value conclusion:	\$3,150,000.00

EXPLANATION OF ADJUSTMENTS

SALE # D782-555

SALE DATE – The comparable sale is dated, and the market has appreciated since this time. Therefore, a market conditions adjustment of 15% was applied.

IMPROVEMENT SIZE / APPEAL – The comparable sale is adjusted for having a smaller building area.

IMPROVEMENT CONDITION – The comparable sale is adjusted for having an inferior condition because the property had a level of deferred maintenance when it transferred.

ADDITIONAL IMPROVEMENTS – The comparable sale is in adjusted for only having balconies and parking.

SALE # D22016-3854

SALE DATE – The comparable sale is dated, and the market has appreciated since this time. Therefore, a market conditions adjustment of 5% was applied.

LOCATION APPEAL – The comparable sale is adjusted for having a superior location because the Town of Amenia has higher property values than the City of Hudson.

LAND AREA / APPEAL – The comparable sale is adjusted for having a significantly larger lot size.

IMPROVEMENT SIZE / APPEAL – The comparable sale is adjusted for having a smaller building area.

ADDITIONAL IMPROVEMENTS – The comparable sale is adjusted for its vast amenities.

SALE # 129031

IMPROVEMENT SIZE / APPEAL – The comparable sale is adjusted for having a smaller building area.

GENERAL CONSTRUCTION – The comparable sale is adjusted for its wood construction.

ADDITIONAL IMPROVEMENTS – The comparable sale is adjusted for only having a garage and parking.

SALE # D2017-33634

LOCATION APPEAL – The comparable sale is adjusted for having a superior location because the City of Saratoga Springs has higher property values than the City of Hudson.

IMPROVEMENT SIZE / APPEAL – The comparable sale is adjusted for having a smaller building area.

ADDITIONAL IMPROVEMENTS – The comparable sale is in adjusted for only having balconies and parking.

731 Warren Street, Hudson



SalesWeb

Sale Detail Report

Owner information may not be available for non arms-length sales.
This sale has been reviewed by the assessor.

Municipal Information

SWIS Code: 100600
County: Columbia
Municipality: Hudson
School Code: 100600
School District: Hudson
Second SWIS Code:
Roll Year: 2013

Parcel Information

Processing Key:
Tax Map ID: 110.61-1-29
Village Tax Map ID:
Control Number:
Document Number:
Total Assessed Value: \$720,000
Village Total Assessed Value: \$0

Owner & Location Information

Seller Name: ROYALTON MOTEL
Buyer Name: RAMSHACKLE PROPERTIES,LLC
Buyer 2 Last Name:
Property Address: 731-739 WARREN ST
Property ZIP: 12534
Attorney Name:
Attorney Phone: () -
Buyer's Street Address: 731-739 WARREN ST
Buyer's City: HUDSON
Buyer's State: NY
Buyer's ZIP Code: 12534

Sale Information

Deed Book: 782
Deed Page: 555
Deed Date: 02/18/2014
Contract Date:
Sale Date: 01/31/2014
Sale Price: \$1,612,500
Personal Property: 0
COD Usable: No
RAR Usable: Not Applicable
Village RAR Usable: Not Applicable
Arm's Length: No
Village Significant Change: No
Sale Conditions: Other

Parcel Specifications

Dimensions: 0 x 0
Total Acres: 0.36
Number of Parcels: 1
Part of Parcel: No
Condo: No
New Construction: No

Updates

Electronic/Paper Filing: Paper
Sale Loaded to Database: 05/14/2014
Electronic Update (eg. RPS): 08/08/2019
Paper Corrected:
Last Update to Sale: 08/08/2019



OWNERSHIP INFORMATION

RAMSHACKLE PROPERTIES,LLC
731 WARREN ST
HUDSON NY 12534-3016

PARCEL NO: 110.61-1-29

Mail: 731 WARREN ST
HUDSON NY 12534-3016

PHONE NUMBER:

COUNTY: COLUMBIA
PROPERTY CLASS: 414 - HOTEL

CENSUS TRACT: 0013.00
SWIS_SBL: 10060011006100010290000000

SALE DATE	PRICE	DEED DATE	LIBRE	PAGE	ARMS LENGTH	SELLER	BUYER	PERS. PROP	# PARCELS
{NUM} - 01/31/2014	\$ 1,612,500	02/18/2014	782	555	N	ROYALTON MOTEL	RAMSHACKLE PROPERTIES,LLC	0	1

STRUCTURAL3 INFORMATION

Overall Eff. Yr Built 1974
Overall Grade
Overall Condition FAIR
Construction Type

LOT INFORMATION

Lot Size Dim.: 129.00x120.00
Land SQFT 14,880
Lot Size Acres 0.36
Zoning CC
Nbhd Code 1023
School District 100600 - HUDSON
Desirability TYPICAL
Water Front N
Sewer COMMERCIAL/PUBLIC
Water COMMERCIAL/PUBLIC
Utilities GAS/ELECTRIC
Nbhd. Rating UNKNOWN
Nbhd. Type UNKNOWN
Res. Sites 0
Comm. Sites 1
Swis Code 100600

TAX INFORMATION

SBL(Tax ID)#: 110.61-1-29
Assessed Value \$ 998,000
Land Assesment \$ 36,500
School Tax \$ 20,080
County/Town Tax \$ 7,056
City/Village Tax \$ 12,934
Total Tax \$ 40,070
Full Tax Value \$ 1,296,103
Equalization Rate 0.77
Prior Tax ID#
Full Land Value \$ 47,402

*The calculated tax amounts are not exact. No special district tax amounts or exemptions have been included. All numbers are estimated based on town values. Taxes should be verified directly from the local tax collector.

Updated:08/31/2019 3:26 am

BUILDING USAGE

MOTEL | TOTAL RENT SQ. FT.: 11000 | UNIT TYPE: ROOMS | UNITS: 27
NON-CONTRIB | TOTAL RENT SQ. FT.: 1050
NBHD TAVERN | TOTAL RENT SQ. FT.: 1000

BUILDING BREAKDOWN

# IDENT.	BOECKH	YR.				GROSS	STORY					BSMT.	BSMT.
BLDS.	MODEL	BUILT	QUALITY	CONDITION	PERIMETER	SQ.FT.	STORIES	HEIGHT	AC%	SPRINKLER%	ALARM%	TYPE	SQ.FT.
1	2 STY MOTEL	1,974	AVERAGE	GOOD	680	12,000	2	10	0	0	0	SLAB/PIER	1,050

IMPROVEMENTS :

- (1) CANPY-COM ST, BUILT 1957, 144.00 SQFT, CONDITION GOOD
- (1) SHED-MACHINE, BUILT 1957, 0 SQFT, CONDITION GOOD
- (1) PAVNG-ASPHLT, BUILT 1957, 7600.00 SQFT, CONDITION NORMAL
- (1) CARPORT, BUILT 1970, 0 SQFT, CONDITION GOOD
- (1) PORCH-COVERD, BUILT 1957, 0 SQFT, CONDITION GOOD
- (1) PORCH-COVERD, BUILT 1957, 0 SQFT, CONDITION NORMAL
- (1) PORCH-UP COV, BUILT 1957, 0 SQFT, CONDITION NORMAL
- (1) PORCH-UP COV, BUILT 1957, 0 SQFT, CONDITION NORMAL

Note: Display indicates first residential site and up to four improvements.

513 Leedsville Road, Amenia



SalesWeb

Sale Detail Report

This sale has been reviewed by the assessor.

Municipal Information

SWIS Code: 132000
County: Dutchess
Municipality: Amenia
School Code: 133801
School District: Webatuk
Second SWIS Code:

Owner & Location Information

Seller Name: JAMES B. FLAHERTY
Buyer Name: TROUTBECK HOLDINGS, LP
Buyer 2 Last Name:
Property Address: 513 LEEDSVILLE ROAD
Property ZIP: 12501
Attorney Name: Joshua Mackey
Attorney Phone: (845) 677 - 6700
Buyer's Street Address: 313 MAPLE ST
Buyer's City: LITCHFIELD
Buyer's State: CT
Buyer's ZIP Code: 06759

Parcel Specifications

Dimensions: 0 x 0
Total Acres: 45.20
Number of Parcels: 2
Part of Parcel: No
Condo: No
New Construction: No
Grid East: 722270
Grid North: 676750
Property Class on Roll: 418-Inns, Lodges, Boarding Houses, Tourist Homes, Fraternity and Sorority Homes
Property Class at Sale: 418-Inns, Lodges, Boarding Houses, Tourist Homes, Fraternity and Sorority Homes

Parcel Information

Roll Year: 2015
Tax Map ID: 7267-00-227675-0000
Village Tax Map ID:
Total Assessed Value: \$5,919,200
Village Total Assessed Value: \$0

Sale Information

Deed Book: 22016
Deed Page: 3854
Deed Date: 06/16/2016
Contract Date: 11/09/2015
Sale Date: 06/14/2016
Sale Price: \$5,903,000
Personal Property: 0
COD Usable: No
RAR Usable: Not Applicable
Village RAR Usable: Not Applicable
Arm's Length: Yes

Updates

Electronic/Paper Filing: Paper
Sale Loaded to Database: 08/12/2016
Electronic Update (eg. RPS): 08/16/2016
Paper Corrected:
Last Update to Sale: 08/16/2016
Assessment Rollmatch: Not Attempted



OWNERSHIP INFORMATION

FLAHERTY JAMES B SKIBSTED
12 TROUTBECK LN
AMENIA NY 12501-0000

PARCEL NO: 7267-00-227675-0000

Mail: 515 LEEDSVILLE RD
AMENIA NY 12501-5831

PHONE NUMBER:

COUNTY: DUTCHESS
PROPERTY CLASS: 418 - INNS, LODGES, BOARDING HOUSES, TOURIST HOMES

CENSUS TRACT: 0100.00
SWIS_SBL: 13200000726700002276750000

SALE DATE	PRICE	DEED DATE	LIBRE	PAGE	ARMS LENGTH	SELLER	BUYER	PERS. PROP	# PARCELS
{NUM} - 01/16/2007	\$ 12,000,945	05/02/2007	22007	3061	N	REFEREE, BEISNER RALPH A	FLAHERTY JAMES B	0	1
{NUM} - 12/16/2004	\$ 11,500,000	01/21/2005	22005	675	Y	FLAHERTY JAMES B/ROBERT	TROUTBECK ASSOC LLC	0	1

STRUCTURAL3 INFORMATION

Overall Eff. Yr Built 1890
Overall Grade EXCELLENT
Overall Condition GOOD
Construction Type STONE

LOT INFORMATION

Lot Size Dim.: 0.00x0.00
Land SQFT 1,968,912
Lot Size Acres 42.70
Zoning RM-RA
Nbhd Code 3
School District 133801 - WEBATUK
Desirability SUPERIOR
Water Front N
Sewer PRIVATE
Water PRIVATE
Utilities ELECTRIC
Nbhd. Rating UNKNOWN
Nbhd. Type UNKNOWN
Res. Sites 4
Comm. Sites 1
Swis Code 132000

TAX INFORMATION

SBL(Tax ID)#: 7267-00-227675-0000
Assessed Value \$ 5,716,000
Land Assesment \$ 800,000
School Tax \$ 0
County/Town Tax \$ 33,953
City/Village Tax \$ 0
Total Tax \$ 33,953
Full Tax Value \$ 5,716,000
Equalization Rate 1.00
Prior Tax ID#
Full Land Value \$ 800,000

*The calculated tax amounts are not exact. No special district tax amounts or exemptions have been included. All numbers are estimated based on town values. Taxes should be verified directly from the local tax collector.

Updated:08/31/2019 3:30 am

BUILDING USAGE

RESTAURANT | TOTAL RENT SQ. FT.: 4832 | UNIT TYPE: | UNITS: 0
INN/LODGE | TOTAL RENT SQ. FT.: 3496 | UNIT TYPE: | UNITS: 0
NON-CONTRIB | TOTAL RENT SQ. FT.: 7132 | UNIT TYPE: SQUARE FEET | UNITS: 1

BUILDING BREAKDOWN

# IDENT.	BOECKH	YR.	GROSS	STORY	BSMT.	BSMT.							
BLDS.	MODEL	BUILT	QUALITY	CONDITION	PERIMETER	SQ.FT.	STORIES	HEIGHT	AC%	SPRINKLER%	ALARM%	TYPE	SQ.FT.
1	3-7STY HOTEL	1,990	NORMAL	NORMAL	0	10,628	2	8	100	100	100	FULL	7,132
1	DINE/LOUNGE	1,982	NORMAL	NORMAL	0	4,328	2	8	100	100	100	PARTIAL	3,248

IMPROVEMENTS :

- (1) PORCH-COVERD, BUILT 1996, 240.00 SQFT, CONDITION GOOD
- (1) SHED-MACHINE, BUILT 1984, 1702.00 SQFT, CONDITION GOOD
- (1) SHED-MACHINE, BUILT 1979, 420.00 SQFT, CONDITION GOOD
- (1) POOL-CONCRET, BUILT 1979, 648.00 SQFT, CONDITION GOOD
- (0) POOL-CONCRET, BUILT 1982, 1200.00 SQFT, CONDITION GOOD
- (0) SHED-FINISHD, BUILT 1982, 580.00 SQFT, CONDITION GOOD
- (0) TENNIS-RES, BUILT 1982, 1440.00 SQFT, CONDITION GOOD

Note: Display indicates first residential site and up to four improvements.

339-341 Allen Street, Hudson



Public Detail Report

Listing Numbers 129031, 123774, 126159, 126441
Listings as of 02/10/20 at 10:42am

Sold 01/22/20 Listing # 129031 339-341 Allen St, Hudson, NY 12534 Map Listing Price: \$1,295,000
County: Columbia



Property Type	Residential		
Area	Hudson		
Beds	8	Approx Finished SqFt	6800
Baths(FTHQ)	10 (4 4 2 0)		
Year Built	1895	Lot Sq Ft (approx)	49223
Tax Map ID	109.51-1-48	Lot Acres (approx)	1.1300
DOM	70		

See Additional Pictures

School District Hudson

Directions From Warren & Third. South on 3rd to left on Allen to 339-341

Marketing Remark Historic Hudson Queen, on COVETED ALLEN ST... on a rare over 1-acre lot. This elegant Queen, meticulously restored and renovated to perfection, interior & exterior, displays magnificent intact period original details and high ceilings throughout. A gathering & gazing porch leads to her grand entry & graciously scaled rooms transporting you to a rare elegance not easily obtainable today. The woodwork & details are spectacular; moldings, pocket doors, plate glass curved windows, flooring, railings & flooring. The main stair is regal leading to the second floors gracious hall, five gracious en-suites and huge laundry room. The 'back stair' will also impress, to the third for w/an en-suite & two lofty one bedroom apartments. Lower level; concrete floors, original steam blasted stonewalls, and original details intact. Gym? Wine room? Radiant main floor, SOLAR, EV charging station, garage and workshop. Successful Inn to continue and /or just live in this amazing home & be a part of Hudson

Selling Information

Pending Date	12/11/19	Selling Date	01/22/20
Selling Price	\$1,200,000		
SP % LP	92.66		
Seller	No		
Concessions			

Special Conditions None/Unknown

General Information

911 Address	339-341 Allen St	Sign on Property	No
Views	Catskills, Neighborhood	Secluded	No
Paved Street	Yes	Other Buildings	1-1/2 Car Garage, Work Shop

Room Sizes/Location

First Floor	Bath, Living Room, Dining Room, Kitchen, Other Room (Library & music parlor)	Second Floor	Bedroom 1, Bedroom 2, Bedroom 3, Bedroom 4 (& 5), Bath (5)
Other Floor	Bedroom 1, Bedroom 2, Bedroom 3		

Property Features

Style	Queen Anne	Green Features	No
Condition	Excellent	Color	grey
Construction	Frame	Roof	Asphalt (SOLAR on), Shingle (Solar on)
Garage	Detached	Basement	Dry, Finished (concrete floors-blasted stone)
Siding	Wood	Windows	Double Hung, Plate Glass, Stained Glass, Storm
Walls	Plaster, Sheetrock	Floors	Hardwood, Stone
Foundation	Poured Concrete, Stone	Fireplace Location	Basement, Bedroom, Living Room, Dining Room, Kitchen
Fireplace Type	Non-Working, Ornamental	Central Air	Yes (main floor)
Porch/Deck Options	Porch/Deck		

Public Records

School Tax	\$13557.00	Town Tax	\$11019.00
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Assessment \$1000000

Assessors \$1000000.00
FullMktVal

Tax No
Exemptions

Utilities

Water Municipal
Electric 200 Amps (SOLAR)
Water Heater Oil

Sewer Municipal
Heat Type Radiant (main floor), Radiator
Appliances Clothes Dryer, Clothes Washer, Counter Top Range, Dishwasher
Included

Presented By:



February 2020

Mark D Taylor

Primary: 518-828-2092 x104
Secondary: 518-929-7144
Other:
Fax : 518-828-2615
E-mail: mtaylor@concraappraisals.com
Web Page:

Concra Appraisal Associates

P. O. Box 20
Hudson, NY 12534
518-828-2092

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Information not guaranteed.

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U.S. Patent 6,910,045



413 Broadway, Saratoga Springs



SalesWeb

Sale Detail Report

This sale has been reviewed by the assessor.

Municipal Information

SWIS Code: 411501

County: Saratoga

Municipality:

School Code: 411500

School District: Saratoga Springs

Second SWIS Code:

Parcel Information

Roll Year: 2017

Tax Map ID: 165.59-1-38

Village Tax Map ID:

Total Assessed Value: \$1,862,100

Village Total Assessed Value: \$0

Owner & Location Information

Seller Name: ASAY HOLDINGS LLC

Buyer Name: 413 BROADWAY HOLDINGS LLC

Buyer 2 Last Name:

Property Address: 413 BROADWAY

Property ZIP:

Attorney Name: Joshua Silver

Attorney Phone: (518) 688 - 0755

Buyer's Street Address: 146 WASHINGTON ST

Buyer's City: MARBLEHEAD

Buyer's State: MA

Buyer's ZIP Code: 01945

Sale Information

Deed Book: 2017

Deed Page: 36634

Deed Date: 11/16/2017

Contract Date: 08/01/2017

Sale Date: 11/14/2017

Sale Price: \$4,550,000

Personal Property: 0

COD Usable: Yes

RAR Usable: Not Applicable

Village RAR Usable: Not Applicable

Arm's Length: Yes

Parcel Specifications

Dimensions: 92 x 0

Total Acres: 0.40

Number of Parcels: 1

Part of Parcel: No

Condo: No

New Construction: No

Grid East: 682872

Grid North: 1548568

Property Class on Roll: 415-Motel

Property Class at Sale: 415-Motel

Updates

Electronic/Paper Filing: Paper

Sale Loaded to Database: 12/01/2017

Electronic Update (eg. RPS): 03/27/2018

Paper Corrected:

Last Update to Sale: 03/27/2018

Assessment Rollmatch: Yes



OWNERSHIP INFORMATION

413 BROADWAY HOLDINGS LLC
413 BROADWAY
SARATOGA SPRINGS NY 12866-2245

PARCEL NO: 165.59-1-38

Mail: 146 WASHINGTON ST
MARBLEHEAD MA 01945-3338

PHONE NUMBER:

COUNTY: SARATOGA
PROPERTY CLASS: 415 - MOTEL

CENSUS TRACT: 0610.00
SWIS_SBL: 41150116505900010380000000

SALE DATE	PRICE	DEED DATE	LIBRE	PAGE	ARMS LENGTH	SELLER	BUYER	PERS. PROP	# PARCELS
{NUM} - 11/14/2017	\$ 4,550,000	11/16/2017	2017	36634	Y	ASAY HOLDINGS LLC	413 BROADWAY HOLDINGS LLC	0	1
{NUM} - 03/30/2000	\$ 1,475,000	03/31/2000	1546	687	Y	LED MOTEL INC	ASAY HOLDINGS INC	0	1

STRUCTURAL3 INFORMATION

Overall Eff. Yr Built 1987
Overall Grade
Overall Condition AVERAGE
Construction Type

LOT INFORMATION

Lot Size Dim.: 92.35x0.00
Land SQFT 17,424
Lot Size Acres 0.40
Zoning C1
Nbhd Code 15191
School District 411500 - SARATOGA SPRINGS
Desirability SUPERIOR
Water Front N
Sewer COMMERCIAL/PUBLIC
Water COMMERCIAL/PUBLIC
Utilities GAS/ELECTRIC
Nbhd. Rating UNKNOWN
Nbhd. Type UNKNOWN
Res. Sites 0
Comm. Sites 1
Swis Code 411501

TAX INFORMATION

SBL(Tax ID)#: 165.59-1-38
Assessed Value \$ 2,784,000
Land Assesment \$ 441,000
School Tax \$ 21,116
County/Town Tax \$ 484
City/Village Tax \$ 16,740
Total Tax \$ 38,340
Full Tax Value \$ 4,034,782
Equalization Rate 0.69
Prior Tax ID# 110.-65-9
Full Land Value \$ 639,130

*The calculated tax amounts are not exact. No special district tax amounts or exemptions have been included. All numbers are estimated based on town values. Taxes should be verified directly from the local tax collector.

Updated:05/21/2020 4:23 pm

BUILDING USAGE

MOTEL | TOTAL RENT SQ. FT.: 13632 | UNIT TYPE: ROOMS | UNITS: 40

BUILDING BREAKDOWN

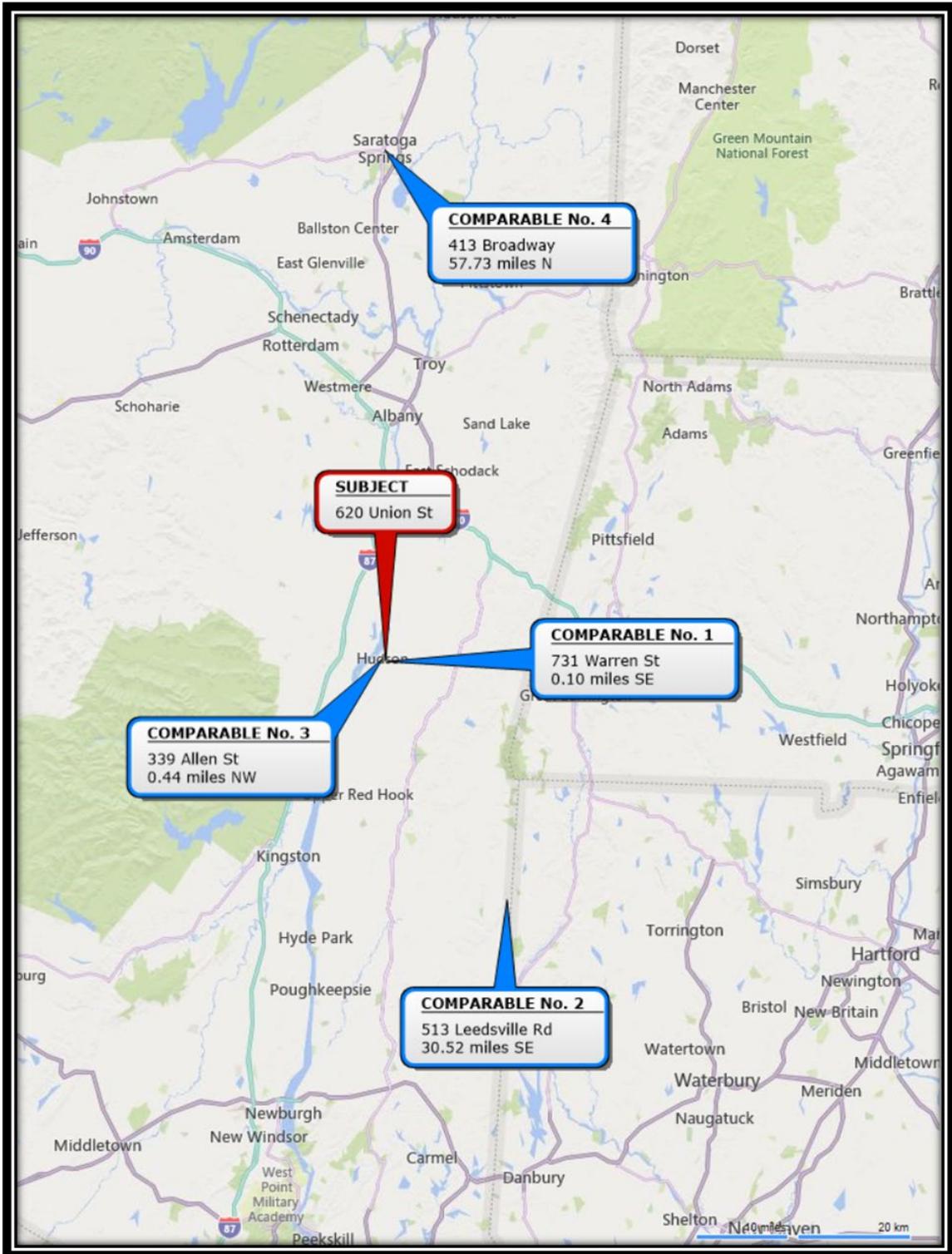
#	IDENT.	BOECKH	YR.	GROSS	STORY	BSMT.	BSMT.							
	BLDS.	MODEL	BUILT	QUALITY	CONDITION	PERIMETER	SQ.FT.	STORIES	HEIGHT	AC%	SPRINKLER%	ALARM%	TYPE	SQ.FT.
1	2 STY	MOTEL	1,987	AVERAGE	NORMAL	394	13,632	2	10	0	0	0	UNKNOWN	6,911
1	NATATORIUM		1,987	AVERAGE	NORMAL	218	2,214	1	28				UNKNOWN	

IMPROVEMENTS :

- (1) CANPY-COM ST, BUILT 1965, 480.00 SQFT, CONDITION NORMAL
- (1) PORCH-UP COV, BUILT 1965, 990.00 SQFT, CONDITION NORMAL
- (1) PATIO-CONGR, BUILT 1965, 990.00 SQFT, CONDITION NORMAL
- (1) PAVNG-ASPHLT, BUILT 1980, 0 SQFT, CONDITION NORMAL

Note: Display indicates first residential site and up to four improvements.

COMPARABLE SALES MAP



RECONCILIATION AND ESTIMATE OF MARKET VALUE

To determine the fair market value of the subject property, one or more of the following valuation approaches have been applied which indicate the following value(s):

SALES COMPARISON: **\$3,150,000.00**

INCOME APPROACH: N/A

COST APPROACH: N/A

The three approaches have various degrees of applicability depending on the circumstances.

The Cost Approach is usually relied on when the improvements are new, or nearly new, and are fully utilized for their designed intent or when the improvements represent a special purpose property on which no reliable income or market data is available.

The Income Approach indicates the amount a prudent investor would pay for the net income that a property will generate from ownership. This approach is often used for properties that are typically rented with similar uses and functionality of the subject.

The Sales Comparison Approach reflects actual prices paid for similar properties. This approach is generally used when reliable and comparable market data is available. The indicated value for the unit of comparison is then applied against the subject. Similar use properties were found to substantiate the value of the subject.

The sales comparison approach was the only applicable approach. The final value will be determined using a weighted mean of the comparable sales. The final value will be rounded to the nearest \$5,000.

As a result of my investigation, analysis and by virtue of my experience, it is my opinion that the market values of the subject property, in its Fee Simple Interest, subject to the definitions, certifications, and limiting conditions set forth in the attached report, as of **June 1, 2020**, are as follows:

THREE MILLION, ONE HUNDRED FIFTY THOUSAND DOLLARS -
\$3,150,000.00

CERTIFICATION

I, the undersigned, do hereby certify that I have personally inspected the property identified as:

**620 Union Street,
City of Hudson,
Columbia County, New York State**

This report has been prepared in conformity with the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation and that I am in compliance with the Competency Provision. This appraisal assignment has not been based on an approval of a mortgage loan and/or reporting of a minimum or specific market value conclusion. I certify that I have had no interest, either present or contemplated, in the subject property. I have no personal interest or bias with respect to the subject matter of this appraisal report or the parties involved. The appraisers have performed numerous appraisals and reviews of appraisals of multi - use buildings. Files are maintained with historical and current data relative to rapidly changing supply and demand factors that influence the commercial real estate markets in the general area. Individual qualifications of the appraisers are located in the addendum of this report.

To the best of my knowledge and belief the statements of fact contained in this report and upon which the opinions herein are based, are true and correct subject to the "General Assumptions" and "General Limiting Conditions" herein set forth. This report has been made in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute. It is my judgment that, as defined by USPAP, departure was not needed and therefore not stated.

The use of this report is subject to the requirements of THE APPRAISAL INSTITUTE relating to review by its duly authorized representatives.

This appraisal report sets forth all of the limiting conditions (imposed by the terms of my assignment or by the undersigned) affecting the analysis, opinions, and conclusions contained in this report.

As a result of my investigation, analysis and by virtue of my experience, it is my opinion that the market values of the subject property, in its Fee Simple Interest, subject to the definitions, certifications, and limiting conditions set forth in the attached report, as of **June 1, 2020**, are as follows:

**THREE MILLION, ONE HUNDRED FIFTY THOUSAND DOLLARS -
\$3,150,000.00**



Anthony R. Concra, SRA
New York State certification #46-4360



Mark D. Taylor
New York State #48000051026

CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainments of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have made a personal inspection of the property that is subject of this report at an earlier date.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute and The Financial Institutes Reform, Recovery, Enforcements act of 1999 (FIERRA) Title XI Regulations.
- The use of this report is subject to the requirements of the Appraisal Institute relation to review by its duly authorized representatives. As of the dates of this report, I **have** completed the continuing educations program for Designated Members of the Appraisal Institute and State of New York, Certified General Appraiser #46000004360



Anthony R. Concra, SRA
New York State certification #46-4360

June 3, 2020
Date

CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
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- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have made a personal inspection of the property that is subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute and The Financial Institutes Reform, Recovery, Enforcements act of 1999 (FIERRA) Title XI Regulations.
- The use of this report is subject to the requirements of the Appraisal Institute relation to review by its duly authorized representatives. As of the dates of this report, I **have** completed the continuing educations program for Designated Members of the Appraisal Institute and State of New York, Licensed Appraiser Assistant #48000051026



Mark D. Taylor
New York State #48000051026

June 3, 2020

Date

ADDENDA



Property Description Report For: 620 Union St, Municipality of City of Hudson

No Photo Available

Status:	Active
Roll Section:	Taxable
Swis:	100600
Tax Map ID #:	110.53-3-51
Property Class:	418 - Inn/lodge
Site:	COM 1
In Ag. District:	No
Site Property Class:	418 - Inn/lodge
Zoning Code:	CC
Neighborhood Code:	01022
School District:	Hudson
Total Acreage/Size:	0.56
Land Assessment:	2020 - Tentative \$134,000 2019 - \$134,000
Full Market Value:	2020 - Tentative \$1,700,000 2019 - \$1,700,000
Equalization Rate:	2020 - Tentative 100.00% 2019 - 100.00%
Deed Book:	788
Grid East:	685842
Total Assessment:	2020 - Tentative \$1,700,000 2019 - \$1,700,000
Property Desc:	
Deed Page:	451
Grid North:	1244414

Owners

620 Union Hudson LLC
P.O. Box 739
Clifton NJ 07011

Sales

Sale Date	Price	Property Class	Sale Type	Prior Owner	Value Usable	Arms Length	Addl. Parcels	Deed Book and Page
6/13/2014	\$1,300,000	633 - Aged - home	Land & Building	Home For The Aged	Yes	Yes	No	788/451

Utilities

Sewer Type:	Comm/public	Water Supply:	Comm/public
Utilities:	Gas & elec		

Inventory

Overall Eff Year Built:	2015	Overall Condition:	Good
Overall Grade:	Good	Overall Desirability:	3

Buildings

AC%	Sprinkler%	Alarm%	Elevators	Basement Type	Year Built	Condition	Quality	Gross Floor Area (sqft)	Stories
0	100	100	1	Finished	1979	Good	Average+	9286	3

Improvements

Structure	Size	Grade	Condition	Year	Replacement Cost
Porch-coverd	144.00 sq ft	Average	Good	1920	\$0
Porch-coverd	117.00 sq ft	Average	Good	1970	\$0
Porch-up cov	144.00 sq ft	Average	Good	1970	\$0
Porch-screen	270.00 sq ft	Average	Good	1970	\$0
Porch-up opn	0 x 0	Average	Good	1970	\$0
Porch-up cov	0 x 0	Average	Normal	1970	\$0
Porch-up cov	0 x 0	Average	Normal	1970	\$0

Special Districts for 2020 (Tentative)

Description	Units	Percent	Type	Value
WARD3-THIRD WARD	0	0%		0

Special Districts for 2019

Description	Units	Percent	Type	Value
WARD3-THIRD WARD	0	0%		0

Exemptions

Year	Description	Amount	Exempt %	Start Yr	End Yr	V Flag	H Code	Own %
------	-------------	--------	----------	----------	--------	--------	--------	-------

Taxes

Year	Description	Amount
------	-------------	--------

*** Taxes reflect exemptions, but may not include recent changes in assessment.**

HUDSON HOUSE

620 Union Street
Hudson, NY

HUDSON HOUSE

**SANDSTONE
PARTNERS**

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Sandstone Partners LLC does not provide any tax advice. Any tax statement herein regarding any U.S. federal tax is not intended or written to be used, and cannot be used, by any taxpayer for the purpose of avoiding any penalties. Any such statement herein was written to support the marketing or promotion of the transaction(s) or matter(s) to which the statement relates. Each taxpayer should seek advice based on the taxpayer's particular circumstances from an independent tax advisor.

Investment Summary

Sandstone Partners LLC (the “Sponsor”) is under contract to purchase an adaptive re-use hospitality site in the Hudson River Valley. The site is in the town of Hudson which is the “Downtown of Upstate” and the cultural center in the region. The Property is located in New York’s Hudson Valley in the historic town of Hudson. **Located just a 3 minute ride (or 15 minute walk) from the Hudson Amtrak station and one block off Warren Street, the Property is situated in one of the best locations in the region.** With local attractions such as New York’s oldest operating theater, Hudson Hall, the Museum of Firefighting, Olde York Farm Distillery, and the Saturday farmers market, there is plenty to do in Hudson, with more demand drivers arriving each year.

The McKistry Mansion, located at 620 Union Street (the “Property”), is the largest privately-owned residential property in downtown Hudson, New York. The Property is a 15,000 SF vacant building built in 1835 located on a half-acre lot in the heart of rapidly evolving Hudson. The site has over 200 feet of frontage on Union Street, a tree-lined Street one block from Hudson’s main commercial corridor.

The Property is in the Central Commercial (“CC”) zoning district where **hotel use is permitted as-of-right**, not requiring a zoning variance. The Sponsor is currently obtaining the necessary approvals from Hudson’s municipal agencies, site plan approval from City Planning and exterior design approval from Historic Preservation Commission, anticipating a fully-entitled site in the third quarter of 2020.

The Sponsor intends to renovate and expand the historic mansion into a 4-star independent boutique hotel with extensive indoor and outdoor amenities and a restaurant and bar. The project scope contemplates a full-gut renovation of the existing building and expanding the building from approx. 15,000 SF to approx. 31,500 SF.



Investment Highlights

Thriving Yet Underserved Market

- The Hudson River Valley **remains underserved by high quality boutique hospitality offerings** yet the region boasts **19% year-over-year traveler spending** in 2018, the highest growth in traveler spending in the state.
- Columbia County is the **fastest growing tourism market** within the Hudson River Valley region averaging 8.9% growth in traveler spending annually since 2015 compared to 3.7% growth for the other counties within the region.
- With approximately **200,000 tourists per year** and **only 204 keys** in Hotels, Motels, Inns, and Bed & Breakfasts and 160 Airbnb units, there is a significant undersupply of hospitality units in Hudson.
- Hudson's Amtrak station is the **4th busiest station in New York** state with over 220,000 riders in 2018.

Premier Location

- Hudson is **2 hours from New York and Hartford and only 40 minutes from Albany** – accessible by rail and/or car.
- Hudson's train station is located less than 1 mile from the Property.
- The Property is in the **heart of downtown Hudson** at the corner of South 7th Street and Union Street. Only one block from Warren Street, downtown Hudson's commercial corridor, the area boasts over 50 restaurants and bars, 175 shops, art galleries, and antique stores, as well as 10 music and performance venues.
- Located in the heart of the Hudson River Valley, the property is surrounded by cultural attractions and natural beauty.

OZ Benefits

- The Property is located within a **Federal Opportunity Zone ("OZ")**, designed to spur economic development by providing **tax benefits to investors** including the following:
 - Investors can defer tax on any prior gains until 2026 and can enjoy a step-up in basis on prior gains of 10%.
 - Investors can enjoy a permanent exclusion on capital gains if the investment is held for more than 10 years.

IDA Benefits

- The project qualifies for the following **three tax benefits offered by the Hudson Industrial Development Agency ("IDA")** in exchange for a commitment to create new jobs and hire locally:
 - The project will be eligible for a New York sales tax exemption on construction materials.
 - The project will be eligible for a mortgage recording tax exemption.
 - The project will be eligible for a PILOT Program, reducing real estate taxes significantly.

Experienced Team

- Sponsorship **has extensive experience within all disciplines of the real estate business** including development, hospitality, and asset management.
- The Sponsor has engaged **local team of consultants**. The Architects, Engineers, and Construction Manager have **proven track records designing and building adaptive re-use hospitality projects** in this market.
- The Sponsor intends to engage a qualified 3rd party hotel management company focused on independent boutique leisure properties.
- The Sponsor is speaking to **experienced local food and beverage consultants** to execute a food and beverage program that leverages local producers while introducing a new cuisine to the market.

Location Overview

Hudson is easily accessible from major cities including New York City, Albany, Hartford, and Boston.

New York City (150 miles from Hudson):

- By Car: With a commute of 2 hours and 15 minutes, visitors can reach Hudson via the Taconic State Parkway or Palisades Parkway N and I-87.
- By Rail: Hudson is only 2 hours from Penn Station with up to 19 departures daily.

Albany (40 miles from Hudson):

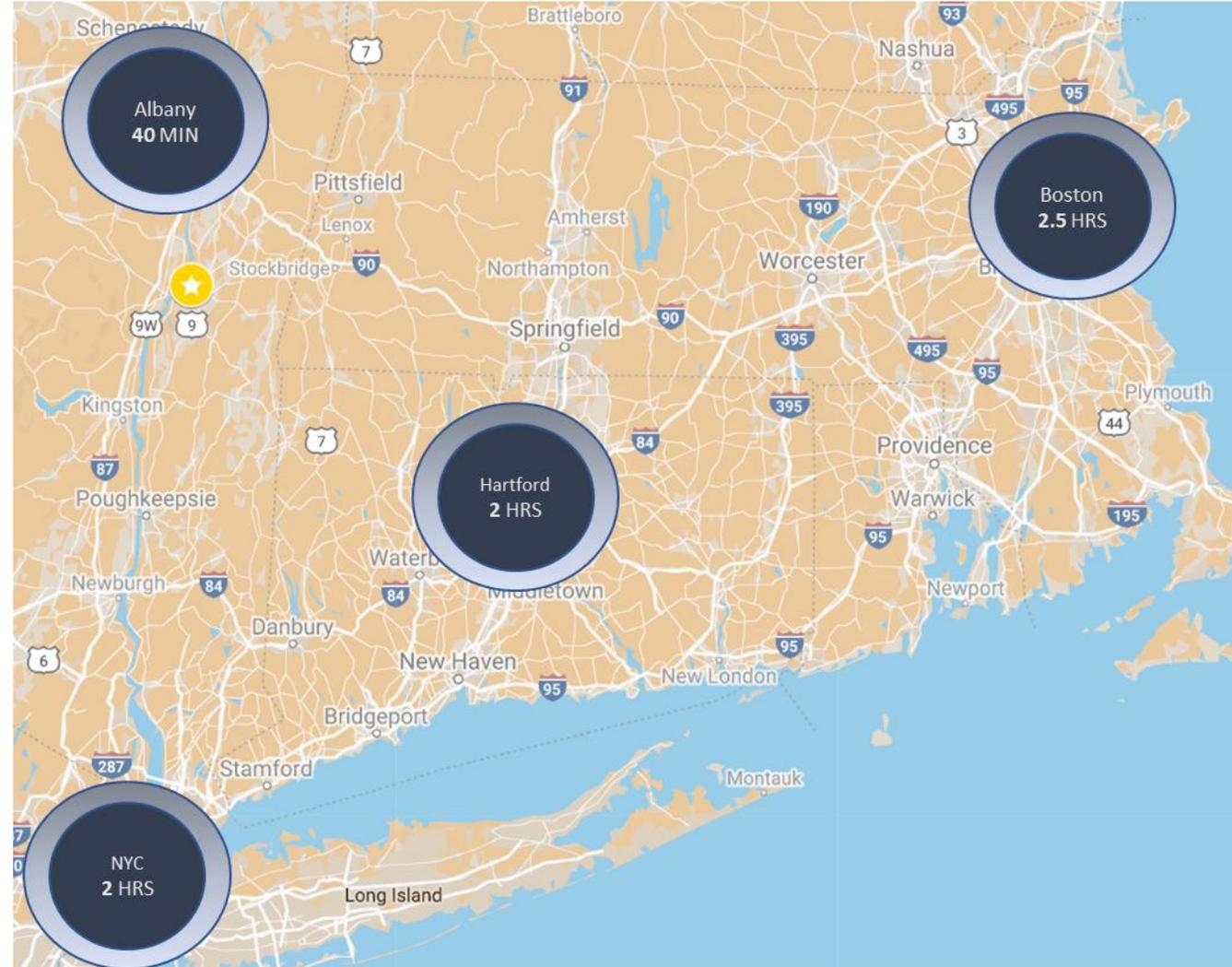
- By Car: With a commute of 40 minutes, visitors can reach Hudson via the I-90 E and NY-9H S
- By Rail: Only a 30-minute train ride, Columbia County Public Transportation provides local service and commuter service to Hudson.

Hartford (100 miles from Hudson) :

- By Car: 2 hours via I-91 N and I-90 W

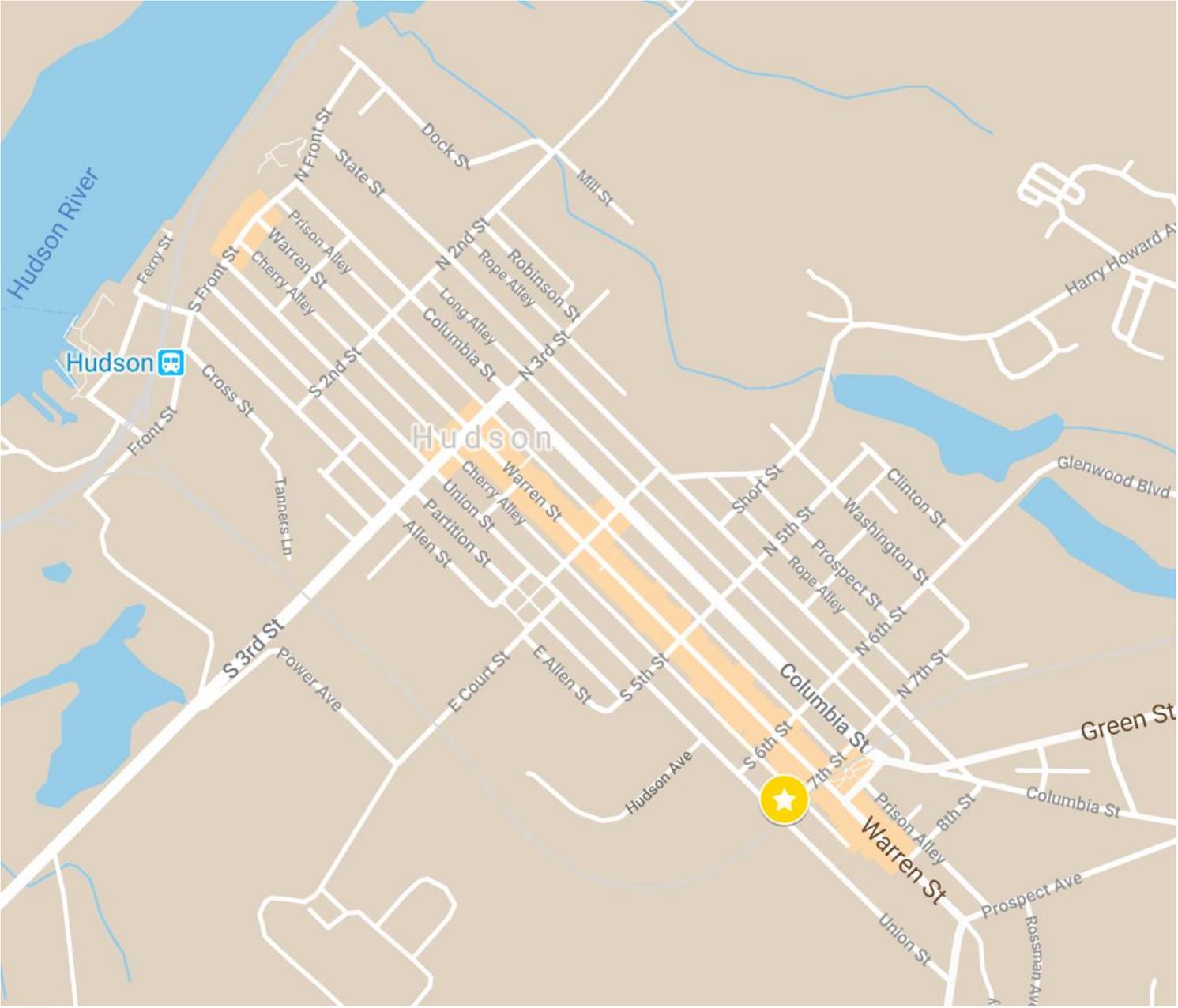
Boston (163 miles from Hudson):

- By Car: 2.5 hours via I-90 W



01

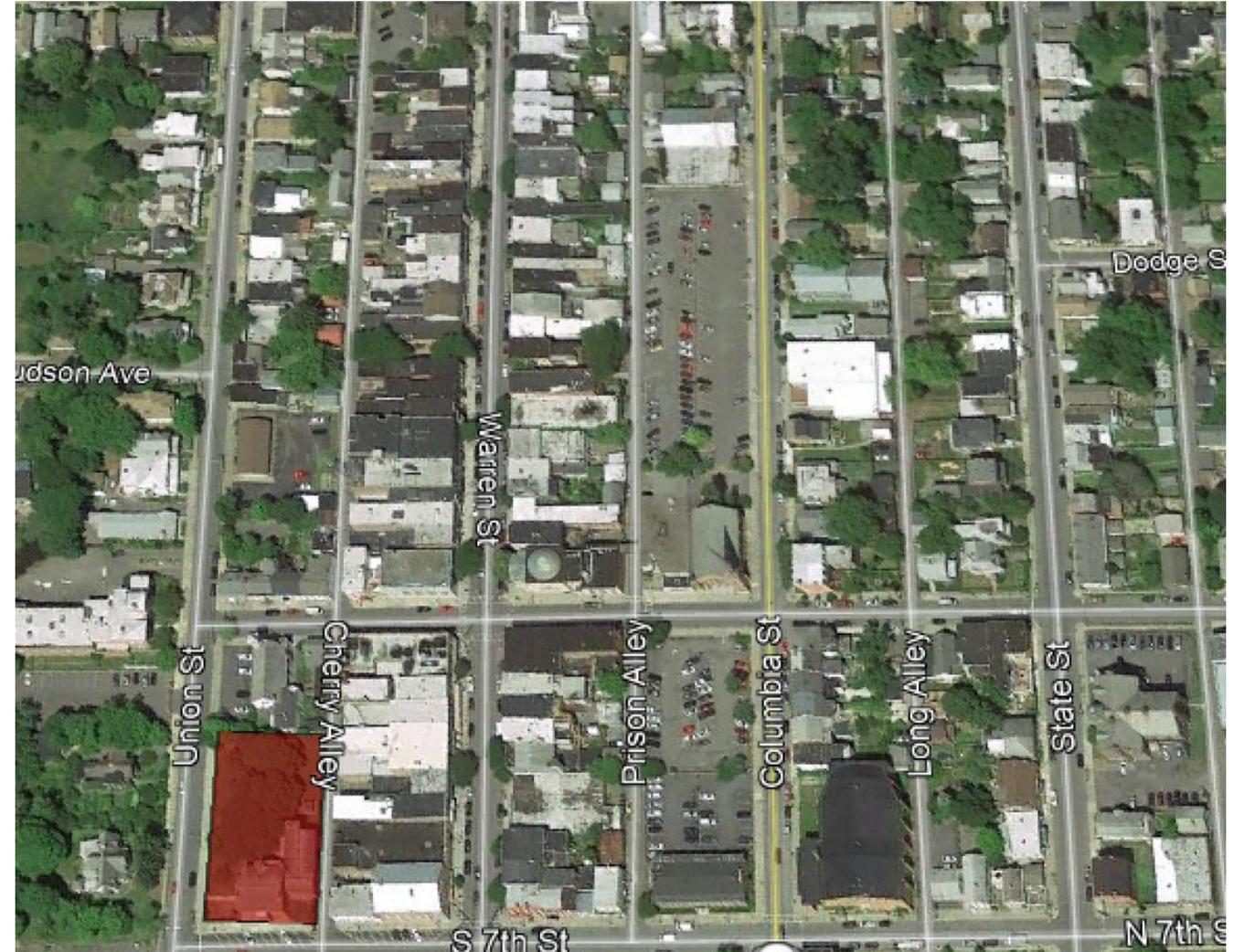
Property Overview



Map

Property Information

Location	620 Union Street
Intersection	Northwest corner of Union and South Seventh Street
City, County, State, Zip	Hudson, Columbia, NY, 12534
Year Built	1835 with extension in 1906
Tax Map Number	110.53-3-51
Lot Size	0.556 acres
Lot Frontage	200 Ft
Lot Depth	120 Ft
Property Class	418-Inn/Lodge
Zoning Code	CC
2019 Assessment	\$1,700,000
Type of Ownership	Fee Simple

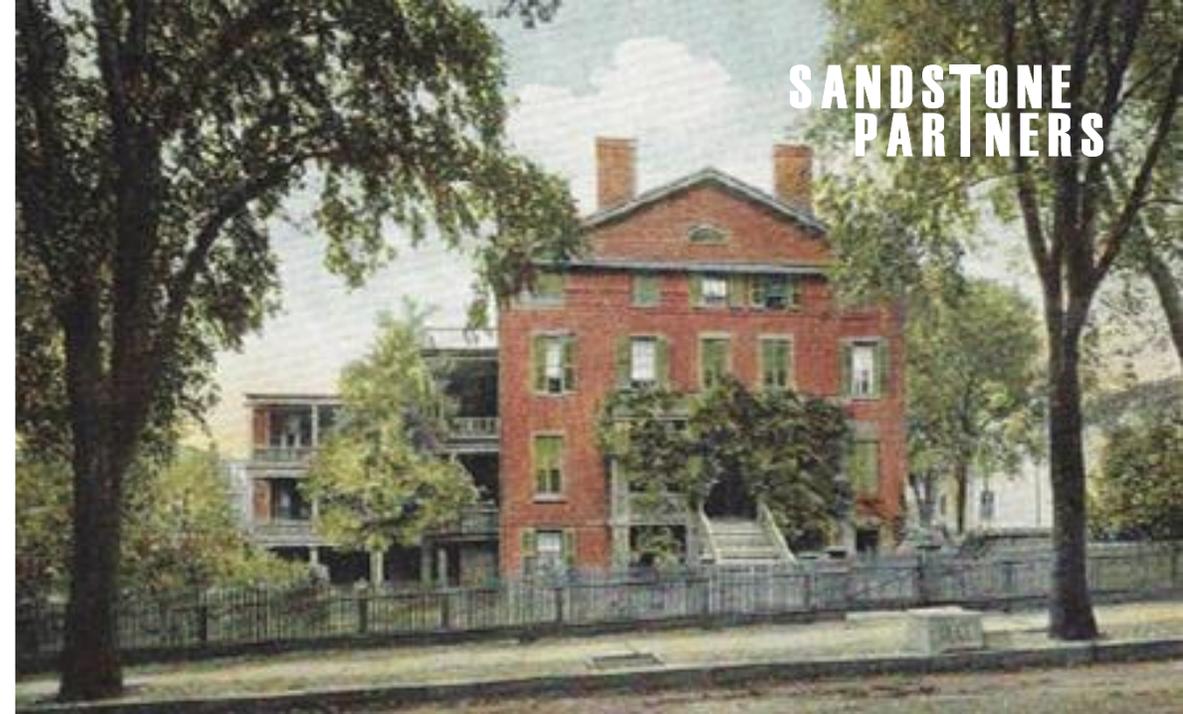


Property History

The Property was originally developed in 1835 as the private home and boarding house for Robert and Sally McKinstry. Robert McKinstry died in 1870 and the building sat vacant until 1895 when The Home For The Aged purchased the building. The Home For The Aged added a wing to the building in 1906 and the Property was operated as an old age home for nearly a century.

Upon closure of The Home For the Aged in 2014, the Property was purchased by John Knott for approx. \$1.3M with the plan of re-developing the property into a vacation home. Since acquisition, the seller has spent approx. \$500K in interior demolition and partial installation of a sprinkler system. The seller put the property on the market in the spring of 2019 for \$2.8M.

The Sponsor is currently under contract to purchase the Property for \$2.5M (or \$167/SF Existing or \$79/SF Upon Completion).



02

Business Plan

Hotel Branding

The Sponsor will execute a locally-rooted concept that is contextual to the building's history and market without being contrived. Thoughtful nuances will lean into the thriving Hudson art scene and proximity to locally-grown foods and New York State wineries and breweries. The Sponsor will deliver a boutique hotel that is unique from existing comps in the market and will cater to the discerning traveler.

By catering to customers that desire more human connection and experience rather than just a hotel room, the Project will embrace the thriving art community and culinary scene to deliver a boutique hotel that will stand-out from its competitors. When brought to life, this asset will fully align with consumer's wants and needs while complementing the charm that makes Hudson so sought-after.

The Sponsor intends to engage a qualified 3rd party hotel management company focused on independent boutique leisure properties. Through local community engagement, including hiring a local food and beverage consultant, we will deliver a unique hospitality and culinary experience not currently available in Hudson.



Hotel Programming

The hotel will cater to guests seeking a local experience and will offer a variety of programming to highlight all that the Hudson River Valley has to offer by partnering with local business to provide:

- Yoga and meditation
- Massage and spa treatments
- Architecture and history walking tours
- Farm visits
- Cooking classes
- Museum and gallery tours
- Apple picking and hayrides
- Skiing, fly fishing, and golf packages

The hotel will also create a hassle-free experience for discerning city dwellers with the following potential services:

- Shuttle service to/from the Hudson Amtrak Station
- Free bike rentals
- Free continental breakfast
- Pet friendly



Customer Segmentation

As part of the business plan, the Sponsor plans to attract three primary customer segments:

Getaways

- With Hudson less than 2.5 hours away from four major metropolitan cities and accessible via car or Amtrak, the Sponsor will attract customers looking for an easy escape from the hustle and bustle of city life.

Weddings

- The submarket hosts over 200 weddings with over 30,000 wedding guests coming to the area per year. The Sponsor does not plan to host wedding ceremonies or receptions at the hotel, but the Sponsor will market the hotel as the premier venue to host and entertain wedding guests.

Corporate Retreats

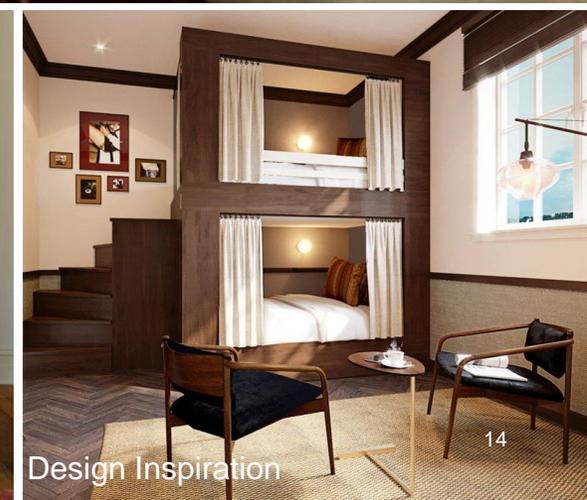
- We see a unique opportunity to host corporate retreats, offsite meetings, and sales incentive trips that are authentic, local, and experiential. With endless opportunities nearby for team building, the Hotel can serve as a luxurious space for employees to sleep, meet, and bond.
 - Scribner's Catskill Lodge, located in Hunter, hosted over 35 corporate retreats and offsite meetings last year. Unlike Hunter, Hudson is easily accessible from Manhattan via Amtrak and has a downtown that has much more to offer, positing the Property to capture this market segment.
 - Recently Spotify hosted an offsite retreat at the Rivertown Lodge, a hotel in downtown Hudson with only 27-keys and a small restaurant and lobby. Despite the lack the meeting rooms, event space, and other amenities, the company "made it work" because they wanted to host the retreat in downtown Hudson.
 - Barnfox, a co-working startup, opened its first location on Warren Street in downtown Hudson in February 2020 to cater to NYC firms that allow employees to telecommute and provide meeting and space for offsite retreats.



Room Features

The Property will have 50 guest rooms 15 of which are in the existing structure and 35 of which are in the new addition.

- The room mix will consist of 38 standard guest rooms (averaging 290 SF) and 12 suites (averaging 370 SF).
- Of the 50 guest rooms, five rooms will contain luxurious queen bunk beds and one room will contain two double beds to cater to friends travelling together and families. 44 rooms will feature king beds.
- Other room amenities include:
 - Balconies
 - Gas Fireplaces
 - Adjoining Rooms
 - Locally Sourced Toiletries
 - Minibar Featuring Locally Curated Offerings
 - Free Wi-Fi
 - In-Room Safe



Food & Beverage

While the F&B concept is still being fleshed out, the Sponsor intends to bring a cuisine to Hudson that is not currently available such as Greek, Middle Eastern, or Spanish. Similar to other restaurants in the market, the restaurant will be closed one night a week. During the early evenings, the restaurant will serve a limited menu from 3 to 5pm.

Restaurant

- The Property will feature a restaurant with 19-foot ceilings and a potential capacity of up to 48 people that opens up to a restaurant patio with a potential capacity of up to 30 people during warmer months.

Private Dining Room

- Customers can enjoy a private dining room with a gas fireplace that can host parties of up to 15 people.

Bar

- Paying homage to the town's history during the Prohibition, the Property will feature a cozy speakeasy with a potential capacity of up to 33 people which will have wood-burning fireplace, exposed brick, and a secret entrance under this historic McKinstry Mansion porch.



Design Inspiration



Design Inspiration



Design Inspiration

Event & Meeting Rooms

- There will be two meeting rooms totaling 675 SF with a potential capacity of up to 46 people with a retractable wall, allowing for smaller meetings.
- The parlor level of the McKinstry Mansion will contain 5 common areas totaling approx. 1,900 SF. This area will be the living room of the property and will feature 3 gas fireplaces, a co-working table, and soft seating. These areas can also accommodate private events. When not being used for private events, these areas will be open to the hotel guests.
- Of all the comps in the Hudson Market, only one, The Wick, features an event room.



Amenities

- The hotel will also feature a 1,500 SF spa and fitness center that will include a sauna, 2 treatment rooms, and a workout area.
- The hotel will have an outdoor Jacuzzi open year-round.
- On cooler nights, guests can still enjoy the garden, staying warm by the fire pit.



Design Inspiration



Design Inspiration

03

Market Overview

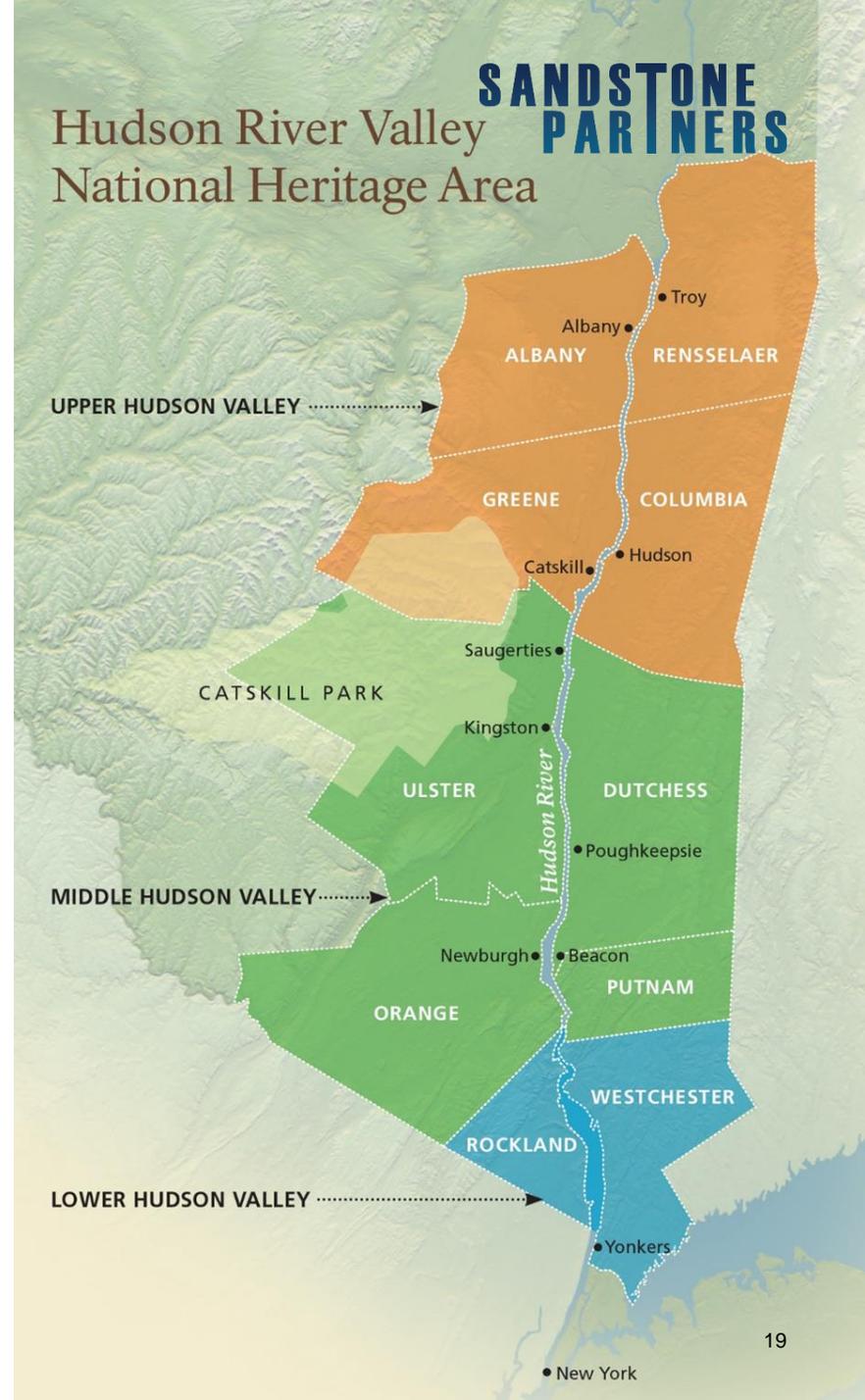
Hudson River Valley

Extending 150 miles from the northern edge of Manhattan to the doorstep of Albany, the Hudson River Valley is a National Heritage Area packed full of history, natural beauty, deep-rooted culture, and farmers markets. The Hudson River Valley has long been a treasured refuge for those wishing to escape urban life. Dotted with countless museums, golf courses, vineyards, and awarding wining dining, and thousands of miles of hiking and biking trails - there is an escape for everyone in the Hudson River Valley.

The "Hampton-ification" of the Hudson Valley is well underway as of Fall 2019, according to the New York Times, as NYC residents seek a natural escape from the noise of the city and the high prices and heavy crowds of the Hamptons. As a result, in recent years, this idyllic region has seen a resurgence in popularity as an attractive alternative for those travelers looking to escape congested and over-priced destinations such as the Hamptons and Cape Cod - compounding a growing demand for rural hospitality that caters to an audience seeking an unconventional place for rest and relaxation.

KEY STATISTICS

- With over 25 million visitors each year, the Hudson River Valley has experienced positive tourism spending, averaging ~3% growth since 2015.
- In 2018 alone, traveler spending was \$4.4B of which 45% was spent on Lodging and Food & Beverage.

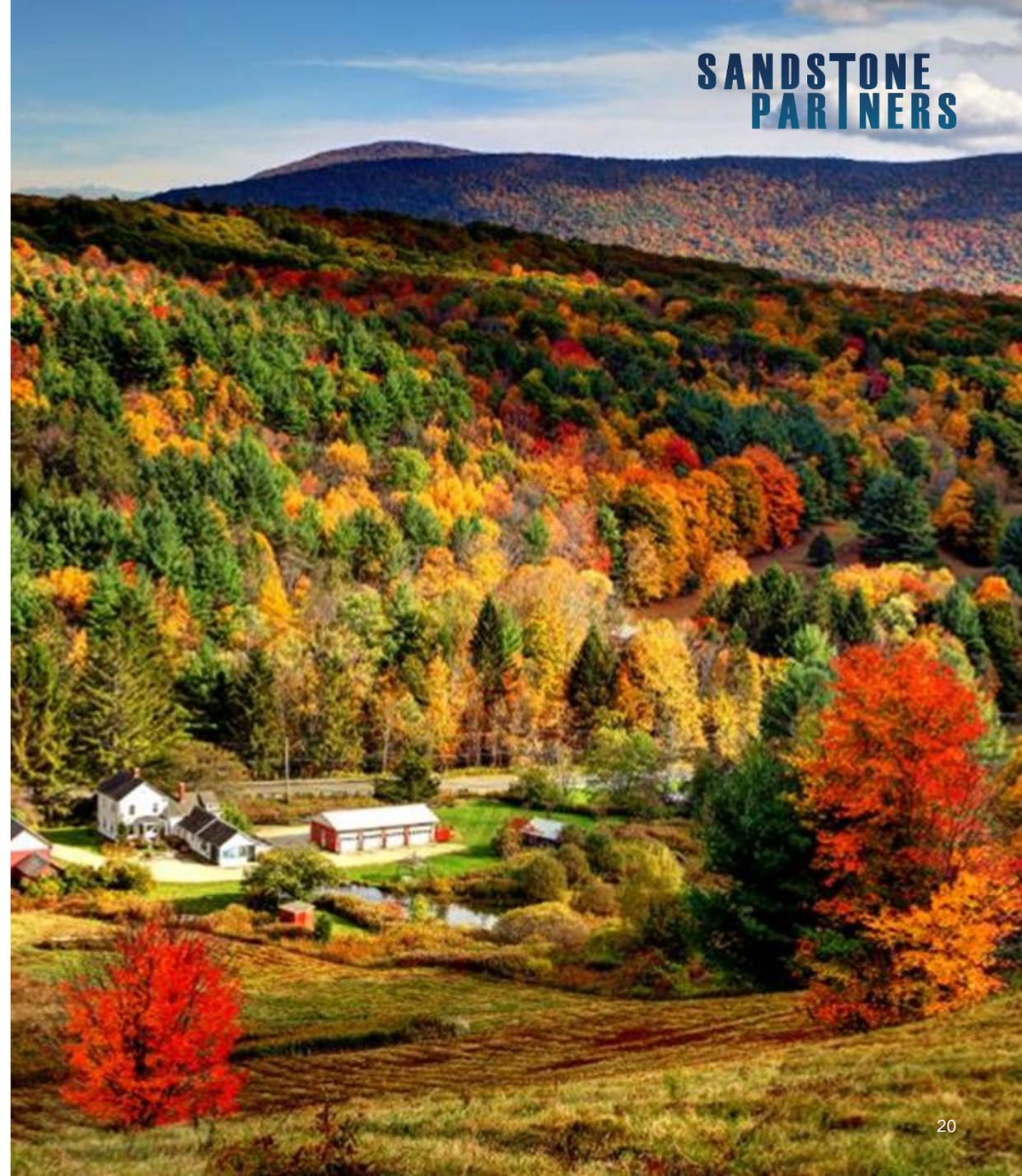


Columbia County

Columbia County, located in the Hudson River Valley, has the third highest concentration of residents nationwide who are part of the “creative economy” behind Taos, New Mexico and Brooklyn, New York.

KEY STATISTICS

- Columbia County has seen the fastest growth in tourism spending in the Hudson River Valley with 9% year-over-year since 2015.
- From 2015 to 2018, tourism spending has increased from \$130.0M to \$168.6M, a 29% increase - over twice the growth of other counties in the Hudson River Valley.



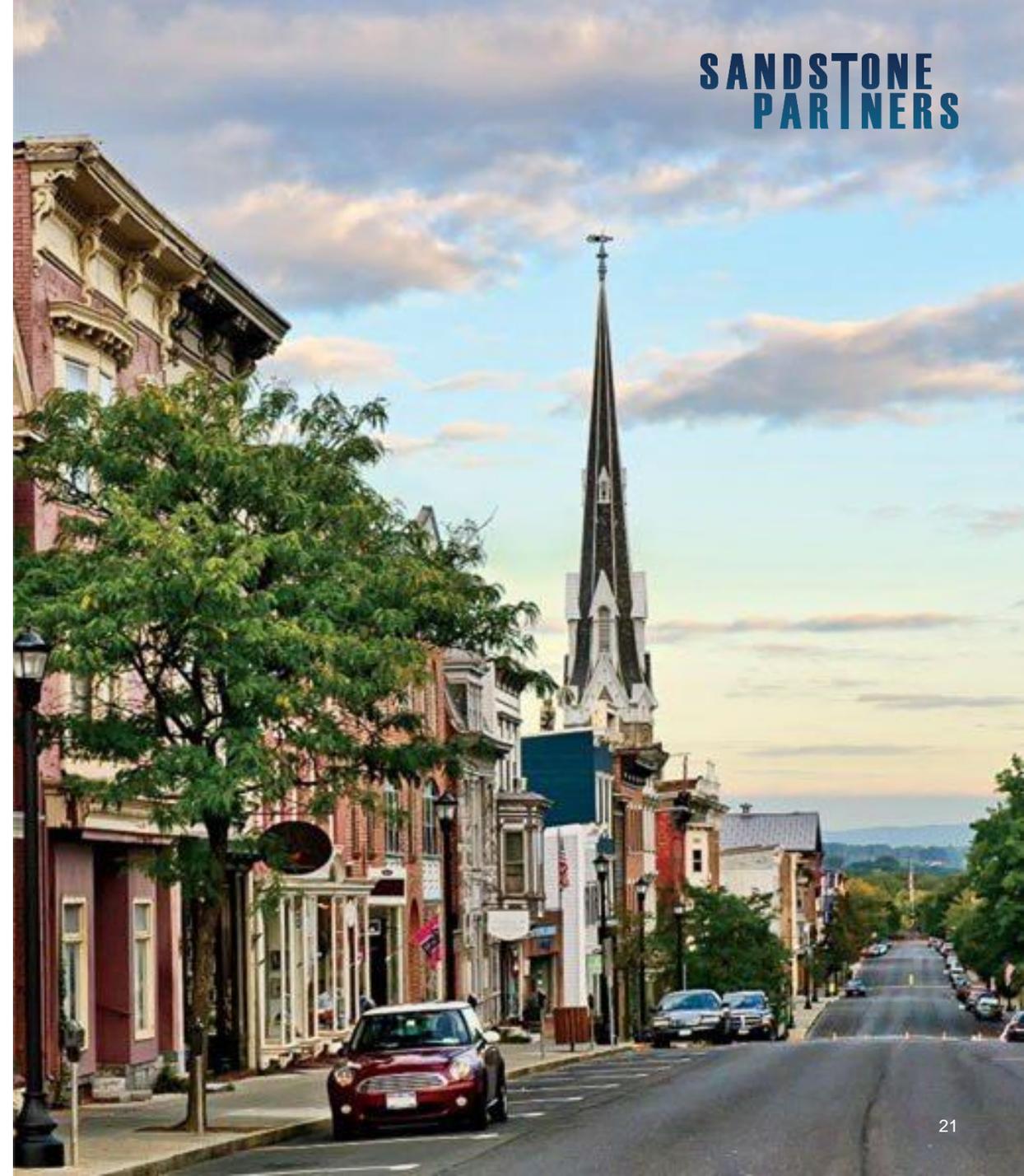
City of Hudson

Considered the “Downtown of Upstate,” Hudson, has transformed within the past decade with an influx of antique dealers, furniture designers, art galleries, and restaurants & bars.

The town’s variety of architecture has been called the “finest dictionary of American architecture in New York State.”

KEY STATISTICS

- Hudson has approximately 200,000 visitors annually.
- Hudson is among the largest demand drivers in the Hudson River Valley.
- With approximately 220,000 riders per year, Hudson Station was the 4th busiest Amtrak Station in New York State in 2018 behind Albany Station, New York Grand Central Terminal, and New York Penn Station.



04

**Hudson's
Attractions**

Restaurants & Bars

- Hudson has become one of New York state's most important dining destinations with dozens of restaurants, bakeries, and bars. Options for visitors and locals alike range from cheese shops to taco trucks to James Beard-award-nominated restaurants.
- The Property is centrally located, one block from Warren Street, adjacent to all of the exciting dining establishments that Hudson has to offer.

Subject property

★ 620 Union Street

Food and Drink

- | | |
|------------------------|----------------------|
| 1 Fish & Game | 8 Wunderbar Bistro |
| 2 Lil' Deb's oasis | 9 Le Perche |
| 3 Back Bar | 10 Baba Louie's |
| 4 Wm. Farmer and Sons | 11 The Cascades |
| 5 The Maker Restaurant | 12 Ca'Mea |
| 6 Swoon Kitchenbar | 13 Governor's Tavern |
| 7 Helsinki Hudson | |

Confidential - For Discussion Purposes Only



Notable Hudson Restaurants & Bars



Fish and Game

Zak Pelaccio, owner of New York City restaurants Fatty Crab and Fatty 'Cue and a 2016 James Beard Award Winner opened **Fish and Game** which draws inspiration from the Hudson Valley's rich food culture and the chef's years cooking in Southeast Asia and living in Italy.



Lil' Deb's Oasis

Carla Perez-Gallardo and Hannah Black, owners of **Lil' Deb's Oasis** and 2020 James Beard Award Semifinalists serve tropical food that has earned a cult following in Hudson.



Back Bar

The work of husband-and-wife- duo Zak Pelaccio and Jori Jayne Emde, and Fish & Game co-chef Kevin Pomplun, **Back Bar** offers Malaysian-inspired food at an accessible price point.



WM Farmers & Sons

William Kirby Farmer is a Culinary Institute of America graduate who blends old-fashioned country food with refined fare in a cozy renovated 19th century building at his successful farm-to-table restaurant, **Wm Farmers and Sons**.



Swoon Kitchen Bar

Chef Gimmel, the former executive chef at Michael's in Manhattan, and Chef Bachinsky-Gimmel, the former pastry chef at Union Square Café, offer a seasonal and locally-sourced menu at Swoon Kitchen Bar.

Arts & Culture

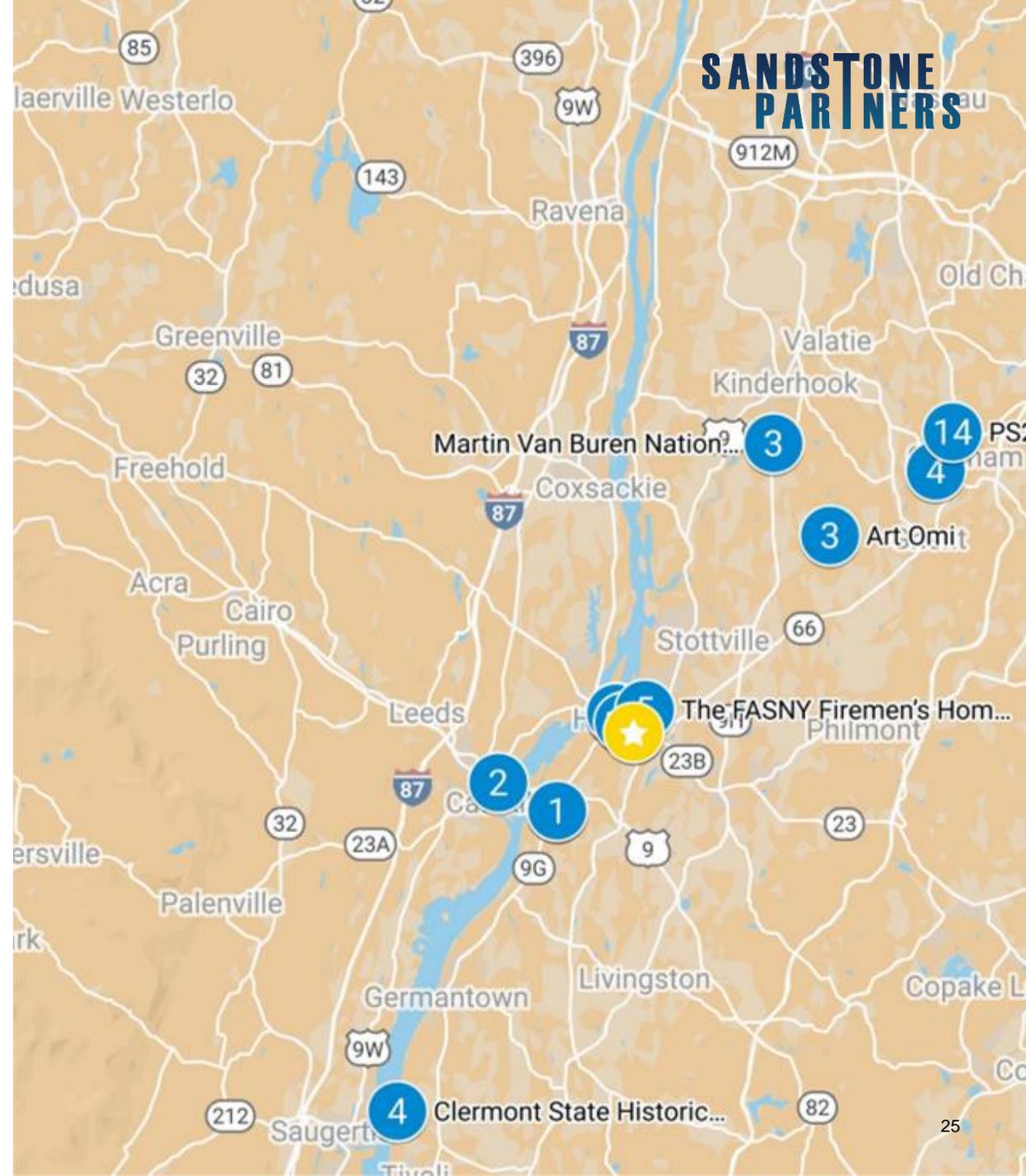
- The Hudson River Valley has been a haven for artists for over 200 years. Today the Hudson River Valley is home to some of the country's most prolific artists including Marina Abramović and Melissa Auf der Maur.
- Hudson is home to countless galleries ranging from antiques to contemporary art as well as several music and event venues including Hudson Hall, Basicilla, and Helsinki Hudson, offering year-round arts and culture programming.

Subject Property

★ 620 Union Street

Arts

- | | |
|-----------------------------|----------------------------|
| 1 Helsinki Hudson | 8 Davis Orton Gallery |
| 2 Olana State Historic Site | 9 BCB Art |
| 3 Art Omi | 10 John Davis Gallery |
| 4 Mac-Haydn Theatre | 11 September |
| 5 Hudson Hall | 12 510 Warren St Gallery |
| 6 Carrie Haddad Gallery | 13 Caldwell Gallery Hudson |
| 7 Limner Gallery | 14 PS21 |



Notable Arts & Culture

- **Helsinki Hudson**, located in downtown Hudson, is one of the country's leading live music and art venues, steadily presenting both up-and-coming new talent and spectacular legendary artists in a beautifully renovated 1863 industrial building.
- **Olana**, located in Hudson, is the greatest masterpiece of Frederic Edwin Church, the preeminent American artist of the mid-19th century and the most important artist's home, studio, and designed landscape in the United States.
- **Art Omi** spreads out its nonprofit arts mission across 300 acres and multiple venue with a sculpture park featuring more than 80 permanent and temporary art installations and architectural works.



Weddings

- The Hudson River Valley is a premier wedding destination in the Northeast. According to The Knot, the average Hudson River Valley wedding costed \$55K in 2017, making it the fourth most expensive wedding destination in the country (behind Manhattan, New Jersey and Long Island) yet it is the most affordable wedding destination in the New York Metropolitan area.
- The Property has over 16 wedding venues within a 12-mile radius. With approximately 200 destination weddings per year, over 30,000 guests flock to the area to attend weddings.

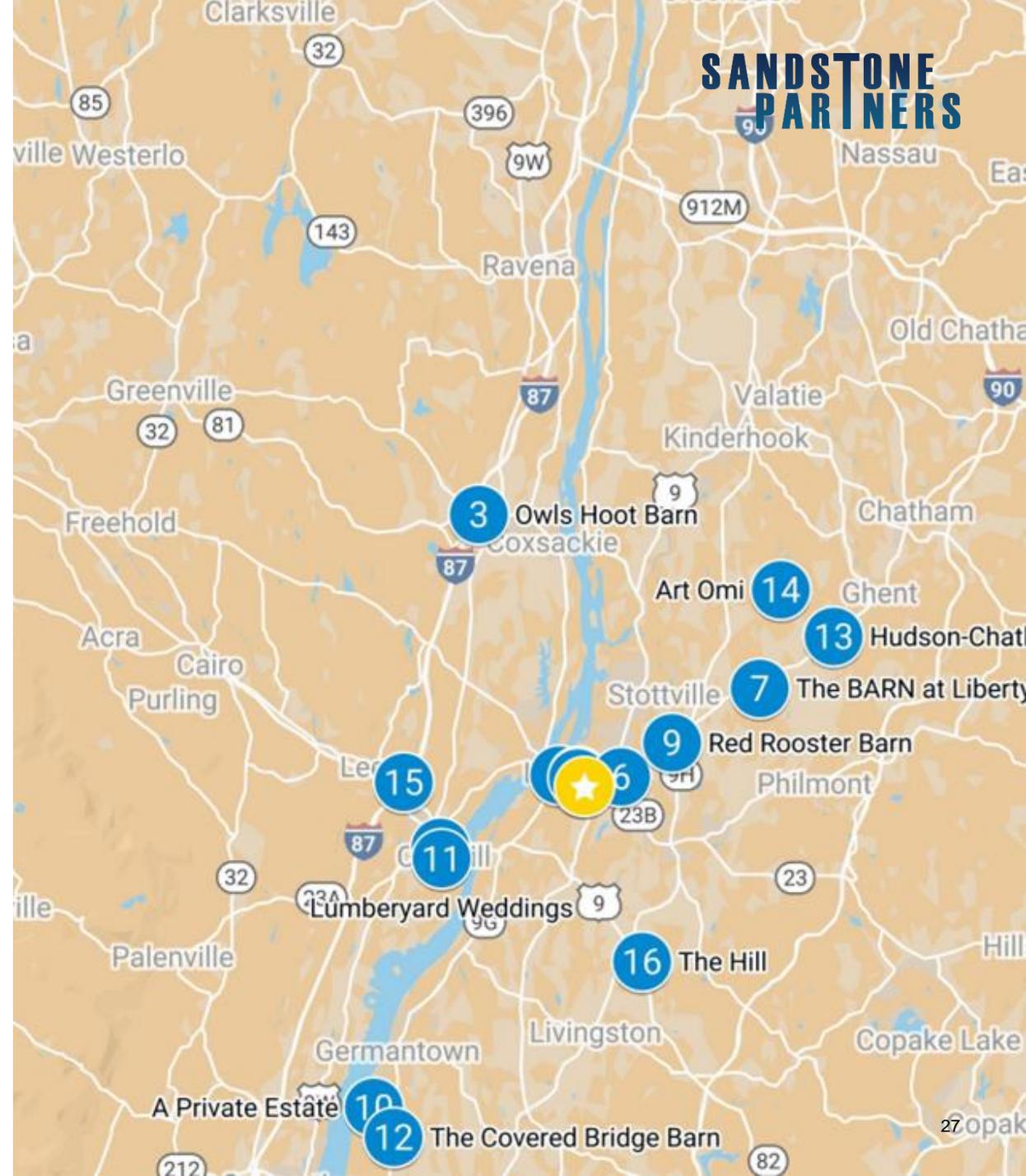
Subject Property

★ 620 Union Street

Wedding

- | | |
|-----------------------------|----------------------------|
| 1 Basilica Hudson | 9 Red Rooster Barn |
| 2 Helsinki Hudson | 10 A Private Estate |
| 3 Owls hoot Barn | 11 Lumberyard Weddings |
| 4 Hudson Lodge | 12 The Covered Bridge Barn |
| 5 The Tin Ballroom | 13 Hudson-Chatham Winery |
| 6 The Falls | 14 Art Omi |
| 7 The BARN at Liberty Farms | 15 Anthony's Banquet Hall |
| 8 Joe's Garage Catskill | 16 The Hill |

Confidential - For Discussion Purposes Only



Notable Wedding Venues



Basilica on Hudson

- Basilica Hudson is a solar-powered reclaimed 1880s industrial factory on the Hudson waterfront that is owned by Melissa Auf der Maur of Smashing Pumpkins & Hole.
- Maximum of 325 Guests.
- Located 1.1 miles northwest of the Property.



Helsinki on Hudson

- Helsinki Hudson is a beautifully renovated 1863 industrial building that features four distinct spaces, each of which is available separately or in any combination.
- Maximum of 500 Guests.
- Located 0.5 miles northwest of the Property.



Owls Hoot Barn

- Owls Hoot Barn is a rustic wedding venue featuring a barn built in the early 1800s.
- Maximum of 325 Guests.
- Located 12 miles northwest of the Property.

Sports & Recreation

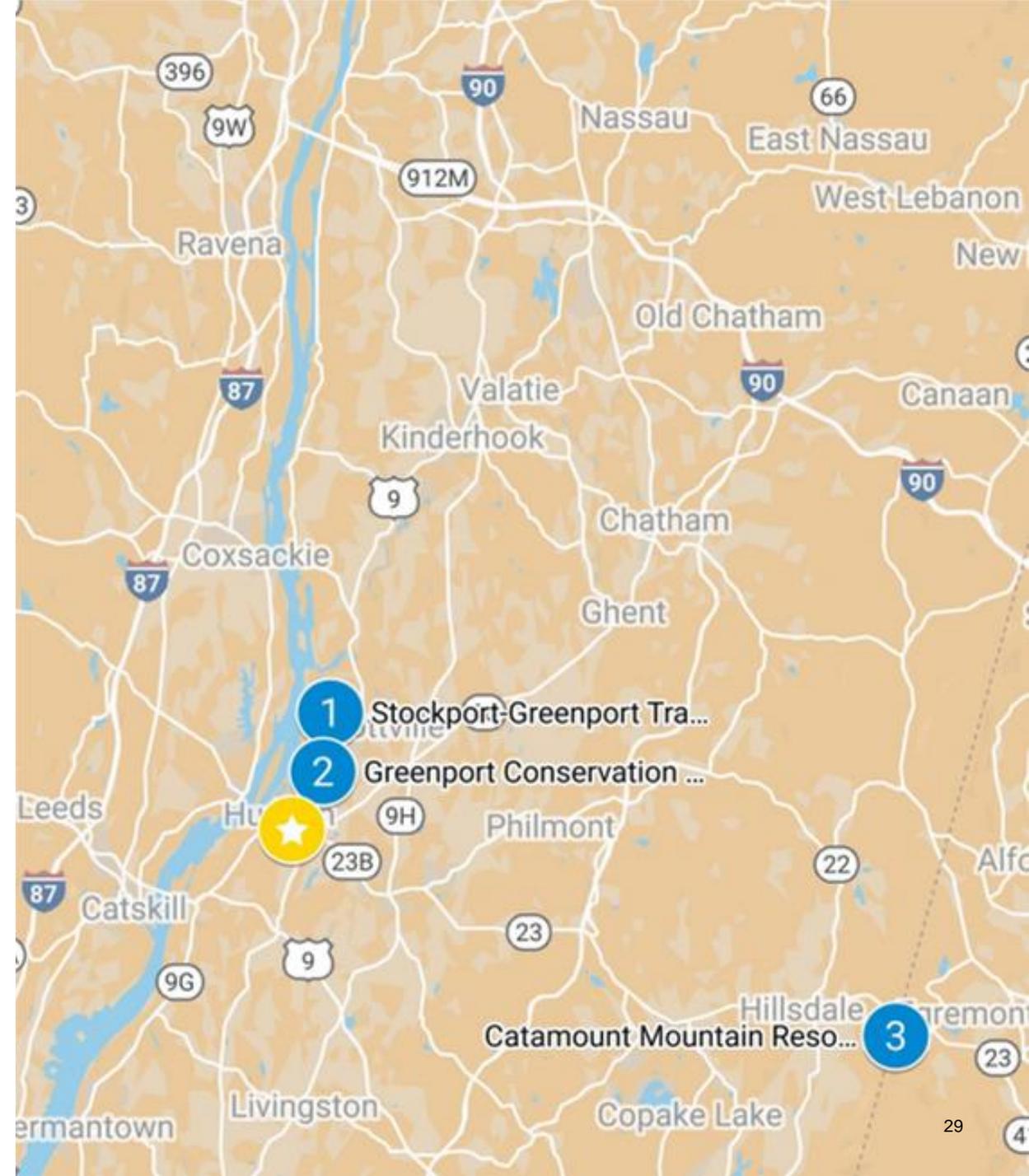
- The Hudson River Valley offers year-round recreation from hiking and biking in the warmer months to skiing and snowshoeing in the colder months.
- In 2019, the New York State completed the Hudson River Skywalk, a \$11.1 million project that extended the historic and scenic 3-mile walkway along the Rip Van Winkle Bridge to connect the two founding sites of America's first art movement: the Thomas Cole National Historic Site and Olana State Historic Site.

Subject property

★ 620 Union Street

Outdoors

- 1 Stockport-Greenport Trail
- 2 Greenport Conservation Area
- 3 Catamount Mountain Resort



Notable Sports & Recreation



Stockport - Greenport Trail

This 736-acre site is within walking distance of Hudson which includes 7 miles of trails. Greenport also includes a wheelchair friendly trail. Activities include:

- Biking and Hiking Trails
- Birdwatching
- Cross-Country Skiing
- Picnics



Greenport Conservation Area

Owned by the Columbia Land Conservancy, the site consists of 357 acres of fields, forested uplands, tidal forested wetlands, tidal marsh, and small areas of freshwater wetlands. Activities include:

- Hiking
- Hunting and Trapping
- Fishing



Catamount Mountain Resort

- Catamount Mountain Resort boasts a diverse trail network in the Berkshires. Visitors can ski 42 trails on the 1,000-foot vertical mountain.
- In the summer, visitors can enjoy the aerial park or on the 5,500-foot Zip Tour – the longest in the US.

Year-Round Destination

The Hudson River Valley is a year-round destination. While busier during the warmer months, it does not experience the same seasonal volatility of other leisure destinations in the region such as The Hamptons and Cape Cod.

According to AirDNA data, the occupancy of vacation rentals in Hudson, NY was in 32% in February 2019 compared to 7% in East Hampton, NY and 16% in Provincetown, MA.



23rd Annual Hudson Winter Walk



Hudson Valley Hot Air Balloon Festival

05

Sponsorship

Sponsorship Profile

Sandstone Partners LLC was founded in 2018 by David Kessler with 19 years of real estate investment & development experience. Sandstone Partners brings design excellence, financial expertise, and creative ideas to real estate projects in the Mid-Atlantic and New England.

Sandstone Partners targets underperforming mixed-use, hospitality, and multifamily properties executing business plans ranging from value-add to ground-up development.

Our conservative underwriting, strong attention to detail, and user-focused philosophy results in exceptional returns for investors. The firm's innovative design not only allows us to deliver strong profits for investors but also enhances the community in which our projects are located.

We pride ourselves on a culture that values integrity and collaboration in everything we do. Drawing on our deep understanding of real estate, cultural trends, and demographics, we seek unique development opportunities often overlooked by others that truly change a neighborhood.

SANDSTONE
PARTNERS

MISSION STATEMENT

Sandstone Partners seeks to improve the environment in which we live, work, and play, generating exceptional returns for our stakeholders and partners, while creating value for the community at large by executing business plans that neighbors value and embrace.



David Kessler

Founder & CEO

David Kessler, Founder and CEO of Sandstone Partners, served as President of Blesso Properties for over three years where he successfully grew the company from doing smaller (<20K SF) residential renovation condo-conversion projects in Manhattan to doing larger (>200K SF) mixed-use rental development projects in Brooklyn. While at Blesso, David managed a team of ten professionals, and oversaw the re-development and operations of two mixed-use hospitality projects in Panama City, Panama.

Prior to Blesso, David served as Director of Acquisitions and Development at Waterbridge Capital where he sourced, underwrote, funded, and closed approximately \$1 billion of retail, office, multifamily, and mixed-use projects. While at Waterbridge, David assembled an entire city block in North Williamsburg and oversaw the re-development of the site which is now home to the first Apple store and Pod hotel in Brooklyn.

Prior to Waterbridge Capital, David served as the Assistant Director of Acquisitions at the real estate family office for the Safra family where he sourced and underwrote all new acquisitions while overseeing asset management of the existing portfolio.

Prior to working for the Safra family, David was an Associate in the equity private placement group at Capmark Securities (Formerly GMAC), where he raised third party institutional equity and debt for real estate clients. He also worked as an Analyst in the commercial real estate valuation group at Credit Suisse, and he started his career in the Real Estate Advisory Services practice at Ernst & Young.

David Kessler obtained his Bachelor of Business Administration degree with Distinction in 2001 from University of Wisconsin-Madison double majoring in Real Estate and Marketing with a specialization in International Business.

Prior Experience / Notable Projects



BEDFORD AVENUE RETAIL REDEVELOPMENT

237-241 Bedford Avenue
Williamsburg, Brooklyn

95,000-square-foot Retail
Redevelopment

David sourced this transaction on an “off-market” basis, created the business plan and underwriting, and raised the debt and equity for the acquisition. His team purchased this asset in April 2012 for approximately \$64 million, and tied up the contiguous development site on Driggs Avenue to control almost the entire city block between Bedford and Driggs Avenues between North 4th and North 3rd Streets.



DRIGGS HOTEL DEVELOPMENT

626 Driggs Avenue Williamsburg,
Brooklyn

70,000-square-foot Hotel
Development

David sourced this transaction on an “off-market” basis, which is contiguous to the Bedford Retail Redevelopment. His team purchased this asset in April 2013 as part of a larger portfolio of development sites in Brooklyn.



WILLIAMSBURG CONDO DEVELOPMENT SITE

280-290 Metropolitan Avenue
Williamsburg, Brooklyn

30,000-square-foot Residential

David sourced this transaction on an “off-market” basis as part of the portfolio, which included the Driggs Hotel Development Site.



MIDTOWN SOUTH OFFICE REDEVELOPMENT

119 West 25th Street

Chelsea Neighborhood, Manhattan
135,000-square-foot Office
Redevelopment

Purchased vacant 135,000-square-foot loft office building out of bankruptcy in July 2013 on an “off-market” basis for approximately \$56 million.



SOHO RETAIL REDEVELOPMENT

152-154 Spring Street

SoHo Neighborhood, Manhattan

13,000-square-foot Retail
Redevelopment

Purchased two adjacent buildings from two different sellers both on an “off-market” basis in December 2012 for approximately \$30 million. Developed the business plan to combine the two buildings, add an elevator and renovate the upstairs and create very large full floor loft condominium units, which were projected to sell at \$2,000 per square foot.

Prior Experience / Notable Projects (cont.)



ATLANTIC AVENUE RETAIL REDEVELOPMENT

700 Atlantic Avenue Atlantic Yards, Brooklyn

40,000-square-foot Retail Redevelopment

This property is located adjacent to The Barclay's Center within the footprint of Forest City Ratner's Atlantic Yards Development. David's team purchased this industrial building totaling 40,000 square feet above grade in December 2011.



FLATIRON MIXED-USE LOFT BUILDING

37 West 19th Street, Flatiron District, Manhattan

16,000-square-foot Multifamily and Retail Project

David's team purchased this 7-story loft building in September 2012 for approximately \$10.2 million. David sourced this acquisition, created the business plan and underwriting, and raised the debt for the transaction.



CITICORP BUILDING

One Court Square

1,401,000-square-foot Office Tower

Purchased this Class A office tower in Long Island City for approximately \$315 per square foot, which equated to a 6.9% yield-on-cost in June 2012. The asset is 100% net leased to Citibank until May 2020.



ELIZABETH STREET MULTIFAMILY

113-117 Elizabeth Street

Little Italy Neighborhood, Manhattan

28,000-square-foot Residential Rental

David sourced this transaction on an "off-market" basis, created the business plan and underwriting, and raised the equity and debt for the transaction. This portfolio consisted of three adjacent buildings totaling 30 units. His team closed on this acquisition in November 2011 for approximately \$12.6 million.



SETAI COMMERCIAL CONDOMINIUM

40 Broad Street

Financial District, Manhattan

46,000-square-foot Office and Retail Condominium

David's team purchased the 4 commercial condominium units, which included the basement, retail, 2nd and 3rd-floor restaurant and gym/spa, and 4 floors of office on floors 4-7 in October 2012.

06

**Historical
Photos**



HOME, HUDSON, N.Y.



**SANDSTONE
PARTNERS**

07

**Current
Photos**



Existing Conditions - Exterior



Existing Conditions - Interior

08

Renderings











pdg PHINNEY
DESIGN GROUP







pdg PHINNEY
DESIGN GROUP

CONTACT US

Sandstone Partners LLC

David Kessler

Founder & CEO

DK@sandstonere.com

+1.917.679.6000

**Thank
You**

City of Hudson Industrial Development Agency

520 Warren Street

Hudson, New York 12534

Tel: (518) 828-0212 Fax: (518) 828-3579

Email: citytreasurer@cityofhudson.org

APPLICATION

IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from the City of Hudson Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the City of Hudson Industrial Development Agency.

TO: City of Hudson Industrial Development Agency
520 Warren Street
Attn: City Treasurer
Hudson, New York 12534

APPLICANT: 620 Hudson House, LLC

APPLICANT'S ADDRESS: 206 Front Street, Apt. 3D

CITY: Brooklyn STATE: NY ZIP CODE: 11201

PHONE NO.: (917) 679-6000 FAX NO.: _____ E-MAIL: dk@sandstonere.com

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO THIS APPLICATION: David Kessler, Sole Member

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF ATTORNEY: A. Joseph Scott, III, Hodgson Russ LLP

ATTORNEY'S ADDRESS: 677 Broadway, Suite 301

CITY: Albany STATE: NY ZIP CODE: 12207

PHONE NO.: (518) 433-2419 FAX NO.: (518) 465-1567 E-MAIL: ascott@hodgsonruss.com

NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 OF THIS APPLICATION BEFORE COMPLETING THIS FORM.

INSTRUCTIONS

1. The City of Hudson Industrial Development Agency ("the Agency") will not approve any application unless, in the judgment of the Agency, said application and the summary contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using "none" or "not applicable" or "N/A" where the question is not appropriate to the project which is the subject of this application (the "Project").
3. If an estimate is given as the answer to a question, put "(est)" after the figure or answer which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return five (5) copies of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project which is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant's competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred by the Agency in connection with this application and the Project contemplated herein, regardless of whether a closing occurs (to the extent such expenses are not paid out of the proceeds of the Agency's bonds issued to finance the project). The applicant will also be expected to pay all costs incurred by general counsel and bond counsel to the Agency. The costs incurred by the Agency, including the Agency's general counsel, special counsel and bond counsel and any required consultants, may be considered as a part of the project and included as a part of the resultant bond issue. The applicant shall establish an escrow with the Agency for such costs upon request.
9. The Agency has established an initial administrative fee to be paid by the applicant upon successful conclusion of the sale of the bonds, said fee being intended to cover a portion of the indirect expenses incurred by the Agency in administering the project. The initial administrative fee will be one percent of the aggregate principal amount of the bonds issued with respect to the project. In addition, for all projects including those financed through straight lease with the issuance of bonds, an annual administrative fee will be payable to the greater of One Thousand Dollars (\$1,000) or .1% of the assessed value of the facility financed. The Agency fee is in addition to any State bond issuance charge applicable to the Project, which will be a cost of the Project.
10. A non-refundable application fee in the form of a check or money order made payable to the Agency in the amount of \$500 (Five Hundred Dollars) must accompany each application. **THIS APPLICATION WILL NOT BE CONSIDERED COMPLETE BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.**

FOR AGENCY USE ONLY

1. Project Number	_____
2. Date application received by the Agency	_____, 20__
3. Date application referred to attorney for review	_____, 20__
4. Date copy of application mailed to members	_____, 20__
5. Date notice of Agency meeting on application posted	_____, 20__
6. Date notice of Agency meeting on application mailed	_____, 20__
7. Date of Agency meeting on application	_____, 20__
8. Date Agency conditionally approved application	_____, 20__
9. Date scheduled for public hearing	_____, 20__
10. Date Environmental Assessment Form ("EAF") received	_____, 20__
11. Date Agency completed environmental review	_____, 20__
12. Date of final approval of application	_____, 20__

I. INFORMATION CONCERNING THE PROPOSED OCCUPANT OF THE PROJECT (HEREINAFTER, THE "COMPANY").

A. Identity of Company: _____

1. Company Name: 620 Hudson House, LLC

Present Address: 206 Front Street, Apt 3D, Brooklyn, NY

Zip Code: 11201

Employer's Tax ID No.: 84-4587474

2. If the Company differs from the Applicant, give details of relationship: N/A

3. Indicate type of business organization of Company:
 (a) Corporation (If so, incorporated in what country?) USA

If United States which State? New York

Date Incorporated? 1/23/20 Type of Corporation? LLC

Authorized to do business in New York? Yes X No

(b) Partnership (if so, indicate type) _____

Number of general partners _____, Number of limited partners _____

(c) Sole Proprietorship _____

4. Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)? If so, indicate name of related organization(s) and relationship:

Sandstone Partners LLC - NY (EIN: 84-3459415)

(Filed Articles of Organization on 10/30/2013)

B. Management of Company:

1. List all owners, officers, members, directors and partners (complete all columns for each person):

Name Home Address	Office Held	Other Principal Business
David Kessler 206 Front Street, Apt. 3D Brooklyn, NY 11201	Sole Member	Real estate development

If the answer to any of questions 2 through 4 is yes, please furnish details in a separate attachment.

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes ___ No X.
3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes ___; No X.
4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes ___; No X. (If yes to any of the foregoing, furnish details in a separate attachment).

C. Principal Owners of Company:

1. Principal owners of Company: Is Company publicly held?
Yes ___; No X.

If yes, list exchanges where stock traded: N/A

2. If no, list all stockholders having a 5% or more interest in the Company:

Name	Address	Percentage of Holding
David Kessler	206 Front St., Apt 3D, Brooklyn, NY	100%

D. Company's Principal Bank(s) of account: JPMorgan Chase

II. **DATA REGARDING PROPOSED PROJECT**

A. Summary: (Please provide a brief narrative description of the Project.) acquisition of a project site and existing improvements, reconstruction of improvements and construction of addition

B. Location of Proposed Project:

1. Street Address: 620 Union Street

C. Project Site:

1. Approximate size (in acres or square feet) of Project site: .556 acres
Is a map, survey or sketch of the project site attached? Yes X; No ___.
2. Are there existing buildings on project site? Yes X; No ___.
a. If yes, indicate number and approximate size (in square feet) of each existing building: 1 building totaling approximately 14,500 square feet.

- b. Are existing buildings in operation? Yes ___; No X.
If yes, describe present use of present buildings: _____

c. Are existing buildings abandoned? Yes ; No ____.
About to be abandoned? Yes ____; No _____. If yes, describe: _____

d. Attach photograph of present buildings.

3. Utilities serving project site:
Water-Municipal: City of Hudson
Other (describe): _____
Sewer-Municipal: City of Hudson
Other (describe) _____
Electric-Utility: National Grid
Other (describe) Electric
Heat-Utility: National Grid
Other (describe) Gas

4. Present legal owner of project site:

a. If the Company owns project site, indicate date of purchase: _____,
Purchase price: \$ _____.

b. If Company does not own the Project site, does Company have option signed
purchase contract with owner to purchase the Project site? Yes ; No _____. If yes, indicate
purchase contract date option signed with owner: October, 2019; and the date the option
expires: May 1, 2020.

c. If the Company does not own the project site, is there a relationship legally or by
common control between the Company and the present owners of the project site?
Yes ____; No _____. If yes, describe: N/A

5. a. Zoning District in which the project site is located: C-C Zoning District

b. Are there any variances or special permits affecting the site? Yes ____;
No _____. If yes, list below and attach copies of all such variances or special
permits:

D. Buildings:

1. Does part of the project consist of a new building or buildings? Yes ____;
No . If yes, indicate number and size of new buildings: _____

2. Does part of the project consist of additions and/or renovations to the existing
buildings? Yes ; No _____. If yes, indicate the buildings to be expanded or
renovated, the size of any expansions and the nature of expansion and/or renovation:
Renovation of existing 14,500 sq. ft. (est) building and construction of
16,500 sq. ft. (est.) addition.

3. Describe the principal uses to be made by the Company of the building or buildings to
be acquired, constructed or expanded: Hotel and restaurant

E. Description of the Equipment:

1. Does a part of the Project consist of the acquisition or installation of machinery, equipment or other personal property (the "Equipment")? Yes X; No _____. If yes, describe the Equipment: Hotel and restaurant equipment

2. With respect to the Equipment to be acquired, will any of the Equipment be Equipment which has previously been used? Yes ____; No X. If yes, please provide detail: _____

3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed: Hotel and restaurant uses

F. Project Use:

1. What are the principal products to be produced at the Project? N/A

2. What are the principal activities to be conducted at the Project? Hospitality facility

3. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? Yes X; No _____. If yes, please provide detail: Hotel and restaurant

4. If the answer to question 3 is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? 100 %

5. If the answer to question 3 is yes, and the answer to question 4 is more than 33.33%, indicate whether any of the following apply to the Project:

a. Will the Project be operated by a not-for-profit corporation? Yes ____; No X. If yes, please explain: _____

b. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes X; No _____. If yes, please explain: customers and clients from outside the region

c. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York? Yes ___; No X. If yes, please explain: _____

d. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the city, which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes ___; No ___. If yes, please provide detail: N/A

6. If the answers to any of subdivisions c. through d. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes X; No ___. If yes, please explain: See direct employment impacts and related indirect employment impacts.

7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes ___; No X. If yes, please explain: _____

8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes ___; No X. If yes, please provide detail: _____

9. If the answer to either question 7 or question 8 is yes, indicate whether any of the following apply to the Project:

a. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes ___; No ___. If yes, please provide detail: N/A

b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes ___; No ___. If yes, please provide detail: N/A

10. Will the Project be owned by a not-for-profit corporation? Yes ___; No X. If yes, please provide detail: _____

11. Will the Project be sold or leased to a municipality? Yes ___; No X. If yes, please provide detail: _____

G. Other Involved Agencies:

1. Please indicate all other local agencies, boards, authorities, districts, commissions or governing bodies (including any city, county and other political subdivision of the State of New York and all state departments, agencies, boards, public benefit corporations, public authorities or commissions) involved in approving or funding or directly undertaking action with respect to the Project. For example, do you need a municipal building permit to undertake the Project? Do you need a zoning approval to undertake the Project? If so, you would list the appropriate municipal building department or planning or zoning commission which would give said approvals. City of Hudson Planning Board
City of Hudson Zoning Board
City of Hudson Historic Preservation Committee

2. Describe the nature of the involvement of the federal, state or local agencies described above: Local planning and zoning approvals

H. Construction Status:

1. Has construction work on this project begun? Yes ___; No X. If yes, please discuss in detail the approximate extent of construction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.: _____

2. Please indicate amount of funds expended on this project by the Company in the past three (3) years and the purposes of such expenditures: Development costs
equal to \$200,000 (est.) which is for initial architecture and engineer fees.

3. Please indicate the date the applicant estimates the Project will be completed: July 2021 (est.)

I. Method of Construction After Agency Approval:

1. If the Agency approves the project which is the subject of this application, there are two methods that may be used to construct the project. The applicant can construct the project privately and sell the project to the Agency upon completion. Alternatively, the applicant can request to be appointed as "agent" of the Agency, in which case

certain laws applicable to public construction may apply to the project. Does the applicant wish to be designated as "agent" of the Agency for purposes of constructing the project? Yes X ; No ____.

2. If the answer to question 1 is yes, does the applicant desire such "agent" status prior to the closing date of the financing? Yes X ; No ____.

III. INFORMATION CONCERNING LEASES OR SUBLEASES OF THE PROJECT. (PLEASE COMPLETE THE FOLLOWING SECTION IF THE COMPANY INTENDS TO LEASE OR SUBLEASE ANY PORTION OF THE PROJECT).

- A. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes ____; No _____. If yes, please complete the following for **each** existing or proposed tenant or subtenant:

1. Sublessee name: N/A
Present Address: _____
City: _____ State: _____ Zip: _____
Employer's ID No.: _____
Sublessee is: ____ Corporation: ____ Partnership: ____ Sole Proprietorship
Relationship to Company: _____
Percentage of Project to be leased or subleased: _____
Use of Project intended by Sublessee: _____
Date of lease or sublease to Sublessee: _____
Term of lease or sublease to Sublessee: _____

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes ____; No _____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

- B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease? _____

IV. Employment Impact

A. Indicate the number of people presently employed at the Project site and the **additional** number that will be employed at the Project site at the end of the first and second years after the Project has been completed, using the tables below for (1) employees of the Applicant, (2) independent contractors, and (3) employees of independent contractors. (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

TYPE OF EMPLOYMENT Employees of Applicant					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	0	0	0	0	0
Present Part Time	0	0	0	0	0
Present Seasonal	0	0	0	0	0
First Year Full Time	3	5	17	5	30
First Year Part Time	0	0	0	0	0
First Year Seasonal	0	0	0	0	0
Second Year Full Time	3	5	17	5	30
Second Year Part Time	0	0	0	0	0
Second Year Seasonal	0	0	0	0	0

TYPE OF EMPLOYMENT
Independent Contractors

	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time					
Present Part Time					
Present Seasonal					
First Year Full Time					
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

TYPE OF EMPLOYMENT Employees of Independent Contractors					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time					
Present Part Time					
Present Seasonal					
First Year Full Time					
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

B. Indicate below (1) the estimated salary and fringe benefit averages or ranges and (2) the estimated number of employees residing in the Capital District Economic Development Region for all the jobs at the Project site, both retained and created, listed in the tables described in subsection A above for each of the categories of positions listed in the chart below.

RELATED EMPLOYMENT INFORMATION				
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled
Estimated Salary and Fringe Benefit Averages or Ranges	\$411,750	\$406,620	\$727,272	\$182,520
Estimated Number of Employees Residing in the Capital District Economic Development Region ¹	3	5	17	5

¹ The Capital District Economic Development Region consists of the following counties: Albany, Schenectady, Rensselaer, Greene, Columbia, Saratoga, Warren and Washington.

- C. Please describe the projected timeframe for the creation of any new jobs with respect to the undertaking of the Project:

Expect to have employment levels one year following Project completion

Please prepare a separate attachment describing in detail the types of employment at the Project site. Such attachment should describe the activities or work performed for each type of employment.

V. **Project Cost**

- A. **Anticipated Project Costs.** State the costs reasonably necessary for the acquisition of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Cost</u>	<u>Amount</u>
Land	\$ <u>2,500,000</u>
Buildings	\$ <u>6,000,000 (est.)</u>
Machinery and equipment costs (FF&E)	\$ <u>1,100,000 (est.)</u>
Utilities, roads and appurtenant costs	\$ <u>300,000 (est.)</u>
Architects and engineering fees	\$ <u>575,000 (est.)</u>
Costs of Bond Issue (legal, financial and printing)	\$ _____
Construction loan fees and interest (if applicable)	\$ _____
Other (specify) Landscaping	\$ 200,000 (est.)
DOB Permits and Fire Expeditor	\$ 50,000 (est.)
Builders Risk & Prof. Indemnity	\$ 35,000 (est.)
<u>Closing Costs (incl. Working Capital)</u>	<u>\$ 660,000 (est.)</u>
Owner's Contingency	\$ 450,000 (est.)
Developer's Fee	\$ 450,000 (est.)
TOTAL PROJECT COSTS	\$ <u>12,320,000 (est.)</u>

- B. Anticipated Project Financing Sources. State the sources reasonably necessary for the financing of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Sources</u>	<u>Amount</u>
Private Sector Financing	\$ <u>0</u>
Public Sector	
Federal Programs	\$ <u>0</u>
State Programs	\$ <u>0</u>
Local Programs	\$ <u>0</u>
Applicant Equity	\$ <u>12,320,000 (est.)</u>
Other (specify, e.g., tax credits)	
_____	\$ _____
_____	\$ _____
_____	\$ _____
TOTAL AMOUNT OF PROJECT FINANCING SOURCES	\$ <u>12,320,000</u>

- C. Have any of the above expenditures already been made by the applicant?
Yes ____; No _____. If yes, indicate particulars.

Development costs equal to \$200,000 (est.) for initial architecture and engineering fees.

- D. Amount of loan requested: \$ N/A; [may use Permanent Financing post completion]

Maturity requested: _____ years.

- E. Has a commitment for financing been received as of this application date, and if so, from whom?

Yes ____; No _____. Institution Name: N/A

Provide name and telephone number of the person we may contact.

Name: _____ Phone: _____

- F. The percentage of Project costs to be financed from public sector sources is estimated to equal the following: 0 %

G. The total amount estimated to be borrowed to finance the Project is equal to the following:
\$ - 0 -

VI. BENEFITS EXPECTED FROM THE AGENCY

A. Financing

1. Is the applicant requesting that the Agency issue bonds to assist in financing the project? Yes ___; No X. If yes, indicate:

Amount of loan requested: _____ Maturity requested (in years): _____

2. Is the interest on such bonds intended to be exempt from federal income taxation? Yes ___; No _____. N/A

3. If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes: N/A

- a. retail food and beverage services: Yes ___; No ____
- b. automobile sales or service: Yes ___; No ____
- c. recreation or entertainment: Yes ___; No ____
- d. golf course: Yes ___; No ____
- e. country club: Yes ___; No ____
- f. massage parlor: Yes ___; No ____
- g. tennis club: Yes ___; No ____
- h. skating facility : Yes ___; No ____
- j. racquet sports facility (including handball and racquetball court): Yes ___; No ____
- j. hot tub facility: Yes ___; No ____
- k. suntan facility: Yes ___; No ____
- l. racetrack: Yes ___; No ____

4. If the answer to any of the above questions contained in question 3 is yes, please furnish details on a separate attachment.

B. Tax Benefits

1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes ___; No _____. If yes, is the real property tax exemption being sought consistent with the Agency's Uniform Tax Exemption Policy? Yes ___; No _____. **Would like to consider deviation.**

2. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? Yes ___; No _____. If yes, what is the approximate amount of financing to be secured by mortgages? \$ _____. N/A

3. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax? Yes X; No _____. If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$ 3,000,000 (est.).

4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of the exemption.

- a. N.Y.S. Sales and Compensating Use Taxes: \$ 250,000 (est.)
- b. Mortgage Recording Taxes: \$ 350,000 (est.)
- c. Real Property Tax Exemptions: \$ 575,000 (est.)
- d. Other (please specify): _____ \$ _____
- _____ \$ _____
- _____ \$ _____

5. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency's Uniform Tax Exemption Policy? Yes ____; No _____. If yes, please explain.

Seeking a deviation.

C. Project Cost/Benefit Information. Complete the attached Cost/Benefit Analysis so that the Agency can perform a cost/benefit analysis of undertaking the Project. Such information should consist of a list and detailed description of the benefits of the Agency undertaking the Project (e.g., number of jobs created, types of jobs created, economic development in the area, etc.). Such information should also consist of a list and detailed description of the costs of the Agency undertaking the Project (e.g., tax revenues lost, buildings abandoned, etc.).

VI. REPRESENTATIONS BY THE APPLICANT. The applicant understands and agrees with the Agency as follows:

A. Job Listings. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOC") and with the administrative entity (collectively with the DOC, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA"), as replaced by the Workforce Investment Act of 1998 (Public Law 105-220), in which the Project is located.

B. First Consideration for Employment. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

C. Annual Sales Tax Filings. In accordance with Section 874(8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.

D. Annual Employment Reports. The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the Project site, including (1) the NYS-45 – Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return – for the quarter ending December 31 (the "NYS-45"), and (2) the US Dept. of Labor BLS 3020 Multiple Worksite report if applicable.

E. Uniform Agency Project Agreement. The applicant agrees to enter into a project benefits agreement with the Agency where the applicant agrees that (1) the amount of Financial Assistance to be received shall be contingent upon, and shall bear a direct relationship to the success or lack of success of such project in delivering certain described public benefits (the "Public Benefits") and (2) the Agency will be entitled to recapture some or all of the Financial Assistance granted to the applicant if the project is unsuccessful in whole or in part in delivering the promised Public Benefits.

F. Representation of Financial Information. Neither this Application nor any other agreement, document, certificate, project financials, or written statement furnished to the Agency or by or on behalf of the applicant in connection with the project contemplated by this Application contains any untrue statement of a material fact or omits to state a material fact necessary in order to make the statements contained herein or therein not misleading. There is no fact within the special knowledge of any of the officers of the applicant which has not been disclosed herein or in writing by them to the Agency and which materially adversely affects or in the future in their opinion may, insofar as they can now reasonably foresee, materially adversely affect the business, properties, assets or condition, financial or otherwise, of the applicant.

G. Agency Financial Assistance Required for Project. The Project would not be undertaken but for the Financial Assistance provided by the Agency or, if the Project could be undertaken without the Financial Assistance provided by the Agency, then the Project should be undertaken by the Agency for the following reasons: N/A

H. Compliance with Article 18-A of the General Municipal Law: The Project, as of the date of this Application, is in substantial compliance with all provisions of article 18-A of the General Municipal including, but not limited to, the provisions of Section 859-a and subdivision one of Section 862; and the provisions of subdivision one of Section 862 of the General Municipal Law will not be violated if Financial Assistance is provided for the Project.

I. Compliance with Federal, State, and Local Laws. The applicant is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.

J. False or Misleading Information. The applicant understands that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemptions claimed by reason of Agency involvement in the Project.

K. Absence of Conflicts of Interest. The applicant acknowledges that the members, officers and employees of the Agency are listed on the Agency's website. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

- None -

L. Additional Information. Additional information regarding the requirements noted in this Application and other requirements of the Agency are included in the Agency's Policies which can be accessed at <http://cityofhudson.org/content/Boards/View/1>

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.

620 Hudson House, LLC

Applicant

By:

Title:

Sole Member

NOTE: APPLICANT MUST ALSO COMPLETE THE APPROPRIATE VERIFICATION APPEARING ON PAGES 23 THROUGH 26 HEREOF BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 27

VERIFICATION

(If applicant is a limited liability company)

STATE OF _____)
) SS.:
COUNTY OF _____)

David Kessler, deposes and says
(Name of Individual)

that he is one of the members of the firm of 620 Hudson House, LLC,
(Limited Liability Company)

the limited liability company named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as a member of and from the books and papers of said limited liability company.

Sworn to before me this
__ day of _____, 20__.

(Notary Public)

HOLD HARMLESS AGREEMENT

Applicant hereby releases City of Hudson Industrial Development Agency and the member, officers, servants, agents and employees thereof (hereinafter collectively referred to as the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (i) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the application or the project described therein or the issuance of bonds requested therein are favorably acted upon by the Agency, (ii) the Agency's financing of the Project described therein; and (iii) any further action taken by the Agency with respect to the Project, including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to find buyers willing to purchase the total bond issue requested, then, and in that event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

(Applicant) 620 Hudson House, LLC

BY: _____
Member

Sworn to before me this
___ day of _____, 20__.

(Notary Public)

TO: Project Applicants
 FROM: City of Hudson Industrial Development Agency
 RE: Cost/Benefit Analysis

In order for the City of Hudson Industrial Development Agency (the "Agency") to prepare a Cost/Benefit Analysis for a proposed project (the "Project"), the Applicant must answer the questions contained in this Project Questionnaire (the "Questionnaire") and complete the attached Schedules. This Questionnaire and the attached Schedule will provide information regarding various aspects of the Project, and the costs and benefits associated therewith.

This Questionnaire must be completed before we can finalize the Cost/Benefit Analysis, please complete this Questionnaire and forward it to us at your earliest convenience.

PROJECT QUESTIONNAIRE

1. Name of Project Beneficiary ("Company"):	620 Hudson House, LLC
2. Brief Identification of the Project:	Hotel/Restaurant Project
3. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ 0
B. Value of Sales Tax Exemption Sought	\$ 250,000
C. Value of Real Property Tax Exemption Sought	\$ 575,000
D. Value of Mortgage Recording Tax Exemption Sought	\$ 350,000
4. Likelihood of accomplishing the Project in a timely fashion:	100% once we finalize financing

PROJECTED PROJECT INVESTMENT

A. Land-Related Costs	
1. Land acquisition	\$ 3,500,000
2. Site preparation	\$
3. Landscaping	\$ 200,000 (est.)
4. Utilities and infrastructure development	\$ 300,000 (est.)
5. Access roads and parking development	\$
6. Other land-related costs (describe)	\$
B. Building-Related Costs	
1. Acquisition of existing structures	\$ Included in A1 above
2. Renovation of existing structures	\$ 2,200,000 (est.)
3. New construction costs	\$ 3,800,000 (est.)
4. Electrical systems	\$
5. Heating, ventilation and air conditioning	\$
6. Plumbing	\$
7. Other building-related costs (describe)	\$

C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$
2.	Packaging equipment	\$
3.	Warehousing equipment	\$
4.	Installation costs for various equipment	\$
5.	Other equipment-related costs (describe)	\$
D.	Furniture and Fixture Costs	
1.	Office furniture	\$
2.	Office equipment	\$
3.	Computers	\$
4.	Other furniture-related costs (describe) FF&E	\$ 1,100,000 (est.)
E.	Working Capital Costs	
1.	Operation costs (operating reserves and working capital)	\$ 300,000 (est.)
2.	Production costs	\$
3.	Raw materials	\$
4.	Debt service	\$
5.	Relocation costs	\$
6.	Skills training	\$
7.	Other working capital-related costs (describe)	\$
F.	Professional Service Costs	
1.	Architecture and engineering	\$
2.	Accounting/legal	\$
3.	Other service-related costs (describe)	\$ 52,000 (est.)
	Real Estate Tax Reserves During Construction	
G.	Other Costs	
1.	Fee to Hudson IDA	\$ 110,000 (est.)
2.	Builders Risk & Prof. Indemnity	\$ 35,000 (est.)
3.	Developer fee and owner's contingency	900,000 (est.)
H.	Summary of Expenditures	
1.	Total Land-Related Costs	\$ 3,000,000 (est.)
2.	Total Building-Related Costs	\$ 6,050,000 (est.)
3.	Total Machinery and Equipment Costs	\$
4.	Total Furniture and Fixture Costs	\$ 1,100,000 (est.)
5.	Total Working Capital Costs	\$ 352,000 (est.)
6.	Total Professional Service Costs	\$ 773,000 (est.)
7.	Total Other Costs	\$ 1,045,000 (est.)

Total Project Cost

\$ 12,320,000 (est.)

PROJECTED CONSTRUCTION EMPLOYMENT IMPACT

- I. Please provide estimates of total construction jobs and the total annual wages and benefits of construction jobs at the Project: **Have not hired a Contractor yet. Need to finalize with Contractor.**

Year	Number of Construction Jobs	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year		\$	\$
Year 1		\$	\$
Year 2		\$	\$
Year 3		\$	\$
Year 4		\$	\$
Year 5		\$	\$

PROJECTED PERMANENT EMPLOYMENT IMPACT

- I. Estimates of the total number of existing permanent jobs to be preserved or retained as a result of the Project are described in the tables in Section IV of the Application.
- II. Estimates of the total new permanent jobs to be created at the Project are described in the tables in Section IV of the Application.
- III. Please provide estimates for the following:
- A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule A.
- IV. Provide the projected percentage of employment that would be filled by Columbia County residents:
- _____
- A. Provide a brief description of how the project expects to meet this percentage:

PROJECTED OPERATING IMPACT

- I. Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1 st year following project completion)	\$ _____
Additional Sales Tax Paid on Additional Purchases	\$ _____
Estimated Additional Sales (1 st full year following project completion)	\$ _____
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$ _____

Need to finalize with Hotel consultant.

- II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("Pilot Payments"):

Year	Existing Real Property Taxes (Without IDA involvement)	New Pilot Payments (With IDA)	Total (Difference)
Current Year	\$52,211	\$52,211	\$0
Year 1	*		
Year 2	*		
Year 3	*		
Year 4	*		
Year 5	*		
Year 6	*		
Year 7	*		
Year 8	*		
Year 9	*		
Year 10	*		

III. Please provide a detailed description for the impact of other economic benefits and all anticipated community benefits expected to be produced as a result of the Project (attach additional pages as needed for a complete and detailed response):

***Need to meet with City Assessor and review Project Estimated Assessed Value. Once we have that data we will prepare a PILOT proposal for review by Agency.**

CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge; such responses are true, correct, and complete.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.

Date Signed: _____, 20__.	Name of Person Completing Project Questionnaire on behalf of the Company. Name: <u>David Kessler</u> Title: <u>Member</u> Phone Number: <u>(917) 679-6000</u> Address: <u>206 Front St, #3D, Brooklyn, NY 11201</u> Signature:
----------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Title	IDA App Qualificaiton	Count
Restaurant Manager	Professional or Managerial	1
General Manager	Professional or Managerial	1
Asst Restaurant Manager	Professional or Managerial	1
Server	Semi-Skilled	3
Prep Cook	Semi-Skilled	2
Houseman	Semi-Skilled	0
Housekeeper	Semi-Skilled	4
Cook	Semi-Skilled	2
Community Manager	Semi-Skilled	5
Barback	Semi-Skilled	1
Sous Chef	Skilled	1
Head Bartender	Skilled	1
Handyman	Skilled	1
Chef	Skilled	1
Bartender	Skilled	1
Runner	Un-Skilled	3
Dishwasher	Un-Skilled	2
Total		30

Anthony R. Concra

Mail: P.O. Box 20

Office: 363 Fairview Avenue

Hudson, New York 12534

518.828.2092 (Office) 518.828.2615 (Fax) email: office@concraappraisals.com

PROFESSIONAL EXPERIENCE:

Concra Appraisal Associates - Owner

1974 - Present

Hudson, NY

A full service appraisal and consulting organization with a staff of four appraisers. Services include residential, commercial and industrial valuations, assessment challenges, estate planning, realty dispute resolutions, casualty losses, subdivision analysis and special property analysis.

Columbia-Greene Community College - Instructor

1982 - Present

Hudson, NY

Real Estate Appraisal NYS # 1-231 Certified Residential and General Instructor

Century 21 Heartland Realty - President

1974 - 1986

Claverack and Kinderhook, NY

Owner and manager of two real estate offices with 15 sales associates in the appraisal, listing and sale of all types of real estate.

Hudson Michael Realty, Inc. - Vice President

1968 - 1974

Hudson, NY

Full spectrum of management of 10 sales associates in the listing and sale of all types of real estate.

Hudson Michael Realty, Inc. - Salesman

1966 - 1968

Hudson, NY

The listing and selling of all types of real estate.

Anthony R. Conera

EDUCATION:

<i>Bryant College</i>	1964
B.S. Business Administration Smithfield, RI	
<i>The Appraisal Institute</i>	
Fundamentals of Real Estate Appraisal Russell Sage College, Troy, NY	1971
Residential Properties, Course 8 Hartford, CT	1975
Basic Principles, Course 1A Hartford, CT	1976
Capitalization Part A, Course 1BA University of Georgia, GA	1984
Capitalization Part B, Course 1BB Dartmouth College, NH	1984
Capitalization Part B, Course 1BB Ohio State University, OH	1987
Basic Valuation Procedures, Course 1A2 Dartmouth College, NH	1987
Business Valuation, Part I Albany, NY	1988
Discounted Cash Flow Analysis Boston, MA	1989
Standards of Professional Practice, Course SPP Syracuse, NY	1989
Case Studies, Course 2-1 Norwood, MA	1991

Anthony R. Conera

EDUCATION: (CONT.)

Non-Residential Report Writing New York City, NY	1992
Report Writing Analysis, Course 2-2 Norwood, MA	1992
Standards of Professional Practice, Course 410A Norwood, MA	1993
Standards of Professional Practice, Course 420B Norwood, MA	1993
Appraisal Principles, Course 110 Needham, MA	1993
Standards of Professional Practice, Course 410A Poughkeepsie, NY	1995
Dynamics of Office Building Valuation Syracuse, NY	1995
Advanced Income Capitalization Holyoke, MA	1996
Standards of Professional Practice Part C, Course 430 Fishkill, NY	1998
Valuation of Conservation Easements Latham, NY	2008
On-Line Internet:	
Residential Design and Utility, Course 662	1998
Internet Search Strategies, Course 688	1998
Online FHA and The Appraisal Process	2000
Appraising From Blueprints and Specifications	2000
Residential Property Construction and Inspection	2000
Appraising Nursing Facilities	2000
Valuation of Detrimental Conditions In Real Estate	2000
MANFRED R.E. LEARNING CENTERS	
Tax Assessment Grievance Process, Hudson, NY	1999

Anthony R. Conera

PROFESSIONAL AFFILIATIONS:

The Appraisal Institute

RM Designation # 1605 (Changed to SRA)	1981 - Present
Regional Ethics and Counseling Panel	1992 - 1998
NYS Certified General Appraiser # 464360	1991 - Present
Licensed Real Estate Broker	
New York State	1968 - Present
Massachusetts	1975 - Present
New York State Society of Real Estate Appraisers	1976 - Present
National Association of Realtors	1968 - Present
Appraisal Section - Founding Member	1996 - Present
New York State Association of Realtors	1968 - Present
Columbia County Board of Realtors	1970 - Present
President	1979 - 1980
Realtor of the Year	1980
Board of Assessment Review	1992 - 1996
City of Hudson, Columbia County, N.Y.	
Zoning Commission, Chairman	1979 - 1980
Town of Livingston, Columbia County, N.Y.	
Federal National Mortgage Association	1978 - Present
Level I, # 5-7193-10	
The Foundation of Real Estate Appraisers	1995 - Present
Membership # 6475	

Anthony R. Concra

CLIENTS:

Financial Institutions

Hudson River Bank & Trust
G M A C dba Ditech.Com
M & T Bank
Key Bank NA
Dime Savings Bank
Citicorp Mortgage
Chase Lincoln First
Anchor Savings Bank
Rhinebeck Savings Bank
Marine Midland Bank
National Bank of Coxsackie
The Bank of Greene County
Catskill Savings Bank
US Property and Appraisal Services
ARL Financial Services
TD Reo Corporation
Colony Mortgage
Freddie Mac/Fannie Mae
Countrywide Mortgage
Fairmount Funding
Lenders Services
Home Funding Finders
First National Bank of Rhinebeck
Dupont Mortgage Corp.
Evergreen Bank
National Union Bank of Kinderhook
Metropolitan Mortgage
Homequity, Inc.
Coldwell Banker Relocation Services
Prudential Relocation Services

Government/Private Agencies

Town of Chatham
Town of Claverack
Town of Gallatin
Town of Germantown
Town of Ghent
Town of Greenport
City of Newburgh
Town of New Lebanon
Town of Stuyvesant

Litchfield Mortgage
Central Bank of New Jersey
Mortgage Choices Inc.
First American Bank
First Federal Savings
Fleet Funding
Travelers Home Equity
Coldwell Banker Relocation
Sensible Mortgage Corporation
Aetna Insurance Company
Great Barrington Savings
New York Mortgage Services Corp.
Accessible Mortgage Corp.

Manufacturers Hanover

Tuthill Finance Corp.
Homestead Mortgage
Prudential Relocation Services
United Companies Lending Corp.
Valley Mortgage Corp.
Gentry Capital
Citibank
Fireman's Funding
arbor National Mortgage
Manhattan Savings Bank
National Bank and Trust Co. of Norwich
Trustco Bank
Bank of America
Employee Transfer
Merrill Lynch Relocation, Inc.

Anthony R. Concra

CLIENTS:(CONT)

Hudson Urban Renewal Agency
Hudson Industrial Development Agency
Columbia County Department of Social Services
Hudson Community Dev. & Planning Agency
Newburgh Community Dev. & Planning Agency
Columbia County ARC
Hudson Housing Services
NYS Facilities Corp.
Hudson Development Corp.
Utica Community Development Agency
Columbia County District Attorney's Office
NYS Office of Mental Retardation
NYS Bridge Authority
Open Space Institute

Commercial

Niagara Mohawk Power Corporation
Lone Star Industries
Chicago Title Insurance Co.
Evans Products Company
Chrysler Credit Corporation
General Electric Credit Corp.
Marquette Cement
Independent Cement
Hunter Highlands - Condominiums
The Birches - Single Family
Interstate Dress Carriers, Inc.
Windham Ridge Club Townhouses
Windham Mountain Village Townhouses
PHH Asset Management
Hudson Ford
Benwood Knolls, Ltd.
E.A. Morse and Company
Colarussio Construction
Fairview Plaza, Inc.
Kipp's Mobile Home Park
Kozel's Restaurant
GT Britts, Inc.
Claverack Realty
Cairo Health Care

New York State Open Space Program
New York State Department of Mental Services
City of Newburgh Industrial Development Agency
US Dept. of Housing and Urban Development
Dormitory Authority State of New York
Churchtown Firehouse
NYPD Dept. of Investigations
Ichabod Crane Central School
Catskill Mountain Housing
Columbia Land Conservancy

Agway, Inc.
Valley Oil Co.
Schroeder Chevrolet-Cadillac
Milroy Pontiac, Cadillac, GMC
Peterson Petroleum
Brainard Ridge Townhouses
The Quads - Condominiums
Melodywood - Condominiums
Columbia Corporation
Winter Clove, Inc. - resort
Scribner Hollow - Motel
West Meadow - Single Family
Motorola Corporation
Fairview Lincoln Mercury
Keil Construction
Bell's Pond Mobile Home Park
IWOL Corporation
Fabiano Construction
Hillsdale Supermarket
Meadowgreen's Restaurant
Logsider Café
Fort Orange Adjusters
Bervy Realty
The Odyssey Group

Anthony R. Concra

CLIENTS:(CONT)

Hagar's Marina
Curtron Industries
Hendrick Hudson Lanes
Germantown Telephone
Blackhead Mountain Lodge and Golf Club
Valenti and Richards Funeral Homes
Catskill Lodge #468 Masons
Stewart's GMC Truck Sales, Inc.
L and B Products
Extended Family
Columbia Greene Federal Credit Union
Hope Plaza
Canaan Lumber
W and J Transportation
Atlantic Wood Industries Inc.
Animal Care Clinic
Blue Hill Fruit Farm
New York State Electric and Gas
Gulinello's Wholesale Foods
Sam's Supermarket
Cairo Elk # 2620
National Credit Union Administration
Catskill Country Club
Canape Brothers; Chrysler, Plymouth, Jeep
Four Brother's Restaurant
Chatham Plaza
Fort Orange Claims
Firemans Home Administration

Barnwell Nursing Home
Berzal Chevrolet
Video Cave
Ford Motor Credit
Montague Coal and Oil
Bradco Building Supplies
BJD Development Corp.
Eagle Newspaper
Lorbrook Corp.
Astor Square
Craftech
Richard's Funeral Home
Hudson Electric
Corner Plaza
National Credit Union Administration
Dugway
Devil's Hardware
Northeast Auto Parts
GNH Lumber
Stone Bridge Farms
C.W. Bostwick, Inc.
Red Carpet, Inc.
Copake Country Club
RT Blass Advertising
Colwell Cartage - Beekins Moving
Greenport Rescue Squad
Philmont Supermarket

EXPERT TESTIMONY:

United States Bankruptcy Court
New York State Supreme Court, Various Locations
New York State Court of Claims
County Court, Various Locations
Surrogates Court, Various Locations
Small Claims Court, Various Locations

References Available Upon Request

Mark D. Taylor

Mail: P.O. Box 20

Office: 363 Fairview Avenue

Hudson, New York 12534

518.828.2092 (Office) 518.828.2615 (Fax) email: mtaylor@concraappraisals.com

PROFESSIONAL EXPERIENCE:

Columbia County Chamber of Commerce – Member, Board of Directors

2019 - Present

Hudson, NY

The Columbia County Chamber of Commerce is an organization that helps foster business growth within Columbia County. The chamber is led by a Board of Directors that volunteer their time to growing business in the county. The board is comprised of local business professionals.

Concra Appraisal Associates – Managing Associate, General Appraiser

2013 - Present

Hudson, NY

A full service appraisal and consulting organization with a staff of five appraisers. Services include residential, commercial and industrial valuations, assessment challenges, estate planning, realty dispute resolutions, casualty losses, subdivision analysis and special property analysis.

Greenport Fire Department – 1st Assistant Chief

2008 – Present

Hudson, NY

The Greenport Fire Department is a volunteer organization. The Assistant Chief position is an elected position that coordinates the firematic operations, which consists of approx 60 active members.

Verizon Wireless – Retail Store Manager

2011 - 2013

Albany, NY & Hudson, NY

Manager of two retail store with 15 employees in corporate cellular phone sales and service.

Schuyler Inn Assisted Living Facility – Change Consultant

2011 – 2012

Cohoes, NY

Developed several change analyses to convert the old motel into a assisted living facility.

Majestic Pools & Spas – Store Manager

2005 - 2011

Hudson, NY

Manager of retail store with 15 employees in swimming pool and spa sales and service.

Mark D. Taylor

EDUCATION:

<i>Siena College</i>	2011
B.S. Business Management, Information Systems Minor - Cum Laude Loudonville, NY	
<i>Columbia-Greene Community College</i>	2009
A.S. Individual Studies – Concentration in Business Hudson, NY	
<i>Manfred Real Estate Learning Center</i>	
Basic Appraisal Principles Albany, NY	2013
Basic Appraisal Procedures Albany, NY	2013
Residential Market Analysis & Highest & Best Use Albany, NY	2014
Residential Appraisal Site Valuation & Cost Approach Albany, NY	2014
Residential Sales Comparison & Income Approach Albany, NY	2014
Residential Report Writing & Case Studies Albany, NY	2014
National USPAP 15 Hour Course Albany, NY	2014

PROFESSIONAL AFFILIATIONS:

NYS Licensed Appraiser Assistant # 48000051026	2014 - Present
Member of Columbia-Greene Board of Realtors	2014 - Present
Member of National Association of Realtors	2014 - Present
Member of New York State Association of Realtors	2014 - Present
Member of Columbia County Volunteer Firefighters Association	2008 - Present

Mark D. Taylor

CLIENTS:

Financial Institutions

Hudson River Bank & Trust
G M A C dba Ditech.Com
M & T Bank
Key Bank NA
Dime Savings Bank
Citicorp Mortgage
Chase Lincoln First
Anchor Savings Bank
Rhinebeck Savings Bank
Marine Midland Bank
National Bank of Coxsackie
The Bank of Greene County
Catskill Savings Bank
US Property and Appraisal Services
ARL Financial Services
TD Reo Corporation
Colony Mortgage
Freddie Mac/Fannie Mae
Countrywide Mortgage
Fairmount Funding
Lenders Services
Home Funding Finders
First National Bank of Rhinebeck
Dupont Mortgage Corp.
Evergreen Bank
National Union Bank of Kinderhook
Metropolitan Mortgage
Homequity, Inc.
Coldwell Banker Relocation Services
Prudential Relocation Services

Litchfield Mortgage
Central Bank of New Jersey
Mortgage Choices Inc.
First American Bank
First Federal Savings
Fleet Funding
Travelers Home Equity
Coldwell Banker Relocation
Sensible Mortgage Corporation
Aetna Insurance Company
Great Barrington Savings
New York Mortgage Services Corp.
Accessible Mortgage Corp.
Manufacturers Hanover
Tuthill Finance Corp.
Homestead Mortgage
Prudential Relocation Services
United Companies Lending Corp.
Valley Mortgage Corp.
Gentry Capital
Citibank
Fireman's Funding
arbor National Mortgage
Manhattan Savings Bank
National Bank and Trust Co. of Norwich
Trustco Bank
Bank of America
Employee Transfer
Merrill Lynch Relocation, Inc.

Government/Private Agencies

Town of Chatham
Town of Claverack
Town of Gallatin
Town of Germantown
Town of Ghent
Town of Greenport
City of Newburgh
Town of New Lebanon
Town of Stuyvesant

Town of Catskill
Village of Catskill
Town of Durham
Town of Greenville
Town of Windham
Town of Kinderhook

Mark D. Taylor

CLIENTS:(CONT)

Hudson Urban Renewal Agency
Hudson Industrial Development Agency
Columbia County Department of Social Services
Hudson Community Dev. & Planning Agency
Newburgh Community Dev. & Planning Agency
Columbia County ARC
Hudson Housing Services
NYS Facilities Corp.
Hudson Development Corp.
Utica Community Development Agency
Columbia County District Attorney's Office
NYS Office of Mental Retardation
NYS Bridge Authority
Open Space Institute

Commercial

Niagara Mohawk Power Corporation
Lone Star Industries
Chicago Title Insurance Co.
Evans Products Company
Chrysler Credit Corporation
General Electric Credit Corp.
Marquette Cement
Independent Cement
Hunter Highlands - Condominiums
The Birches - Single Family
Interstate Dress Carriers, Inc.
Windham Ridge Club Townhouses
Windham Mountain Village Townhouses
PHH Asset Management
Hudson Ford
Benwood Knolls, Ltd.
E.A. Morse and Company
Colarusso Construction
Fairview Plaza, Inc.
Kipp's Mobile Home Park
Kozel's Restaurant
GT Britts, Inc.
Claverack Realty
Cairo Health Care

New York State Open Space Program
New York State Department of Mental Services
City of Newburgh Industrial Development Agency
US Dept. of Housing and Urban Development
Dormitory Authority State of New York
Churchtown Firehouse
NYPD Dept. of Investigations
Ichabod Crane Central School
Catskill Mountain Housing
Columbia Land Conservancy

Agway, Inc.
Valley Oil Co.
Schroeder Chevrolet-Cadillac
Milroy Pontiac, Cadillac, GMC
Peterson Petroleum
Brainard Ridge Townhouses
The Quads - Condominiums
Melodywood - Condominiums
Columbia Corporation
Winter Clove, Inc. - resort
Scribner Hollow - Motel
West Meadow - Single Family
Motorola Corporation
Fairview Lincoln Mercury
Keil Construction
Bell's Pond Mobile Home Park
IWOL Corporation
Fabiano Construction
Hillsdale Supermarket
Meadowgreen's Restaurant
Logsider Café
Fort Orange Adjusters
Bervy Realty
The Odyssey Group

Mark D. Taylor

CLIENTS:(CONT)

Hagar's Marina	Barnwell Nursing Home
Curtron Industries	Berzal Chevrolet
Hendrick Hudson Lanes	Video Cave
Germantown Telephone	Ford Motor Credit
Blackhead Mountain Lodge and Golf Club	Montague Coal and Oil
Valenti and Richards Funeral Homes	Bradco Building Supplies
Catskill Lodge #468 Masons	BJD Development Corp.
Stewart's GMC Truck Sales, Inc.	Eagle Newspaper
L and B Products	Lorbrook Corp.
Extended Family	Astor Square
Columbia Greene Federal Credit Union	Craftech
Hope Plaza	Richard's Funeral Home
Canaan Lumber	Hudson Electric
W and J Transportation	Corner Plaza
Atlantic Wood Industries Inc.	National Credit Union Administration
Animal Care Clinic	Dugway
Blue Hill Fruit Farm	Devil's Hardware
New York State Electric and Gas	Northeast Auto Parts
Gulinello's Wholesale Foods	GNH Lumber
Sam's Supermarket	Stone Bridge Farms
Cairo Elk # 2620	C.W. Bostwick, Inc.
National Credit Union Administration	Red Carpet, Inc.
Catskill Country Club	Copake Country Club
Canape Brothers; Chrysler, Plymouth, Jeep	RT Blass Advertising
Four Brother's Restaurant	Colwell Cartage - Beekins Moving
Chatham Plaza	Greenport Rescue Squad
Fort Orange Claims	Philmont Supermarket
Firemans Home Administration	

EXPERT TESTIMONY:

United States Bankruptcy Court
New York State Supreme Court, Various Locations
New York State Court of Claims
County Court, Various Locations
Surrogates Court, Various Locations
Small Claims Court, Various Locations

References Available Upon Request

CONCRA APPRAISAL ASSOCIATES

Real Estate Appraisal & Consulting Professionals

Acknowledgement of Appraisal Assignment

March 11, 2020

CLIENT:

Mr. F. Michael Tucker
CEO / President
Columbia Economic Development Corp.
4303 Route 9
Hudson, NY 12534
Tel: 518-828-4718
mike@tuckerstrategies.com

APPRAISER:

Mark D. Taylor
Anthony R. Concra, SRA
Concra Appraisal Associates
P.O. Box 20, 363 Fairview Avenue
Hudson, New York 12534
Tel: 518-822-0909 ext. 104
mtaylor@concraappraisals.com

Client hereby engages Appraiser to complete an appraisal assignment as follows:

PROPERTY IDENTIFICATION:

The subject is located on 620 Union Street, City of Hudson, and Columbia County, New York State.

INTEREST VALUED:

Fee Simple Estate Interest: *(Definition of Fee Simple Estate is: Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police powers and escheat. *)* **The Appraisal of Real Estate**, published by the Appraisal Institute 13th edition (2008).

INTENDED USER(S):

The client and intended user of the report is the **Columbia Economic Development Corporation** and their **assigns**. The appraiser will not be responsible for any other distribution of the appraisal report.

INTENDED USE:

The function of these appraisals is to estimate the **retrospective** market value, as of the taxable status date, in Fee Simple Estate Interest, of the subject property indicated above. The purpose of this appraisal is to establish value in order to develop an estimated assessment to aid in calculating a pilot program. **This appraisal will not address the feasibility of this project. We are not aware if a feasibility study was completed. We can make no warranty to the feasibility.**

Mail: P.O. Box 20, Hudson, New York 12534

Office: 363 Fairview Ave., Hudson, New York 12534

Telephone 518.828.2092 Facsimile 518.828.2615 E-mail: office@concraappraisals.com

CONCRA APPRAISAL ASSOCIATES

Real Estate Appraisal & Consulting Professionals

HYPOTHETICAL CONDITIONS / EXTRAORDINARY ASSUMPTIONS:

Unless disclosed prior to or at the time of inspection, we will be developing the appraisal under the extraordinary assumption that all site area is accurately depicted by the city and that the land is free of restrictions, easements, and contaminations. We will also be assuming that any structures on the properties are structurally sound. We will be developing this assignment under the hypothetical condition that all proposed work has been completed. It is imperative that we have the most accurate depiction of the proposed improvements. If the improvements differ from what is depicted within the final report, the value may be subject to change.

ANTICIPATED SCOPE OF WORK:

The assignment is to value the subject property, as of the taxable status date, in order to develop an estimated assessment to aid in calculating a pilot program. An interior and exterior inspection will be completed on all improvements on the properties. The property will be valued using the sales comparison approach. Other approaches will be developed for the subject properties as deemed appropriate.

APPRAISAL REPORT / TURN-AROUND / DELIVERY / APPRAISAL FEE:

The appraisal will be a full appraisal report. The appraisal will be a narrative report. The report should be completed no later than four weeks from the date of inspection. The appraisal will be delivered via email, but hard copies will be available upon request, at no additional charge. The fee for our firm to complete this appraisal report will be **\$3,000. The fee is to be paid at the time of, or prior to, the inspection.**

PROPOSED IMPROVEMENTS:

If the property appraised consists of proposed improvements, the client shall provide plans, specifications, or other documentation sufficient to identify the extent and character of the proposed improvements.

PROPERTIES UNDER CONTRACT FOR SALE:

If the property appraised is currently under contract for sale, the client shall provide a copy of said contract including all addenda.

CONFIDENTIALITY:

Appraiser shall not provide a copy of the written Appraisal Report to, or disclose the results of the appraisal prepared in accordance with this agreement with, any party other than the client and intended users indicated above, unless the client authorizes, except as stipulated in the Confidentiality Section of the ETHICS RULE of the Uniform Standards of Professional Appraisal Practice (USPAP).

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Office: 363 Fairview Ave., Hudson, New York 12534

Telephone 518.828.2092 Facsimile 518.828.2615 E-mail: office@concraappraisals.com

CONCRA APPRAISAL ASSOCIATES

Real Estate Appraisal & Consulting Professionals

CHANGES TO AGREEMENT:

Any changes to the assignment as outlined in this agreement shall necessitate a new agreement. The identity of the client, intended users, or intended use; the date of value; type of value; or property appraised cannot be changed without a new agreement.

CANCELLATION:

Client may cancel this agreement at any time prior to the appraiser's inspection of the subject properties upon written notification to the appraiser. Client shall pay appraiser for work completed on assignment prior to appraiser's receipt of written cancellation notice, unless otherwise agreed upon by appraiser and client in writing.

NO THIRD-PARTY BENEFICIARIES:

Nothing in this Agreement shall create a contractual relationship between the appraiser or the client and any third-party, or any cause of action in favor of any third party. This agreement shall not be construed to render any person or entity a third-party beneficiary of this agreement, including, but not limited to, any third parties identified herein.

USE OF EMPLOYEES OR INDEPENDENT CONTRACTORS:

Appraiser may use employees or independent contractors at appraiser's discretion to complete the assignment, unless otherwise agreed by the parties. Notwithstanding, appraiser shall sign the written Appraisal Report and take full responsibility for the services provided as a result of this agreement.

TESTIMONY AT COURT OR OTHER PROCEEDINGS:

Unless otherwise stated in this agreement, Client agrees that appraiser's assignment pursuant to this Agreement shall not include the appraiser's participation in or preparation for, whether voluntarily or pursuant to subpoena, any oral or written discovery, sworn testimony in a judicial, arbitration or administrative proceeding, or attendance at any judicial, arbitration, or administrative proceeding relating to this assignment.

APPRAISER INDEPENDENCE:

Appraiser cannot agree to provide a value opinion that is contingent on a predetermined amount. Appraiser cannot guarantee the outcome of the assignment in advance. Appraiser cannot ensure that the opinion of value developed as a result of this assignment will serve to facilitate any specific objective by client or others or advance any particular cause. Appraiser's opinion of value will be developed competently and with independence, impartiality and objectivity.

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Office: 363 Fairview Ave., Hudson, New York 12534

Telephone 518.828.2092 Facsimile 518.828.2615 E-mail: office@concraappraisals.com

CONCRA APPRAISAL ASSOCIATES

Real Estate Appraisal & Consulting Professionals

EXPIRATION OF AGREEMENT:

This agreement is valid only if signed by both appraiser and client within 30 business days of the Date of Agreement indicated above.

GOVERNING LAW & JURISDICTION:

The interpretation and enforcement of this agreement shall be governed by the laws of the state in which the appraiser's principal place of business is located, exclusive of any choice of law rules.

By Appraiser:

(Signature)

(Printed name)

(Date)

By Client:



(Signature)

F. Michael Tucker

(Printed name)

4-13-20

(Date)

Mail: P.O. Box 20, Hudson, New York 12534

Office: 363 Fairview Ave., Hudson, New York 12534

Telephone 518.828.2092 Facsimile 518.828.2615 E-mail: office@concraappraisals.com