

TROY INDUSTRIAL DEVELOPMENT AUTHORITY - 750 2nd Avenue Lion Factory - Residential -30 year PILOT ASSUMPTIONS  
80.40-2-1 222,800 square feet commercial with apartments

| PILOT Year                        | CALENDAR YEAR: | PILOT Base Assessed Valuation | Estimated PILOT Payments for Base Value | ** Estimated Abated Assessment | ***Estimated Full Taxes with No PILOT | Host Community Payment | Annual PILOT Payment | Total Annual Payment | Estimated Mil Rate | IDA Proposed \$/unit |
|-----------------------------------|----------------|-------------------------------|-----------------------------------------|--------------------------------|---------------------------------------|------------------------|----------------------|----------------------|--------------------|----------------------|
| Interim                           | 2021           | \$ 1,166,667                  | \$ -                                    | \$ -                           |                                       |                        | \$ 52,080            | \$ 52,080            | 44.6400            |                      |
| Interim                           | 2022           | \$ 1,166,667                  |                                         |                                |                                       |                        | \$ 53,122            | \$ 53,122            | 45.5328            |                      |
| Year 1                            | 2023           | \$ 1,166,667                  | \$ 54,184                               | \$ 84,001                      | \$ 224,601                            | \$ 46,867              | \$ 93,733            | \$ 140,600           | 46.4435            | \$ 931.13            |
| Year 2                            | 2024           | \$ 1,166,667                  | \$ 55,268                               | \$ 84,275                      | \$ 229,093                            | \$ 48,273              | \$ 96,545            | \$ 144,818           | 47.3723            | \$ 959.06            |
| Year 3                            | 2025           | \$ 1,166,667                  | \$ 56,373                               | \$ 84,512                      | \$ 233,674                            | \$ 49,721              | \$ 99,442            | \$ 149,163           | 48.3198            | \$ 987.83            |
| Year 4                            | 2026           | \$ 1,166,667                  | \$ 57,501                               | \$ 84,710                      | \$ 238,348                            | \$ 51,212              | \$ 102,425           | \$ 153,637           | 49.2862            | \$ 1,017.47          |
| Year 5                            | 2027           | \$ 1,166,667                  | \$ 58,651                               | \$ 84,868                      | \$ 243,115                            | \$ 52,749              | \$ 105,498           | \$ 158,247           | 50.2719            | \$ 1,047.99          |
| Year 6                            | 2028           | \$ 1,166,667                  | \$ 59,824                               | \$ 84,983                      | \$ 247,977                            | \$ 54,331              | \$ 108,663           | \$ 162,994           | 51.2773            | \$ 1,079.43          |
| Year 7                            | 2029           | \$ 1,166,667                  | \$ 61,020                               | \$ 85,053                      | \$ 252,937                            | \$ 55,961              | \$ 111,923           | \$ 167,884           | 52.3029            | \$ 1,111.81          |
| Year 8                            | 2030           | \$ 1,166,667                  | \$ 62,240                               | \$ 85,075                      | \$ 257,995                            | \$ 57,640              | \$ 115,280           | \$ 172,920           | 53.3489            | \$ 1,145.17          |
| Year 9                            | 2031           | \$ 1,166,667                  | \$ 63,485                               | \$ 85,047                      | \$ 263,155                            | \$ 59,369              | \$ 118,739           | \$ 178,108           | 54.4159            | \$ 1,179.52          |
| Year 10                           | 2032           | \$ 1,166,667                  | \$ 64,755                               | \$ 84,967                      | \$ 268,418                            | \$ 61,150              | \$ 122,301           | \$ 183,451           | 55.5042            | \$ 1,214.91          |
| Year 11                           | 2033           | \$ 1,166,667                  | \$ 66,050                               | \$ 84,832                      | \$ 273,787                            | \$ 62,985              | \$ 125,970           | \$ 188,955           | 56.6143            | \$ 1,251.36          |
| Year 12                           | 2034           | \$ 1,166,667                  | \$ 67,371                               | \$ 84,639                      | \$ 279,263                            | \$ 64,874              | \$ 129,749           | \$ 194,623           | 57.7466            | \$ 1,288.90          |
| Year 13                           | 2035           | \$ 1,166,667                  | \$ 68,718                               | \$ 84,386                      | \$ 284,848                            | \$ 66,821              | \$ 133,641           | \$ 200,462           | 58.9015            | \$ 1,327.56          |
| Year 14                           | 2036           | \$ 1,166,667                  | \$ 70,093                               | \$ 84,069                      | \$ 290,545                            | \$ 68,825              | \$ 137,651           | \$ 206,476           | 60.0796            | \$ 1,367.39          |
| Year 15                           | 2037           | \$ 1,166,667                  | \$ 71,495                               | \$ 83,686                      | \$ 296,356                            | \$ 70,890              | \$ 141,780           | \$ 212,670           | 61.2812            | \$ 1,408.41          |
| Year 16                           | 2038           | \$ 1,166,667                  | \$ 72,925                               | \$ 83,233                      | \$ 302,283                            | \$ 73,017              | \$ 146,033           | \$ 219,050           | 62.5068            | \$ 1,450.66          |
| Year 17                           | 2039           | \$ 1,166,667                  | \$ 74,383                               | \$ 82,707                      | \$ 308,328                            | \$ 75,207              | \$ 150,414           | \$ 225,622           | 63.7569            | \$ 1,494.18          |
| Year 18                           | 2040           | \$ 1,166,667                  | \$ 75,871                               | \$ 82,105                      | \$ 314,495                            | \$ 77,463              | \$ 154,927           | \$ 232,390           | 65.0321            | \$ 1,539.01          |
| Year 19                           | 2041           | \$ 1,166,667                  | \$ 77,388                               | \$ 81,423                      | \$ 320,785                            | \$ 79,787              | \$ 159,575           | \$ 239,362           | 66.3327            | \$ 1,585.18          |
| Year 20                           | 2042           | \$ 1,166,667                  | \$ 78,936                               | \$ 80,658                      | \$ 327,201                            | \$ 82,181              | \$ 164,362           | \$ 246,543           | 67.6593            | \$ 1,632.73          |
| Year 21                           | 2043           | \$ 1,166,667                  | \$ 80,515                               | \$ 79,805                      | \$ 333,745                            | \$ 84,646              | \$ 169,293           | \$ 253,939           | 69.0125            | \$ 1,681.72          |
| Year 22                           | 2044           | \$ 1,166,667                  | \$ 82,125                               | \$ 78,862                      | \$ 340,419                            | \$ 87,186              | \$ 174,372           | \$ 261,557           | 70.3928            | \$ 1,732.17          |
| Year 23                           | 2045           | \$ 1,166,667                  | \$ 83,767                               | \$ 77,824                      | \$ 347,228                            | \$ 89,801              | \$ 179,603           | \$ 269,404           | 71.8006            | \$ 1,784.13          |
| Year 24                           | 2046           | \$ 1,166,667                  | \$ 85,443                               | \$ 76,686                      | \$ 354,172                            | \$ 92,495              | \$ 184,991           | \$ 277,486           | 73.2367            | \$ 1,837.66          |
| Year 25                           | 2047           | \$ 1,166,667                  | \$ 87,152                               | \$ 75,445                      | \$ 361,256                            | \$ 95,270              | \$ 190,541           | \$ 285,811           | 74.7014            | \$ 1,892.79          |
| Year 26                           | 2048           | \$ 1,166,667                  | \$ 88,895                               | \$ 74,096                      | \$ 368,481                            | \$ 98,128              | \$ 196,257           | \$ 294,385           | 76.1954            | \$ 1,949.57          |
| Year 27                           | 2049           | \$ 1,166,667                  | \$ 90,673                               | \$ 72,634                      | \$ 375,851                            | \$ 101,072             | \$ 202,144           | \$ 303,217           | 77.7193            | \$ 2,008.06          |
| Year 28                           | 2050           | \$ 1,166,667                  | \$ 92,486                               | \$ 71,054                      | \$ 383,368                            | \$ 104,104             | \$ 208,209           | \$ 312,313           | 79.2737            | \$ 2,068.30          |
| Year 29                           | 2051           | \$ 1,166,667                  | \$ 94,336                               | \$ 69,352                      | \$ 391,035                            | \$ 107,228             | \$ 214,455           | \$ 321,683           | 80.8592            | \$ 2,130.35          |
| Year 30                           | 2052           | \$ 1,166,667                  | \$ 96,222                               | \$ 67,523                      | \$ 398,856                            | \$ 110,444             | \$ 220,889           | \$ 331,333           | 82.4764            | \$ 2,194.26          |
|                                   |                |                               | \$ 593,300                              | \$ 847,492                     | \$ 2,459,313                          | \$ 537,274             | \$ 1,074,548         | \$ 1,611,821         |                    |                      |
| Total PILOT Payments              |                | \$ 1,074,548                  |                                         |                                |                                       |                        |                      |                      |                    |                      |
| Taxes w/o Improvements            |                | \$ 593,300                    |                                         |                                | 1BR                                   |                        | 115                  |                      |                    |                      |
| Full Taxes no PILOT               |                | \$ 2,459,313                  |                                         |                                | 2BR                                   |                        | 33                   |                      |                    |                      |
|                                   |                |                               |                                         |                                | 3BR                                   |                        | 3                    |                      |                    |                      |
| Estimated Real Estate Tax Savings |                | \$ 1,384,765.77               |                                         |                                | Total Units                           |                        | 151                  |                      |                    |                      |
| Estimated Mortgages Tax Savings   |                | \$ 304,304.00                 |                                         |                                |                                       |                        |                      |                      |                    |                      |
| Estimated Sales Tax Savings       |                | \$ 1,208,000.00               |                                         |                                |                                       |                        |                      |                      |                    |                      |
| Estimated Financial Assistance    |                | \$ 2,897,069.77               |                                         |                                |                                       |                        |                      |                      |                    |                      |
| TIDA Administrative Fee           |                | \$ 374,397.72                 |                                         |                                |                                       |                        |                      |                      |                    |                      |

PILOT Payments in Column H will be fixed

|                         |    |            |         |     |
|-------------------------|----|------------|---------|-----|
| Added Value             | \$ | 3,669,333  | 40% AMI | 15  |
| Project Cost            | \$ | 49,919,696 | 50% AMI | 27  |
| Precon Assessed Value   | \$ | 1,166,667  | 60% AMI | 84  |
| Post Construction Value |    |            | 80% AMI | 18  |
|                         |    |            | Market  | 6   |
| Net Income approach     | \$ | 4,836,000  | Super   | 1   |
|                         |    |            |         | 151 |