

**Riverside  
Newtown, Massachusetts**

**Executive Summary  
Fiscal Impact Projections**

**PREPARED BY:  
MUNICAP, INC**

**FEBRUARY 5, 2020**

## EXECUTIVE SUMMARY

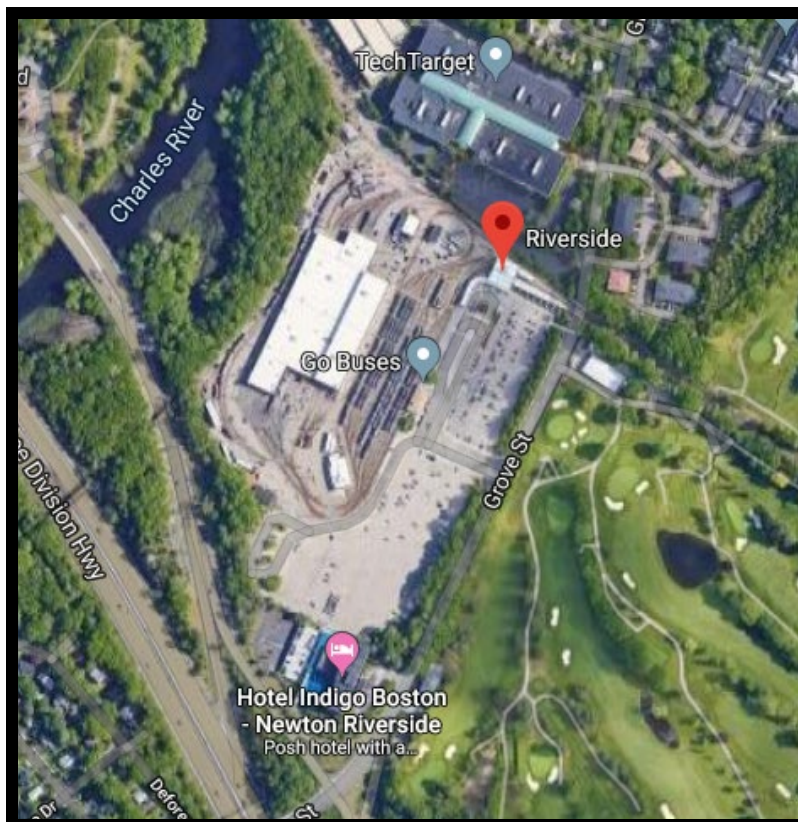
### *Purpose of Study*

The purpose of this analysis is to estimate the fiscal impacts to the City of Newton, Massachusetts resulting from the proposed Riverside Project (the “Project”). This analysis provides an estimate of the additional tax revenues and expenses that the City of Newton will receive or incur as a result of this development and contrasts the expected revenues with the expected expenses. These projections also include estimates of population, student and employment impacts resulting from the Project.

### *Project Description*

The proposed Project is adjacent to Interstate 95 and the end of the MBTA green line. This location encourages smart growth and transit-oriented development. Existing development includes tax-exempt surface parking and a hotel. The existing hotel will be demolished to make way for new high-density, walkable development primarily supported by structured parking garages. The Project contemplates 617 units of residential rentals, with 108 of those units meeting inclusionary housing standards. Furthermore, approximately 363,929 square feet of retail, office and hotel space are envisioned to achieve the City’s stated goals of increasing the commercial tax base. Table A on the following page outlines the proposed development for the Project.

### Project Site



**Table A**  
**Project Description**

Property Type	Gross Area (Square Feet) <sup>1</sup>	Units/ Rooms <sup>1</sup>
<i><u>Residential</u></i>		
<i>For Rent</i>		
Market rate apartments	539,169	509
Inclusionary income apartments		
50% AMI	48,726	46
80% AMI	48,726	46
100% AMI	16,948	16
<b>Sub-total residential</b>	<b>653,570</b>	<b>617</b>
<i><u>Commercial</u></i>		
Retail	43,241	-
Office <sup>2</sup>	243,388	-
Hotel	77,300	150
<b>Sub-total commercial</b>	<b>363,929</b>	<b>150</b>
<b>Total<sup>3</sup></b>	<b>1,017,499</b>	<b>767</b>

<sup>1</sup>Provided by Mark Development, LLC. See Schedule I of the fiscal impact analysis.

<sup>2</sup>Does not include mechanical penthouse space.

<sup>3</sup>Total development square footage excludes 7,500 square feet of office space to be occupied by MBTA.

### ***Projection of Impacts***

MuniCap, Inc. estimated future impacts on the City of Newtown using a combination of accepted approaches for projecting fiscal impacts. Two exhibits are prepared and attached hereto as Exhibit A and Exhibit B (collectively the “Exhibits”). Exhibit A is based on student generation factors used in the Northland Newton Development fiscal impact analysis, which used the *Enrollment Analysis Report* dated November 2018, produced by Newton Public Schools. Exhibit B uses the average of the three student generation methods presented in the December 2019 Newton Public Schools Enrollment Analysis Report.

To calculate employment impacts, MuniCap, Inc. used IMPLAN Professional 2.0 software developed by MIG, Inc. IMPLAN is an industry-accepted economic impact assessment software system with which trained users can create local area *Social Accounting Matrices* and develop *Multiplier Models* that can be used to estimate detailed economic impacts of new firms moving into an area, special events such as conventions or professional sports games, recreation and tourism, military base closures, and many more activities. For the inputs used in developing the models, such as square footage and sales revenue, MuniCap, Inc. relied on a variety of sources, which are noted in the accompanying exhibits to this report. Finally, MuniCap, Inc.

analyzed current commuting trends among employees in the City of Newton to estimate the percentage of projected new employees likely to be non-residents and thus represent an additional cost to the city for services above those provided to the current service population.

In estimating the population increase, MuniCap, Inc. applied the current number of residents to the proposed housing units, using information from the U.S. Census Bureau.

For the calculation of economic benefits, primarily in the form of increased tax revenue, MuniCap, Inc. applied the actual taxing methodology by multiplying the applicable tax rate by the estimated taxable item in question. For instance, real property taxes were estimated by multiplying estimated assessed value by the current applicable real property tax rate. In some instances, revenues were estimated on a per capita basis, typically when the revenue source was not in the form of a tax. In still other cases, revenues that will likely increase as a result from the Project were dismissed altogether, as they represent charges for services that will likely be offset by the cost of providing said services.

To calculate fiscal impacts in the form of additional costs to the City of Newton, MuniCap, Inc. conducted interviews with the heads of the police and fire departments to determine additional service calls and resulting costs that would result from the proposed development. Tax rates were expressed at their level as of the date of this report. MuniCap also reviewed publications by Newton Public Schools and RKG Associates to estimate additional impacts from new students. Additional general fund expenditures were not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

Impacts were estimated on an annual basis, assuming no phase in period and no inflationary impacts. The actual results may vary with development contemplated to occur over five to seven years, with a phase-in period for property values and revenues and expenses that will increase with inflation over time. This study does not include an analysis of impacts to existing City facility capacity that may result from the proposed development. No forecast of capital improvement expenditures is included herein.

## ***Results of the Study***

### **A. Employment Impacts**

Table B on the following page outlines the projected employment impacts resulting from the Project. Direct impacts are jobs at the new development; indirect impacts are jobs created within Middlesex County, but not at the new development.

**Table B**  
**Employment Impacts**<sup>1</sup>

	Permanent Jobs	Annual Compensation	Income per Employee	Annual Wages	Wage per Employee
<b>Retail:</b>					
Direct impacts	104	\$3,398,458	\$32,743	\$2,874,927	\$27,699
Indirect impacts	28	\$1,786,765	\$62,914	-	-
<b>Office:</b>					
Direct impacts	649	\$50,254,265	\$77,429	\$42,815,410	\$65,968
Indirect impacts	407	\$22,044,436	\$54,168	-	-
<b>Hotel:</b>					
Direct impacts	60	\$3,799,735	\$63,078	\$3,273,218	\$54,338
Indirect impacts	32	\$1,996,057	\$62,572	-	-
<b>Apartment Management:</b>					
Direct impacts	49	\$1,353,144	\$27,665	\$1,185,643	\$24,241
Indirect impacts	28	\$1,654,200	\$58,868	-	-
<b>Total direct impacts (full-time equivalents)</b>	862	\$58,805,602	-	\$50,149,197	\$172,246
<b>Total indirect and induced impacts</b>	495	\$27,481,458	-	-	-
<b>Total annual compensation</b>		\$86,287,060			

<sup>1</sup>Projected permanent employment impacts were calculated using IMPLAN software by IMPLAN Group, LLC. The software calculates labor income and the number of jobs based on industry multipliers derived from National Income and Product Accounts data published by the U.S. Bureau of Economic Analysis. This data is then indexed to local industry data compiled by the U.S. Census Bureau. See Appendix D of the fiscal impact analysis.

The methods of estimating employment impacts are explained in the subsequent appendices included in the Exhibits attached hereto. The calculation of employment impacts can be found in Appendix D of each of the Exhibits.

## B. Population Impacts

Tables C below projects resident population resulting from the Project. Persons per household for renter occupied and owner-occupied housing are provided in the *American Community Survey*, published by the U.S. Census Bureau.

**Table C**  
**Population Impacts – Residents<sup>1</sup>**

<b>Resident Impacts</b>	
Residents	
New rental units (including vacancy)	586
Persons per household (renter occupied)	2.21
Total residents	1,295

<sup>1</sup>Source: 2013-2017 American Community Survey 5-Year Housing Estimates for Newton City, Massachusetts. See Appendix A of the fiscal impact analysis.

## C. Student Impacts

Table D below projects student population impacts resulting from the Project. Student impacts are calculated on a pro rata basis using existing and projected students, allocated among current revenues and expenditures. The methodology for calculating additional students in Exhibit A is based on student generation factors used in the Northland Newton Development fiscal impact analysis, which used the *Enrollment Analysis Report* dated November 2018, produced by Newton Public Schools. Exhibit B uses the average of the three student generation methods presented in the December 2019 Newton Public Schools Enrollment Analysis Report.

**Table D**  
**Population Impacts – Students**

	<b>Student Impacts</b>	
	<b><u>Exhibit A</u></b> <b>(Northland Scenario - Enrollment Report Dated 11/2018)</b>	<b><u>Exhibit B</u></b> <b>(Updated NPS Scenario - Enrollment Report Dated 12/2019)</b>
Students generated <sup>1</sup>	123	134
Impact per student <sup>2</sup>	(\$12,477)	(\$12,477)
Subtotal student impacts	(\$1,534,708)	(\$1,670,045)

<sup>1</sup>See Schedule IX-A.

<sup>2</sup>See Schedule IX-B.

## D. Fiscal Impacts

Tables E-1, E-2 and E-3 below and on the following page compare the projected revenues and expenses resulting from new and existing development, along with the net fiscal impacts to the City of Newton, annually at full build-out between Exhibit A and Exhibit B. The projected revenues and expenses are shown in today's dollars.

**Table E-1**  
**Projected Fiscal Impacts (Full Build-Out)**

	Annual (Full Build-Out)	
	Exhibit A	Exhibit B
Real property tax revenues (Schedule I)	\$4,148,231	\$4,148,231
Motor vehicle excise tax revenues (Schedule V)	\$32,138	\$32,138
Hotel room occupancy tax revenues (Schedule VI)	\$569,875	\$569,875
Hotel meals tax revenues (Schedule VI)	\$118,043	\$118,043
Additional revenues (Schedule VII)	\$106,744	\$107,545
City of Newton tax revenues	\$4,975,030	\$4,975,831
City of Newton police and fire expenditures (See Schedule VIII)	(\$461,343)	(\$461,343)
City of Newton student expenditures (See Schedule IX-B)	(\$1,534,709)	(\$1,670,045)
City of Newton general fund expenditures (See Schedule X) <sup>2</sup>	\$0	\$0
City of Newton net fiscal impact	\$2,978,978	\$2,844,442

<sup>1</sup>Additional revenues include recreation, parking violations and fines and unrestricted government aid.

<sup>2</sup>Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

**Table E-2**  
**Existing Development Fiscal Impacts (Full Build-Out)**

**Table 2: Existing Development Fiscal Impact (Full Build-Out)**

	Annual (Full Build-Out)	
	Exhibit A	Exhibit B
Real property tax revenues (Schedule XI)	\$595,608	\$595,608
Hotel room occupancy tax revenues (Schedule XII)	\$525,742	\$525,742
Hotel meals tax revenues (Schedule XII)	\$118,043	\$118,043
Additional revenues (Schedule XIII)	\$204	\$204
City of Newton tax revenues	\$1,239,597	\$1,239,597
City of Newtown police and fire expenditures (See Schedule XIV)	(\$36,622)	(\$36,622)
City of Newton student expenditures <sup>3</sup>	\$0	\$0
City of Newton general fund expenditures (See Schedule XV) <sup>2</sup>	\$0	\$0
City of Newton net fiscal impact	\$1,202,975	\$1,202,975

<sup>1</sup>Revenues include parking violations and fines and unrestricted government aid.

<sup>2</sup>Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

<sup>3</sup>The existing development consists of a hotel and no student residents.

To estimate the true, net new impacts, the existing development fiscal impacts shown in table E-2 shall be netted out of the new development impacts shown in table E-1.

**Table E-3**  
**Net New Fiscal Impacts (Full Build-Out)**

	Annual (Full Build-Out)	
	Exhibit A	Exhibit B
Projected Riverside development net fiscal impact	\$2,978,978	\$2,844,442
Existing development net fiscal impact	(\$1,202,975)	(\$1,202,975)
City of Newton net new fiscal impact	\$1,776,003	\$1,641,468

***Sources***

Employment impacts for the Project were calculated using IMPLAN software developed by MIG, Inc. Development data was provided by Mark Development, LLC. Assessed values for tax increment projections were estimated by MuniCap, Inc. based on data from the Assessment Administration Department. Fiscal year 2019 revenue and expense data was provided by the Office of the Comptroller. Inclusionary housing unit assessed values were estimated by MuniCap, Inc. based on data from the Department of Planning and Development.

***Limitations***

Projecting fiscal and employment impacts is not a precise science. Furthermore, there are different methods of projecting fiscal and employment impacts and different analysts will arrive at different conclusions. The conclusions in this study are not intended to be precise results, but rather, reasonable estimates that provide a general indication of the fiscal and employment impacts to the City of Newton from the proposed Project.



**Riverside  
Newton, Massachusetts**

**Fiscal Impact Analysis**

**Exhibit A**

**Uses the Average of the Three Student Generation Rate Methods Used in the  
Northland Newton Development Fiscal Impact Analysis**

**Prepared By:**

**MuniCap, Inc.**

**February 5, 2020**

# Riverside Newton, Massachusetts

## Fiscal Impact Analysis

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# Riverside Newton, Massachusetts

## Fiscal Impact Analysis

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***Riverside***  
***Newton, Massachusetts***

S-1: Summary of Net Fiscal Impacts to the City of Newton

**Table 1: Projected New Development Fiscal Impact (Full Build-Out)**

	Annual (Full Build-Out)	
Real property tax revenues	\$4,148,231	(Schedule I)
Motor vehicle excise tax revenues	\$32,138	(Schedule V)
Hotel room occupancy tax revenues	\$569,875	(Schedule VI)
Hotel meals tax revenues	\$118,043	(Schedule VI)
Additional revenues	\$106,744	(Schedule VII)
City of Newton tax revenues	\$4,975,030	
City of Newtown police and fire expenditures	(\$461,343)	(Schedule VIII)
City of Newton student expenditures	(\$1,534,709)	(Schedule IX)
City of Newton general fund expenditures	\$0	(Schedule X)
City of Newton net fiscal impact	\$2,978,978	

**Table 2: Existing Development Fiscal Impact (Full Build-Out)**

	Annual (Full Build-Out)	
Real property tax revenues	\$595,608	(Schedule XI)
Hotel room occupancy tax revenues	\$525,742	(Schedule XII)
Hotel meals tax revenues	\$118,043	(Schedule XII)
Additional revenues	\$204	(Schedule XIII)
City of Newton tax revenues	\$1,239,597	
City of Newtown police and fire expenditures	(\$36,622)	(Schedule XIV)
City of Newton student expenditures <sup>1</sup>	\$0	
City of Newton general fund expenditures	\$0	(Schedule XV)
City of Newton net fiscal impact	\$1,202,975	

**Table 3: Net New Fiscal Impacts (Full Build-Out)**

	Annual (Full Build-Out)	
Projected development net fiscal impact	\$2,978,978	
Existing development net fiscal impact	(\$1,202,975)	
City of Newton net new fiscal impact	\$1,776,003	

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Project\FIA\Analysis\Riverside- FIA Scenario A No. 5.xlsx\S-1

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<sup>1</sup>The existing development consists of a hotel and excludes students.

**Riverside**  
**Newton, Massachusetts**

**S-2: Summary of Employment Impacts from New Development (Full Build-Out)**

	Jobs from Riverside Project <sup>1</sup>				
	Permanent Jobs	Annual Compensation	Income per Employee	Annual Wages	Wage per Employee
<b>Retail:</b>					
Direct impacts	104	\$3,398,458	\$32,743	\$2,874,927	\$27,699
Indirect impacts	28	\$1,786,765	\$62,914	-	-
<b>Office:</b>					
Direct impacts	649	\$50,254,265	\$77,429	\$42,815,410	\$65,968
Indirect impacts	407	\$22,044,436	\$54,168	-	-
<b>Hotel:</b>					
Direct impacts	60	\$3,799,735	\$63,078	\$3,273,218	\$54,338
Indirect impacts	32	\$1,996,057	\$62,572	-	-
<b>Apartment Management:</b>					
Direct impacts	49	\$1,353,144	\$27,665	\$1,185,643	\$24,241
Indirect impacts	28	\$1,654,200	\$58,868	-	-
<b>Total direct impacts (full-time equivalents)</b>	<b>862</b>	<b>\$58,805,602</b>	<b>-</b>	<b>\$50,149,197</b>	<b>\$172,246</b>
<b>Total indirect and induced impacts</b>	<b>495</b>	<b>\$27,481,458</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total annual compensation</b>		<b>\$86,287,060</b>			

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<sup>1</sup>Represents the estimated increase in total full-time equivalent jobs and income from development at Riverside. Jobs shown are at full buildout. See Appendices D-1 through D-4.

***Riverside***  
***Newton, Massachusetts***

**S-3: Summary of Student Impacts**

**Table 1: Projected Student Enrollment**

	<u>Annual (Full Build-Out)</u>
Total projected student enrollment from new development <sup>1</sup>	123
Total estimated student enrollment from existing development	0
Projected net student enrollment	123

**Table 2: Net Student Impacts**

	<u>Annual (Full Build-Out)</u>
New student fiscal impacts <sup>2</sup>	(\$1,534,709)
Existing student fiscal impacts	\$0
Net new student fiscal impacts	(\$1,534,709)

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*5-Feb-20*

<sup>1</sup>See Schedule IX-A.

<sup>2</sup>See Schedule IX-B.

**Riverside**  
**Newton, Massachusetts**

**Projected Development**  
**& General Fund Impacts**

**Riverside**  
**Newton, Massachusetts**

**Schedule I: Summary of Proposed Development Plan and Estimated Values**

Property Type	Building Area <sup>1</sup>			Units/ Rooms/Spaces	Estimated Assessed Value <sup>2</sup>			FY20 Tax Rate	Tax Revenues
	Rentable SF	Gross Area			Value Per GSF	Value per Unit/Room/Space	Total Assessed Value		
	Total SF	Per Unit/Room/Space							
<i>Residential</i>									
<i>For Rent</i>									
Market rate apartments	411,405	539,169	1,059	509	\$310	\$327,959	\$166,930,941	1.044%	\$1,742,759
Inclusionary income apartments									
50% AMI	37,180	48,726	1,059	46	\$56	\$58,928	\$2,710,668	1.044%	\$28,299
80% AMI	37,180	48,726	1,059	46	\$175	\$185,788	\$8,546,236	1.044%	\$89,223
100% AMI	12,932	16,948	1,059	16	\$181	\$191,931	\$3,070,888	1.044%	\$32,060
<b>Sub-total residential</b>	<b>498,697</b>	<b>653,570</b>		<b>617</b>			<b>\$181,258,734</b>		<b>\$1,892,341</b>
<i>Commercial</i>									
Retail	43,241	43,241	-	-	\$353	-	\$15,267,402	1.992%	\$304,127
Office <sup>3</sup>	243,388	243,388	-	-	\$239	-	\$58,179,588	1.992%	\$1,158,937
Hotel	77,300	77,300	515	150	\$515	\$265,336	\$39,800,467	1.992%	\$792,825
<b>Sub-total commercial</b>	<b>363,929</b>	<b>363,929</b>		<b>150</b>			<b>\$113,247,457</b>		<b>\$2,255,889</b>
<i>Parking garage<sup>4</sup></i>									
Taxable	-	663,190	333	1,990	\$0	\$0	\$0		
<b>Total<sup>5</sup></b>	<b>862,626</b>	<b>1,017,499</b>		<b>2,757</b>			<b>\$294,506,191</b>		<b>\$4,148,231</b>

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<sup>1</sup>Source: Mark Development, LLC.

<sup>2</sup>See Schedule II.

<sup>3</sup>Does not include mechanical penthouse space.

<sup>4</sup>Assumes the value of the parking garage is accounted for within the rest of the development.

<sup>5</sup>Total development square footage excludes 7,500 square feet of office space to be occupied by MBTA.



***Riverside***  
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Schedule II: Projection of Assessed Value - Comparison of Approaches<sup>1</sup>

Property Type	Comparables <sup>2</sup>	Income Capitalization <sup>3</sup>
<b><i><u>Residential</u></i></b>		
<b><i>For Rent</i></b>		
Market rate apartments		
Per unit	<b><u>\$327,958.63</u></b>	\$422,245.38
Inclusionary income apartments		
50% AMI		
Per unit	<b><u>\$58,927.57</u></b>	\$75,869.01
80% AMI		
Per unit	<b><u>\$185,787.75</u></b>	\$239,200.96
100% AMI		
Per unit	<b><u>\$191,930.52</u></b>	\$247,109.76
<b><i><u>Commercial</u></i></b>		
Retail		
Per SF	<b><u>\$353.08</u></b>	\$400.91
Office		
Per SF	<b><u>\$239.04</u></b>	\$378.67
Hotel		
Per room	\$217,305.03	<b><u>\$265,336.45</u></b>
Parking garage		
Per space	-	-

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<sup>1</sup>Valuation approach chosen for each type of development is underlined and shown in bold and italics.

<sup>2</sup>See Schedules III-A and III-B. Inclusionary income apartment values are based on the ratio of value from market rate apartments based on the income capitalization approach shown on schedule IV-A.

<sup>3</sup>See Schedules IV-A and IV-B.

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**Newton, Massachusetts**

Schedule III-A: Projection of Assessed Value - Comparables (Residential)<sup>1</sup>

Development Type	Parcel ID	Property Address	Town	Year Built	Total Assessed Value	Area		Assessed Value	
						GSF	Units	Per GSF	Per Unit
<b>Apartments</b>									
Avalon at Newton Highlands	51028 0017	109 Needham St	Newton	2003	\$90,772,800	387,550	273	\$234	\$332,501
Woodland Station Apartments	43045 0030Z	1940 Washington St	Newton	2007	\$55,629,200	144,584	180	\$385	\$309,051
Gables Arsenal St	1037 1 0	204 Arsenal St	Watertown	2015	\$104,795,800	260,246	294	\$403	\$356,448
Charlesbank Apartments	201 16 8	120 Pleasant St	Watertown	2011	\$13,823,400	45,672	44	\$303	\$314,168
Riverbend on the Charles	219 6B 0	270 Pleasant St	Watertown	2012	\$44,229,300	211,410	135	\$209	\$327,624
<b>Average</b>									<b>\$327,959</b>

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<sup>1</sup>Comparable properties shown represent the most current values as shown in assessor's database (2020 for Newton and 2019 for Watertown). The apartments shown, with the exception of Charlesbank Apartments, contain affordable units, resulting in a conservative valuation.

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Schedule III-B: Projection of Assessed Value - Comparables (Commercial)<sup>1</sup>

Development Type	Parcel ID	Property Address	Town	Year Built	Total Assessed Value	Area		Assessed Value	
						GSF	Rooms	Per GSF	Per Room
<b>Retail</b>									
In-line retail <sup>2</sup>	83028 0078	230 Needham St	Newton	1955	\$10,796,800	34,460	-	\$313.31	-
In-line retail <sup>3</sup>	83028 0077	244 Needham St	Newton	1955	\$10,196,100	31,925	-	\$319.38	-
In-line retail <sup>4</sup>	83028 0002	170 Needham St	Newton	2014	\$3,060,000	7,174	-	\$426.54	-
Average								<b>\$353.08</b>	-
<b>Office</b>									
One Gateway Center	12011 0001	296-334 Washington St	Newton	1968	\$34,095,800	143,068	-	\$238.32	-
Office	42032 0034	2223 Washington St	Newton	1978	\$12,384,900	46,938	-	\$263.86	-
Office	420003 0001	2150 Washington St	Newton	1983	\$6,914,600	32,169	-	\$214.95	-
Average								<b>\$239.04</b>	-
<b>Hotel</b>									
Boston Marriott Newton	41023 0018	2345 Commonwealth Ave	Newton	1969	\$92,000,000	293,195	500	\$313.78	\$184,000
Sheraton Needham	199/300.0-0066-0000.0	100 Cabot St	Needham	1986	\$35,465,300	231,061	225	\$153.49	\$157,624
Homewood Suites by Hilton Brookline	22848122	111 Boylston St	Brookline	2015	\$40,337,900	90,318	130	\$446.62	\$310,292
Average								<b>\$304.63</b>	<b>\$217,305.03</b>

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<sup>1</sup>Comparable properties shown represent 2020 values as shown in Newton assessor's database and 2019 values as shown in Needham and Brookline assessor's database.

<sup>2</sup>In-line retail includes, but is not limited to, Mattress Firm, Xtreme Fitness Equipment, and Jenny Boston Boutique.

<sup>3</sup>In-line retail includes, but is not limited to, Starbucks, Verizon Fios Store, and Majestic Nails.

<sup>4</sup>In-line retail includes, but is not limited to, Vitamin Shoppe, Nothing but Cakes, Rockland Trust.

***Riverside***  
***Newton, Massachusetts***

**Schedule IV-A: Projection of Assessed Value - Income Capitalization (Residential)**

	Apartments			
	Market Rate	Inclusionary Income		
		(50% AMI)	(80% AMI)	(100% AMI) <sup>4</sup>
Net square feet per unit <sup>1</sup>	808	808	808	808
Monthly rent per square foot <sup>1</sup>	\$3.65	\$1.19	\$2.35	\$2.41
Annual rent per square foot	\$43.80	\$14.28	\$28.20	\$28.87
Vacancy <sup>1</sup>	5.00%	5.00%	5.00%	5.00%
Effective rent per square foot	\$41.61	\$13.57	\$26.79	\$27.43
Effective rent per unit	\$33,632	\$10,965	\$21,653	\$22,171
Expense ratio <sup>2</sup>	18%	55%	28%	27%
Expenses	(\$6,000.00)	(\$6,000.00)	(\$6,000.00)	(\$6,000.00)
Net operating income per square foot	\$34.19	\$6.14	\$19.37	\$20.01
Net operating income per unit	\$27,632	\$4,965	\$15,653	\$16,171
Capitalization rate <sup>1</sup>	5.500%	5.500%	5.500%	5.500%
Tax rate <sup>3</sup>	1.044%	1.044%	1.044%	1.044%
Fully loaded capitalization rate	6.544%	6.544%	6.544%	6.544%
Value per net square foot	\$522.41	\$93.87	\$295.95	\$305.73
Value per unit	\$422,245	\$75,869	\$239,201	\$247,110
Value per gross square foot	\$398.62	\$71.62	\$225.82	\$233.28

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<sup>1</sup>Provided by Mark Development, LLC. See Schedule I for total rentable square footage.

<sup>2</sup>Apartment estimated expenses provided by Mark Development, LLC. Assessor uses a fully loaded capitalization rate, and as a result, real property taxes are assumed to be netted out of the estimated expenses.

<sup>3</sup>Tax rate shown represents the FY2020 residential tax rate. Source: Newton Assessor's office.

<sup>4</sup>Monthly rent per square foot is based on the weighted average rent for the 100% AMI band, charged by The George, a 140 unit rental apartment community in Newtonville. Source: Newton Massachusetts Official Website.

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***Newton, Massachusetts***

**Schedule IV-B: Projection of Assessed Value - Income Capitalization (Commercial)**

	Retail	Office
Annual rent per square foot <sup>1</sup>	\$37.00	\$35.00
Vacancy <sup>1</sup>	5.00%	5.00%
Effective rent per square foot	\$36.05	\$34.05
Expense ratio	0.00%	0.00%
Expenses <sup>2</sup>	\$0.00	\$0.00
Net operating income per square foot	\$36.05	\$34.05
Capitalization rate <sup>1</sup>	7.000%	7.000%
Tax rate <sup>3</sup>	1.992%	1.992%
Fully loaded capitalization rate	8.992%	8.992%
Value per net square foot	\$400.91	\$378.67

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<sup>1</sup>Provided by Mark Development, LLC.

<sup>2</sup>Rents are triple net, hence expenses are zeroed out.

<sup>3</sup>Tax rate shown represents the FY2020 commercial tax rate. Source: Newton Assessor's office.

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**Schedule IV-C: Projection of Assessed Value - Income Capitalization (Hotel)**

	Hotel
<i>Income Capitalization</i>	
Average daily rate per room	\$268.94
Gross annual income	\$98,162.00
Assumed occupancy rate <sup>2</sup>	67.90%
Effective gross income per room	\$66,652.00
Assumed expense ratio <sup>3</sup>	62.49%
Less: assumed expenses	(\$41,652.00)
Net operating income per room <sup>1</sup>	\$25,000.00
Capitalization rate <sup>2</sup>	7.43%
Tax rate <sup>4</sup>	1.992%
Fully loaded capitalization rate	9.422%
Total estimated value per room	\$265,336.45
Total estimated value per SF	\$514.88

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<sup>1</sup>Provided by Mark Development, LLC.

<sup>2</sup>Occupancy and capitalization rates represent the national full service upper midscale lodging segment average as reported in the *Third Quarter 2019 PriceWaterhouseCoopers Real Estate Investor Survey*.

<sup>3</sup>Represents chain-affiliated hotel expenses as reported in the *HOST Almanac Highlights 2017, U.S. Chain Affiliated Hotel Operating Statistics*.

<sup>4</sup>Tax rate shown represents the FY2020 commercial tax rate. Source: Newton Assessor's office.

**Riverside**  
**Newton, Massachusetts**

Schedule V: Projection of Motor Vehicle Excise Tax Revenues

Development Type	Number of Vehicles			Projected Motor Vehicle Excise Tax Revenues to City of Newton				
	Estimated No. of Units <sup>1</sup>	Estimated Vehicles Per Household <sup>2</sup>	Estimated No. of Vehicles	Average Vehicle Value <sup>3</sup>	Assessed Value <sup>4</sup> Per Vehicle (10%)	Total Assessed Value	FY 20 Newton Excise Tax Rate Per \$1,000 A.V. <sup>5</sup>	Total Projected Motor Vehicle Excise Tax Revenues
Apartment	617	1	617	\$20,835	\$2,084	\$1,285,520	\$25.00	\$32,138
<b>Total</b>	<b>617</b>		<b>617</b>	<b>\$20,835</b>				<b>\$32,138</b>

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<sup>1</sup>See Schedule I.

<sup>2</sup>**Additional information needed to confirm this assumption.**

<sup>3</sup>Average retail selling price (\$20,835) of used vehicles as provided in NADA Data 2019 Annual Financial Profile of America's Franchised New-Car Dealerships.

<sup>4</sup>According to the City of Newton Assessor's Office, motor vehicles are initially assessed at 100% of their MSRP. Subsequently, the value is depreciated to 90%, 60%, 40%, 25% and 10% of MSRP. Assumes that all new residents moving in to the 617 apartment units already own vehicles for at least five years.

<sup>5</sup>Motor vehicle excise tax bills are issued once each calendar year to each owner of a vehicle registered in Massachusetts. The rate is standard throughout the state - \$25 per \$1,000 of assessed value. Bills are payable within 30 days from the bill date. Source: Newton, MA Treasury, Tax Information.

**Riverside**  
**Newton, Massachusetts**

Schedule VI: Projection of Hotel Tax Revenues

**Table 1: Projection of Hotel Room Occupancy Excise Tax Revenues**

Development Type	Projected Room Revenues				Projected Room Occupancy Excise Tax Revenues to City of Newton	
	Estimated No. of Rooms <sup>1</sup>	Average Daily Rate <sup>2</sup>	Occupancy Rate <sup>2</sup>	Annual Room Revenues	Occupancy Excise Tax Rate <sup>3</sup>	Total Projected Room Occupancy Excise Tax Revenues
Hotel	150	\$269	67.90%	\$9,997,800	5.70%	\$569,875

**Table 2: Projection of Hotel Meals Tax Revenues**

Development Type	Projected Restaurant Sales Revenues				Projected Meals Tax Revenues to City of Newton	
	Estimated Gross Square Footage <sup>1</sup>	Estimated Restaurant Square Footage <sup>4</sup>	Estimated Sales PSF <sup>5</sup>	Restaurant Sales Revenues	Sales Tax Rate <sup>6</sup>	Total Projected Meals Tax Revenues
Hotel	77,300	4,500	\$420	\$1,888,680	6.25%	\$118,043

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<sup>1</sup>See Schedule I.

<sup>2</sup>See Schedule IV-C.

<sup>3</sup>Massachusetts has a state room occupancy excise tax rate of 5.7%. Source: Mass.gov.

<sup>4</sup>Provided by Mark Development, LLC.

<sup>5</sup>See Appendix C. Excludes room service sales.

<sup>6</sup>Source: Mass.gov.



**Riverside**  
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**Schedule VII: Additional Revenues to City of Newton - Annual**

Annual Revenues <sup>1</sup>	Current City Revenues <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Revenues <sup>3</sup>	Basis for Projecting Revenues <sup>4</sup>	Current City Service Factors <sup>5</sup>	Revenues by Factor		Projected Increase in Service Factor <sup>6</sup>	Total Additional Revenues <sup>7</sup>
						Per Resident	Total Serv. Pop.		
<b>Taxes</b>									
Property taxes	\$356,892,067	100%	\$356,892,067	Schedule I	-	-	-	-	-
Motor vehicle excise taxes	\$13,500,000	100%	\$13,500,000	Schedule V	-	-	-	-	-
Interest and penalties on taxes	\$1,290,000	0%	\$0	not impacted	-	-	-	-	-
In lieu of tax payments	\$360,000	0%	\$0	not impacted	-	-	-	-	-
Meals tax	\$1,900,000	100%	\$1,900,000	Schedule VI	-	-	-	-	-
Hotel and motel taxes	\$2,500,000	100%	\$2,500,000	Schedule VI	-	-	-	-	-
<b>Charges for Services</b>									
Recreation	\$107,000	100%	\$107,000	per resident	88,904	\$1.20	-	1,418	\$1,707
Other departments	\$1,506,150	0%	\$0	not impacted	-	-	-	-	-
Fees	\$704,400	0%	\$0	not impacted	-	-	-	-	-
Rental income	\$1,134,233	0%	\$0	not impacted	-	-	-	-	-
<b>Fines and Forfeitures</b>									
Court fines	\$75,000	0%	\$0	not impacted	-	-	-	-	-
Administrative fines and restitution	\$5,000	0%	\$0	not impacted	-	-	-	-	-
Library fines	\$125,000	0%	\$0	not impacted	-	-	-	-	-
Parking violation fines	\$1,390,000	25%	\$347,500	total service population	144,671	-	\$2.40	2,280	\$5,477
<b>Licenses and Permits<sup>8</sup></b>									
Inspection services	\$5,930,000	0%	\$0	not impacted	-	-	-	-	-
Other licenses and permits	\$1,077,425	0%	\$0	not impacted	-	-	-	-	-
<b>Investment Income</b>	\$1,745,064	0%	\$0	not impacted	-	-	-	-	-
<b>Special Assessments</b>	\$50,000	0%	\$0	not impacted	-	-	-	-	-
<b>Miscellaneous Local Revenues</b>	\$200,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total State and Federal Aid<sup>9</sup></b>									
Unrestricted general government aid	\$6,240,334	100%	\$6,240,334	per resident	88,904	\$70.19	-	1,418	\$99,560
Other "cherry sheet" aid	\$219,569	0%	\$0	not impacted	-	-	-	-	-
Other State and Federal aid	\$1,660,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total Interfund Transfers</b>	\$4,986,700	0%	\$0	not impacted	-	-	-	-	-
<b>Total Fund Balance to Support Budget</b>	\$1,904,936	0%	\$0	not impacted	-	-	-	-	-
<b>Total General Fund</b>						<b>\$71.40</b>	<b>\$2.40</b>		<b>\$106,744</b>

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<sup>1</sup>Not all sources of revenues are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY2020 Budget*. Revenues do not match expenses due to the omission of school revenues.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted.

<sup>4</sup>Method of apportioning revenues: Per resident revenues are calculated by taking current revenues and apportioning them among current resident population. Total service population revenues are calculated by taking current revenues and apportioning them among the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents proposed increase to City as a result of new development. See Appendix A.

<sup>7</sup>Represents total increase in revenues as a result of proposed development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Assumes one-time licenses and permits revenues will be offset by corresponding one-time expenses. As a result, the line items are not impacted.

<sup>9</sup>Excludes Chapter 70 school aid. New student impacts are calculated on Schedule IX.

***Riverside  
Newton, Massachusetts***

**Schedule VIII: Projected Fire and Police Annual Expenses**

	Fire and Rescue	Police Department	Total
City of Newton FY20 budget allocation <sup>1</sup>	\$24,278,794	\$22,804,753	-
Current Newton total service calls <sup>2</sup>	10,285	46,000	-
Expenses per total service call	\$2,360.60	\$495.76	
Projected increase in total service calls <sup>3</sup>	118	366	-
Expenses per service call	\$2,360.60	\$495.76	-
<b>Projected annual increase in expenses</b>	<b>\$279,729</b>	<b>\$181,614</b>	<b>\$461,343</b>

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<sup>1</sup>Based on information provided in *City of Newton FY20 Budget*. See Schedule X.

<sup>2</sup>Provided by Mark Development, LLC and based on information received from interviews with the fire and police departments.

<sup>3</sup>See Appendix E-3 for calculation of projected increase in total fire, EMS and police service calls, Tables 1 and 2.

**Riverside**  
**Newton, Massachusetts**

Schedule IX-A: Student Generation - Projected Total Students

**Table 1: Projected Residential Units<sup>1</sup>**

Unit Type	Number of AMI Inclusionary Units			Number of Market Rate Units	Total Count
	50%	80%	100%		
<i>Apartments:</i>					
Studio	5	5	1	48	59
1 Bedroom	22	23	8	261	314
2 Bedroom	16	15	6	180	217
3 Bedroom	3	3	1	20	27
<b>Total</b>	<b>46</b>	<b>46</b>	<b>16</b>	<b>509</b>	<b>617</b>

**Table 2: Projected Student Generation Rates**

Unit Type	Student Generation Rates Newton Public Schools (Method 1) <sup>2</sup>	Student Generation Rates Newton Public Schools (Method 2) <sup>2</sup>	Student Generation Rates Newton Public Schools (Method 3) <sup>2</sup>
<i>Market Rate:</i>			
Studio	0.000	0.220	0.062
1 Bedroom	0.000	0.220	0.038
2 Bedroom	0.214	0.220	0.441
3 Bedroom	0.800	0.220	0.380
<i>Inclusionary:</i>			
Studio	0.000	0.220	0.062
1 Bedroom	0.000	0.220	0.038
2 Bedroom	1.018	0.220	0.441
3 Bedroom	2.792	0.220	0.380

**Table 3: Projected Total Students - Individual Methods**

Unit Type	Project Total Students - Method 1 <sup>3</sup>				
<i>Apartments:</i>					
Studio	0	0	0	0	0
1 Bedroom	0	0	0	0	0
2 Bedroom	16	15	6	39	76
3 Bedroom	8	8	3	16	36
<b>Total</b>	<b>25</b>	<b>24</b>	<b>9</b>	<b>55</b>	<b>112</b>

Unit Type	Project Total Students - Method 2 <sup>3</sup>				
<i>Apartments:</i>					
Studio	1	1	0	11	13
1 Bedroom	5	5	2	57	69
2 Bedroom	4	3	1	40	48
3 Bedroom	1	1	0	4	6
<b>Total</b>	<b>10</b>	<b>10</b>	<b>4</b>	<b>112</b>	<b>136</b>

Unit Type	Project Total Students - Method 3 <sup>3</sup>				
<i>Apartments:</i>					
Studio	0	0	0	3	4
1 Bedroom	1	1	0	10	12
2 Bedroom	7	7	3	79	96
3 Bedroom	1	1	0	8	10
<b>Total</b>	<b>9</b>	<b>9</b>	<b>3</b>	<b>100</b>	<b>122</b>

**Table 4: Projected Total Students - Average**

Method	Projected Total Students
1	112
2	136
3	122
<b>Average</b>	<b>123</b>

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<sup>1</sup>Provided by Mark Development, LLC.

<sup>2</sup>Student generation rates based on the Project Revisions and Response to RKG Peer Review Comments, Fiscal Impact Analysis by Fougere Planning & Development, Inc., February 13, 2019.

<sup>3</sup>Totals are affected by rounding.

**Riverside**  
**Newton, Massachusetts**

Schedule IX-B: Student Generation - New Student Impacts to City of Newton (Annual)

Annual Impacts	Current City Budget Amount <sup>3</sup>	Percent Impacted <sup>4</sup>	Adjusted Current City Budget Amount <sup>4</sup>	Basis for Projecting Impacts <sup>5</sup>	Current City Service Factors <sup>6</sup>	Impacts by Factor Per Student	Projected Increase in Service Factor <sup>7</sup>	Total Additional Impacts <sup>8</sup>
<b>Revenues<sup>1</sup>:</b>								
<i>Charges for Service</i>								
School department	\$100,000	100%	\$100,000	per student	13,000	\$7.69	123	\$946
<i>State and Federal Aid</i>								
Chapter 70 school aid	\$24,681,503	100%	\$24,681,503	per student	13,000	\$1,898.58	123	\$233,536
<b>Expenses:</b>								
<i>Expenditures</i>								
Cost per student <sup>2</sup>	-	-	-	-	-	(\$14,383.00)	123	(\$1,769,191)
<b>Total</b>						<b>(\$12,476.73)</b>		<b>(\$1,534,708.56)</b>

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<sup>1</sup>Represents the revenues to be impacted by student enrollment.  
<sup>2</sup>Represents the marginal cost of educating a student in Newton, as estimated by the Newton School Department. Source: Newton Development Peer Review, Northland Newton Development, RKG Associates, Inc.  
<sup>3</sup>Based on information provided in *City of Newton FY20 Budget*.  
<sup>4</sup>Represents the percent by which the proposed increase is assumed to be impacted.  
<sup>5</sup>Method of apportioning impacts: per student impacts are calculated by taking current revenues or expenses and apportioning them amount the current student population.  
<sup>6</sup>Represents current statistics for City. See Appendix A.  
<sup>7</sup>See Schedule IX-A.  
<sup>8</sup>Represents total net change in budget items impacted by student enrollment as a result of proposed development on an annual basis. Figures assume full build out and are expressed in current dollars.

**Riverside**  
**Newton, Massachusetts**

**Schedule X: Additional Expenses to City of Newton - Annual**

Annual Expenditures <sup>1</sup>	Current City Expenses <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Expenses <sup>3</sup>	Basis for Projecting Expenses <sup>4</sup>	Current City Service Factors <sup>5</sup>	Expenditures by Factor		Projected Increase in Service Factor <sup>6</sup>	Total Additional Expenditures <sup>7</sup>
						Total Serv. Pop.	\$1000s of Real Property Tax Revenues		
<b>General Government<sup>8</sup></b>									
City Clerk/Clerk of the Board	\$2,053,027	0%	\$0	not impacted	-	-	-	-	-
Executive	\$1,035,681	0%	\$0	not impacted	-	-	-	-	-
Comptroller/Insurance	\$1,334,582	0%	\$0	not impacted	-	-	-	-	-
Purchasing/General Services	\$541,147	0%	\$0	not impacted	-	-	-	-	-
Assessing	\$1,240,262	0%	\$0	not impacted	-	-	-	-	-
Treasury and Collection	\$1,313,129	0%	\$0	not impacted	-	-	-	-	-
City Solicitor/Judgment & Settlements	\$1,982,505	0%	\$0	not impacted	-	-	-	-	-
Human Resources	\$1,042,387	0%	\$0	not impacted	-	-	-	-	-
Information Technology	\$1,884,222	0%	\$0	not impacted	-	-	-	-	-
Financial Information Systems	\$488,012	0%	\$0	not impacted	-	-	-	-	-
Planning & Development	\$1,991,198	0%	\$0	not impacted	-	-	-	-	-
Public Buildings	\$5,104,264	0%	\$0	not impacted	-	-	-	-	-
Police	\$22,804,753	0%	\$0	Schedule VI	-	-	-	-	-
Fire	\$24,278,794	0%	\$0	Schedule VI	-	-	-	-	-
Inspectional Services	\$1,751,338	0%	\$0	not impacted	-	-	-	-	-
Public Works	\$26,296,758	0%	\$0	not impacted	-	-	-	-	-
Health and Human Services	\$4,445,035	0%	\$0	not impacted	-	-	-	-	-
Senior Services	\$783,873	0%	\$0	not impacted	-	-	-	-	-
Veteran Services	\$244,503	0%	\$0	not impacted	-	-	-	-	-
Newton Public Library	\$5,930,819	0%	\$0	not impacted	-	-	-	-	-
Parks and Recreation	\$6,949,497	0%	\$0	not impacted	-	-	-	-	-
Newton History Museum	\$307,200	0%	\$0	not impacted	-	-	-	-	-
BANS Interest	\$140,000	0%	\$0	not impacted	-	-	-	-	-
Debt and Interest	\$24,488,102	0%	\$0	not impacted	-	-	-	-	-
Retirement	\$41,817,879	0%	\$0	not impacted	-	-	-	-	-
Budget Reserve	\$500,000	0%	\$0	not impacted	-	-	-	-	-
Snow and Ice Reserve	\$3,000,000	0%	\$0	not impacted	-	-	-	-	-
Wage Reserve	\$2,746,626	0%	\$0	not impacted	-	-	-	-	-
State and County Assessments	\$6,466,476	0%	\$0	not impacted	-	-	-	-	-
<b>Transfers to Other Funds</b>									
Workers Compensation Fund - Municipal	\$800,000	0%	\$0	not impacted	-	-	-	-	-
Rainy Day Stabilization Fund	\$150,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total current expenditures</b>	<b>\$193,912,069</b>					<b>\$0.00</b>	<b>\$0.00</b>		<b>\$0</b>

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<sup>1</sup>Not all expenditures are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY20Budget*. Expenses shown do not match revenues due to the omission of school expenses.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

<sup>4</sup>Method of apportioning expenditures: Total service population expenses are calculated by taking current expenses and apportioning them amount the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents proposed increase to City as a result of new development. See Appendix A.

<sup>7</sup>Represents total increase in expenditures as a result of proposed development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Excludes expenses relating to Newton Public Schools. New student impacts are calculated on Schedule IX-A and IX-B. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

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Schedule XI: Summary of Existing Development

Projected Existing Real Property Tax Revenues to City of Newton

**Table 1: Existing Development<sup>1</sup>**

Property Type	Building Area		Total Market Value	FY 20 Newton Commercial Tax Rate Per \$1,000 A.V. <sup>2</sup>	Projected Existing Development Tax Revenues
	GSF	Rooms			
<i>Commercial</i>					
Hotel	74,553	191	\$29,900,000	\$19.920	\$595,608
<b>Total existing development</b>	<b>74,553</b>	<b>191</b>	<b>\$29,900,000</b>		<b>\$595,608</b>

**Table 2: Existing Demographics**

<i>Existing employees<sup>3</sup></i>	
Existing hotel employees	85
<b>Existing total service population</b>	<b>85</b>

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<sup>1</sup>Existing development provided Mark Development LLC. Total market value based on information recorded in the City of Newton assessors database.

<sup>2</sup>Provided by the City of Newton Assessors Department FY 2020.

<sup>3</sup>Provided by the Human Resources Department of the existing hotel.

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Schedule XII: Existing Hotel Tax Revenues

**Table 1: Existing Hotel Room Occupancy Excise Tax Revenues**

Development Type	Projected Room Revenues			Annual Room Revenues	Projected Room Occupancy Excise Tax Revenues to City of Newton	
	Estimated No. of Rooms <sup>1</sup>	Average Daily Rate <sup>2</sup>	Occupancy Rate <sup>2</sup>		Occupancy Excise Tax Rate <sup>3</sup>	Total Projected Room Occupancy Excise Tax Revenues
Hotel	191	\$169.62	78.00%	\$9,223,545	5.70%	\$525,742

**Table 2: Projection of Hotel Meals Tax Revenues**

Development Type	Projected Restaurant Sales Revenues			Restaurant Sales Revenues	Projected Meals Tax Revenues to City of Newton	
	Estimated Gross Square Footage <sup>1</sup>	Estimated Restaurant Square Footage <sup>4</sup>	Estimated Sales PSF <sup>5</sup>		Sales Tax Rate <sup>6</sup>	Total Projected Meals Tax Revenues
Hotel	74,553	4,500	\$420	\$1,888,680	6.25%	\$118,043

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<sup>1</sup>See Schedule XI.

<sup>2</sup>Provided by Mark Development, LLC.

<sup>3</sup>Massachusetts has a state room occupancy excise tax rate of 5.7%. Source: Mass.gov.

<sup>4</sup>Provided by Mark Development, LLC.

<sup>5</sup>See Appendix C. Excludes room service sales.

<sup>6</sup>Source: Mass.gov.

**Riverside  
Newton, Massachusetts**

**Schedule XIII: Additional Existing Revenues to City of Newton - Annual**

Annual Revenues <sup>1</sup>	Current City Revenues <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Revenues <sup>3</sup>	Basis for Projecting Revenues <sup>4</sup>	Current City Service Factors <sup>5</sup>	Revenues by Factor		Estimated Service Factor <sup>6</sup>	Total Additional Revenues <sup>7</sup>
						Per Resident	Total Serv. Pop.		
<b>Taxes</b>									
Property taxes	\$356,892,067	100%	\$356,892,067	Schedule IX	-	-	-	-	-
Motor vehicle excise taxes	\$13,500,000	100%	\$13,500,000	not impacted	-	-	-	-	-
Interest and penalties on taxes	\$1,290,000	0%	\$0	not impacted	-	-	-	-	-
In lieu of tax payments	\$360,000	0%	\$0	not impacted	-	-	-	-	-
Meals tax	\$1,900,000	100%	\$1,900,000	Schedule XII	-	-	-	-	-
Hotel and motel taxes	\$2,500,000	100%	\$2,500,000	Schedule XII	-	-	-	-	-
<b>Charges for Services</b>									
Recreation	\$107,000	100%	\$107,000	not impacted	-	-	-	-	-
Other departments	\$1,506,150	0%	\$0	not impacted	-	-	-	-	-
Fees	\$704,400	0%	\$0	not impacted	-	-	-	-	-
Rental income	\$1,134,233	0%	\$0	not impacted	-	-	-	-	-
<b>Fines and Forfeitures</b>									
Court fines	\$75,000	0%	\$0	not impacted	-	-	-	-	-
Administrative fines and restitution	\$5,000	0%	\$0	not impacted	-	-	-	-	-
Library fines	\$125,000	0%	\$0	not impacted	-	-	-	-	-
Parking violation fines	\$1,390,000	25%	\$347,500	total service population	144,671	-	\$2.40	85	\$204
<b>Licenses and Permits<sup>8</sup></b>									
Inspection services	\$5,930,000	0%	\$0	not impacted	-	-	-	-	-
Other licenses and permits	\$1,077,425	0%	\$0	not impacted	-	-	-	-	-
<b>Investment Income</b>	\$1,745,064	0%	\$0	not impacted	-	-	-	-	-
<b>Special Assessments</b>	\$50,000	0%	\$0	not impacted	-	-	-	-	-
<b>Miscellaneous Local Revenues</b>	\$200,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total State and Federal Aid<sup>9</sup></b>									
Unrestricted general government aid	\$6,240,334	0%	\$0	not impacted	-	-	-	-	-
Other "cherry sheet" aid	\$219,569	0%	\$0	not impacted	-	-	-	-	-
Other State and Federal aid	\$1,660,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total Interfund Transfers</b>	\$4,986,700	0%	\$0	not impacted	-	-	-	-	-
<b>Total Fund Balance to Support Budget</b>	\$1,904,936	0%	\$0	not impacted	-	-	-	-	-
<b>Grand Total General Fund</b>	<b>\$405,502,878</b>						<b>\$2.40</b>		<b>\$204.17</b>

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<sup>1</sup>Not all sources of revenues are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY20 Budget*. Revenues do not match expenses due to the omission of school revenues.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted.

<sup>4</sup>Method of apportioning revenues: Per resident revenues are calculated by taking current revenues and apportioning them among current resident population. Total service population revenues are calculated by taking current revenues and apportioning them among the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents the current service factor to City as a result of existing development. See Schedule XI.

<sup>7</sup>Represents total increase in revenues as a result of existing development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Assumes one-time licenses and permits revenues will be offset by corresponding one-time expenses. As a result, the line items are not impacted.

<sup>9</sup>Excludes Chapter 70 school aid. There are no existing student impacts related to the current development as all development is commercial.



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**Schedule XIV: Existing Fire and Police Annual Expenses**

	Fire and Rescue	Police Department	<b>Total</b>
City of Newton FY20 budget allocation <sup>1</sup>	\$24,278,794	\$22,804,753	-
Current Newton total service calls <sup>2</sup>	10,285	46,000	-
Expenses per total service call	\$2,360.60	\$495.76	
Projected increase in total service calls <sup>3</sup>	10	24	-
Expenses per service call	\$2,360.60	\$495.76	-
<b>Projected annual increase in expenses</b>	<b>\$24,730</b>	<b>\$11,892</b>	<b>\$36,622</b>

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<sup>1</sup>Based on information provided in *City of Newton FY20 Budget*.

<sup>2</sup>See Schedule VIII.

<sup>3</sup>See Appendix E-3, Tables 3 and 4.

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Newton, Massachusetts**

**Schedule XV: Additional Existing Expenses to City of Newton - Annual**

Annual Expenditures <sup>1</sup>	Current City Expenses <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Expenses <sup>3</sup>	Basis for Projecting Expenses <sup>4</sup>	Current City Service Factors <sup>5</sup>	Expenditures by Factor		Total Additional Expenditures <sup>7</sup>
						Total Serv. Pop.	Estimated Service Factor <sup>6</sup>	
<b>General Government<sup>8</sup></b>								
City Clerk/Clerk of the Board	\$2,053,027	0%	\$0	not impacted	-	-	-	-
Executive	\$1,035,681	0%	\$0	not impacted	-	-	-	-
Comptroller/Insurance	\$1,334,582	0%	\$0	not impacted	-	-	-	-
Purchasing/General Services	\$541,147	0%	\$0	not impacted	-	-	-	-
Assessing	\$1,240,262	0%	\$0	not impacted	-	-	-	-
Treasury and Collection	\$1,313,129	0%	\$0	not impacted	-	-	-	-
City Solicitor/Judgment & Settlements	\$1,982,505	0%	\$0	not impacted	-	-	-	-
Human Resources	\$1,042,387	0%	\$0	not impacted	-	-	-	-
Information Technology	\$1,884,222	0%	\$0	not impacted	-	-	-	-
Financial Information Systems	\$488,012	0%	\$0	not impacted	-	-	-	-
Planning & Development	\$1,991,198	0%	\$0	not impacted	-	-	-	-
Public Buildings	\$5,104,264	0%	\$0	not impacted	-	-	-	-
Police	\$22,804,753	0%	\$0	Schedule XI	-	-	-	-
Fire	\$24,278,794	0%	\$0	Schedule XI	-	-	-	-
Inspectional Services	\$1,751,338	0%	\$0	not impacted	-	-	-	-
Public Works	\$26,296,758	0%	\$0	not impacted	-	-	-	-
Health and Human Services	\$4,445,035	0%	\$0	not impacted	-	-	-	-
Senior Services	\$783,873	0%	\$0	not impacted	-	-	-	-
Veteran Services	\$244,503	0%	\$0	not impacted	-	-	-	-
Newton Public Library	\$5,930,819	0%	\$0	not impacted	-	-	-	-
Parks and Recreation	\$6,949,497	0%	\$0	not impacted	-	-	-	-
Newton History Museum	\$307,200	0%	\$0	not impacted	-	-	-	-
BANS Interest	\$140,000	0%	\$0	not impacted	-	-	-	-
Debt and Interest	\$24,488,102	0%	\$0	not impacted	-	-	-	-
Retirement	\$41,817,879	0%	\$0	not impacted	-	-	-	-
Budget Reserve	\$500,000	0%	\$0	not impacted	-	-	-	-
Snow and Ice Reserve	\$3,000,000	0%	\$0	not impacted	-	-	-	-
Wage Reserve	\$2,746,626	0%	\$0	not impacted	-	-	-	-
State and County Assessments	\$6,466,476	0%	\$0	not impacted	-	-	-	-
<b>Transfers to Other Funds</b>								
Workers Compensation Fund - Municipal	\$800,000	0%	\$0	not impacted	-	-	-	-
Rainy Day Stabilization Fund	\$150,000	0%	\$0	not impacted	-	-	-	-
<b>Total current expenditures</b>	<b>\$193,912,069</b>					<b>\$0.00</b>		<b>\$0</b>

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<sup>1</sup>Not all expenditures are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY20 Budget*. Expenses shown do not match revenues due to the omission of school expenses.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

<sup>4</sup>Method of apportioning expenditures: Total service population expenses are calculated by taking current expenses and apportioning them amount the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents the current service factor to City as a result of existing development. See Appendix A.

<sup>7</sup>Represents total increase in expenditures as a result of existing development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Excludes expenses relating to Newton Public Schools. Expenses related to schools and students are not impacted for existing development. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

**Riverside  
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**Appendices**

**Riverside**  
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Appendix A: Revenues and Expenses to City of Newton (Allocation Factors)

City of Newton permanent population <sup>1</sup>	88,904
Newton residents employed in the city <sup>2</sup>	5,937
Non-resident workers <sup>2</sup>	49,830
Employee population equivalent <sup>3</sup>	49,830
Total service population <sup>4</sup>	144,671
Percent of newly created City of Newton employees assumed to live in City of Newton <sup>5</sup>	10.6%
Percent of newly created City of Newton employees assumed to live outside City of Newton <sup>6</sup>	89.4%
Service population rates	
Resident	1.00
Employee <sup>3</sup>	1.00
Proposed new rentals <sup>7</sup>	617
Vacancy rate <sup>8</sup>	5.0%
Occupied new households	586
Persons per household (renter occupied) <sup>9</sup>	2.21
Expected population increase <sup>10</sup>	1,295
Current students <sup>11</sup>	13,000
Projected student increase <sup>12</sup>	123
Total population increase	1,418
Projected new employees <sup>13</sup>	862
Projected new employee population equivalent <sup>3</sup>	862
Total new service population increase <sup>14</sup>	2,280
Projected new non-resident employees <sup>15</sup>	770
Projected new non-resident employee population equivalent <sup>3</sup>	770
Net service population increase <sup>16</sup>	2,189
Current Newton real property tax revenues (per \$1,000) <sup>17</sup>	\$356,892
Projected increase in Newton's real property tax revenues (per \$1,000) <sup>18</sup>	\$4,148

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<sup>1</sup>Source: U.S Census Bureau QuickFacts. Based on population estimates as of July 1, 2018.

<sup>2</sup>Source: OnTheMap, U.S. Census Bureau based on 2017 data.

<sup>3</sup>Service rate for employee is assumed to be same as resident population rate.

<sup>4</sup>Represents the total City permanent population plus the total employee population equivalent.

<sup>5</sup>Represents the total City employees assumed to live outside of City of Newton.

<sup>6</sup>Represents the total City permanent population plus the non-resident employee population equivalent.

<sup>7</sup>See Schedule I.

<sup>8</sup>See Schedule IV-A.

<sup>9</sup>Source: 2013-2017 American Community Survey 5-Year Housing Estimates for Newton City, Massachusetts.

<sup>10</sup>Represents total new occupied households multiplied by the persons per household.

<sup>11</sup>Represents the current student enrollment in citywide elementary, middle, and high schools for Fiscal Year 2019-2020. Source: Superintendent's Proposed Operating Budget Fiscal Year 2020.

<sup>12</sup>See Schedule IX.

<sup>13</sup>See Appendix B.

<sup>14</sup>Represents the total new employees of resident employee equivalents plus the expected population increase.

<sup>15</sup>Represents the total new employees multiplied by the percentage of employees assumed to live outside of Newton, MA.

<sup>16</sup>Represents the total new employees of non-resident employee equivalents plus the expected population increase.

<sup>17</sup>Based on information provided in *City of Newton FY20 Budget*. See Schedule X.

<sup>18</sup>See Schedule I.

***Riverside***  
***Newton, Massachusetts***

**Appendix B: Total Projected Employees - New Development**

Projected Employees - New Development	
<i>Retail</i>	
SF <sup>1</sup>	43,241
Employees per 1,000 SF <sup>2</sup>	2.40
<hr/>	
Sub-total retail employees	104
 <i>Office</i>	
SF <sup>1</sup>	243,388
Employees per 1,000 SF <sup>2</sup>	2.67
<hr/>	
Sub-total office employees	649
 <i>Hotel</i>	
Rooms <sup>1</sup>	150
Employees per room <sup>2</sup>	0.40
<hr/>	
Sub-total hotel employees	60
 <i>Apartment Management</i>	
Units <sup>1</sup>	617
Employees per unit <sup>2</sup>	0.08
<hr/>	
Sub-total apartment employees	49
<hr/>	
Total projected employees	862

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<sup>1</sup>See Schedule I.

<sup>2</sup>Jobs were calculated using IMPLAN software by IMPLAN Group LLC. Jobs shown represent full-time equivalent jobs. See Appendix D.

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**Appendix C: Estimated Sales Data**

Development Type	Sales PSF <sup>1</sup>	Type of SF <sup>2</sup>	Adjusted Sales PSF	Avg. SF Per Store
<b><i>Retail</i></b>				
Men's Warehouse	\$411	Selling	\$308	5,642
Express	\$343	Gross	\$343	8,650
Panera Bread	\$302	Gross	\$302	4,500
Potbelly Sandwich Shop	\$436	Gross	\$436	2,300
J. Crew	\$540	Gross	\$540	6,200
New York & Company	\$372	Selling	\$279	5,125
GameStop	\$940	Gross	\$940	1,400
Foot Locker	\$504	Gross	\$504	2,500
Average sale PSF			\$397	
<b><i>Restaurant</i></b>				
BJ's Restaurant	\$649	Selling	\$487	8,100
Buffalo Wild Wings	\$491	Selling	\$368	6,100
Chipotle Mexican Grill	\$694	Selling	\$521	2,500
Red Robin	\$449	Selling	\$337	5,800
Average sale PSF			\$420	

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<sup>1</sup>Sales data based on 2017 Bizminer Sales Report (2016 sales).

<sup>2</sup>Adjusted sales per square foot assumes 75% of gross square footage as selling space.

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**Appendix D-1: Permanent Jobs and Indirect/Induced Impacts - Retail**

	<u>Total</u>
Retail square feet (total) <sup>1</sup>	43,241
Retail vacancy <sup>1</sup>	5%
Retail square feet (occupied) <sup>1</sup>	41,079
Sales per square foot <sup>2</sup>	\$397
Retail sales	\$16,312,780
Total retail jobs <sup>3</sup>	120
Full time equivalent factor <sup>4</sup>	0.8664
Total full time equivalent employees ("FTE")	104
Total FTE jobs per 1,000 square feet (total)	2.40
Total labor income <sup>5</sup>	\$3,398,458
Labor income to wage factor <sup>5</sup>	1.1821
Sub-total employee wages	\$2,874,927
Average retail income per FTE -- annual	\$32,743
Average retail wage per FTE -- annual	\$27,699
Multiplier for retail income <sup>3</sup>	1.5258
Total income	\$5,185,222
Indirect and induced income	\$1,786,765
Multiplier for retail jobs <sup>3</sup>	1.2371
Total jobs	148
Indirect and induced jobs	28
Multiplier for retail output <sup>3</sup>	1.7357
Total economic output	\$11,542,081
Direct output	\$6,649,817
Indirect and induced output	\$4,892,264

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<sup>1</sup>Based on projected development at full buildout. See Schedules I and IV-B.

<sup>2</sup>See Appendix C.

<sup>3</sup>Retail wages, jobs, and output were calculated using IMPLAN software by IMPLAN Group, LLC. The software calculates labor income and the number of jobs based on industry multipliers derived from National Income and Product Accounts data published by the U.S. Bureau of Economic Analysis. This data is then indexed to local industry data compiled by the U.S. Census Bureau. For ease of interpretation, multipliers are shown to illustrate the effects retail development within the Riverside development will have in the City of Newton. The multiplier for retail jobs is 1.2382, meaning that for each job at the development, 1.2382 jobs will be created in Newton, including the job at the development. Similarly, the multiplier for the retail wages is 1.1907, meaning that for every \$1.00 paid in retail wages at the development, \$1.1907 will be paid in Newton, including the \$1.00 at the development. The multiplier for retail output is 1.7357, meaning that for each dollar of retail economic activity at the development, the economic activity in Newton will be \$1.7357, including the \$1.00 at the development.

<sup>4</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC converts total jobs into total full-time equivalent employees ("FTE's").

<sup>5</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC converts total labor income into direct wages and salary.

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Appendix D-2: Permanent Jobs and Indirect/Induced Impacts - Office

	<u>Total</u>
Total office square feet <sup>1</sup>	243,388
Square feet per FTE office worker <sup>2</sup>	375
<hr/>	
Total full time equivalent employees ("FTE")	649
Full time equivalent factor <sup>3</sup>	0.9259
Total office jobs <sup>3</sup>	701
Total FTE jobs per 1,000 square feet	2.67
Total labor income <sup>4</sup>	\$50,254,265
Labor income to wage factor <sup>4</sup>	1.1737
Sub-total employee wages	\$42,815,410
Average office income per FTE -- annual	\$71,689
Average office wage per FTE -- annual	\$65,968
Multiplier for office income <sup>5</sup>	1.4387
Total income	\$72,298,701
Indirect and induced income	\$22,044,436
Multiplier for office jobs <sup>5</sup>	1.6270
Total jobs	1,056
Indirect and induced jobs	407
Multiplier for office output <sup>5</sup>	1.6801
Total economic output	\$134,677,963
Direct output	\$80,158,490
Indirect and induced output	\$54,519,473

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<sup>1</sup>Based on projected development at full buildout. See Schedule I.

<sup>2</sup>Source: *Building Owners and Managers Association International 2019 Office Experience and Exchange Reports* for office properties in the Massachusetts market.

<sup>3</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC converts total jobs into total full-time equivalent employees ("FTE's") and vice-versa.

<sup>4</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC converts total labor income into direct wages and salary.

<sup>5</sup>Existing office wages, jobs, and output were calculated using IMPLAN Group, LLC. Multipliers function in the same manner as new retail impacts.



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Appendix D-3: Permanent Jobs and Indirect/Induced Impacts - Hotel

	<u>Total</u>
Hotel rooms <sup>1</sup>	150
Average nightly room rate <sup>2</sup>	\$269
Average nightly occupancy <sup>2</sup>	67.9%
Hotel operating revenue	\$9,997,800
Total hotel service jobs <sup>3</sup>	66
Full time equivalent factor <sup>3</sup>	0.9086
Total full time equivalent employees ("FTE")	60
Total FTE jobs per room	0.40
Total labor income <sup>4</sup>	\$3,799,735
Labor income to wage factor <sup>4</sup>	1.1609
Sub-total employee wages	\$3,273,218
Average hotel income per FTE -- annual	\$63,078
Average hotel wage per FTE -- annual	\$54,338
Multiplier for hotel income <sup>5</sup>	1.5253
Total income	\$5,795,792
Indirect and induced income	\$1,996,057
Multiplier for hotel jobs <sup>5</sup>	1.6302
Total jobs	98
Indirect and induced jobs	32
Multiplier for hotel output <sup>5</sup>	1.5047
Total economic output	\$15,043,555
Indirect and induced output	\$5,045,755

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*5-Feb-20*

<sup>1</sup>Based on projected development at full buildout. See Schedule I.

<sup>2</sup>See Schedule IV.

<sup>3</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC, converts total jobs into total full-time equivalent employees ("FTE's").

<sup>4</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC, converts total labor income into direct wages and salary.

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**Appendix D-4: Jobs and Indirect/Induced Impacts - Apartment Management**

	<u>Total</u>
Total apartment units <sup>1</sup>	617
Apartment vacancy <sup>2</sup>	5%
Occupied apartment units	586
Annual rent per unit <sup>2</sup>	\$23,269
<hr/>	
Total apartment rental revenue	\$13,638,905
Total apartment management jobs <sup>3</sup>	53.7
Full-time equivalent factor <sup>4</sup>	0.9108
Total FTEs	49
Total FTE jobs per unit	0.08
Total labor income <sup>5</sup>	\$1,353,144
Labor income to wage factor <sup>5</sup>	1.1413
Sub-total employee wages	\$1,185,643
Average income per FTE -- annual	\$27,665
Average wage per FTE -- annual	\$24,241
Multiplier for apartment management income <sup>3</sup>	2.2225
Total income	\$3,007,345
Indirect and induced income	\$1,654,200
Multiplier for apartment management jobs <sup>3</sup>	1.5233
Total jobs	82
Indirect and induced jobs	28
Multiplier for apartment management output <sup>3</sup>	1.3196
Total economic output	\$17,997,849
Direct output	\$13,638,905
Indirect and induced output	\$4,358,944

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<sup>1</sup>See Schedule I.

<sup>2</sup>See Schedule IV-A.

<sup>3</sup>See Appendix D-1 to reference the impacts of the multipliers.

<sup>4</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC converts total jobs into total full-time equivalent employees ("FTE's").

<sup>5</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC converts total labor income into direct wages and salary.

**Riverside  
Newton, Massachusetts**

**Appendix E-1: Fire and EMS Calls - Average Calls (New Development)**

	Historical Fire and EMS Calls <sup>1</sup>					Square Feet/Units <sup>2</sup>	Historical Fire and EMS Calls (per 1,000 Square Feet/Unit)					Average Historical
	2014	2015	2016	2017	2018		2014	2015	2016	2017	2018	Calls per 1,000 Square Feet/Unit
<b>Development:</b>												
<i>Retail addresses</i>												
230 Needham St	2	3	5	2	6	34,460	0.0580	0.0871	0.1451	0.0580	0.1741	0.1045
244 Needham St	10	14	20	19	14	31,925	0.3132	0.4385	0.6265	0.5951	0.4385	0.4824
170 Needham St	1	0	3	1	2	7,174	0.1394	0.0000	0.4182	0.1394	0.2788	0.1951
Weighted average call per square feet/unit												0.2773
<i>Office addresses</i>												
300 Washington St	2	10	7	6	4	143,068	0.0140	0.0699	0.0489	0.0419	0.0280	0.0405
2221-2227 Washington St	2	2	2	4	8	46,938	0.0426	0.0426	0.0426	0.0852	0.1704	0.0767
2150 Washington St	3	2	4	2	4	32,169	0.0933	0.0622	0.1243	0.0622	0.1243	0.0933
Weighted average call per square feet/unit												0.0558
<i>Hotel addresses</i>												
2345 Commonwealth Ave	33	44	41	53	35	293,195	0.1126	0.1501	0.1398	0.1808	0.1194	0.1405
Weighted average call per square feet/unit												0.1405

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<sup>1</sup>Provided by the developer and based on information received from interviews with the fire department based on actual calls received at sample comparable properties from 2014-2018.

<sup>2</sup>See Schedule III-B.

**Riverside  
Newton, Massachusetts**

Appendix E-2: Police Calls - Average Calls (New Development)

	Historical Police Calls <sup>1</sup>			Square Feet/Units <sup>2</sup>	Historical Police Calls (per 1,000 Square Feet)			Average Historical
	2016	2017	2018		2016	2017	2018	Calls per 1,000 Square Feet
<b>Development:</b>								
<i>Retail addresses</i>								
230 Needham St	10	6	13	34,460	0.2902	0.1741	0.3772	0.2805
244 Needham St	41	38	41	31,925	1.2843	1.1903	1.2843	1.2529
170 Needham St	6	4	13	7,174	0.8364	0.5576	1.8121	1.0687
Weighted average call per square feet								0.7794
<i>Office addresses</i>								
300 Washington St	44	46	29	143,068	0.3075	0.3215	0.2027	0.2773
2150 Washington St	17	12	13	32,169	0.5285	0.3730	0.4041	0.4352
Weighted average call per square feet								0.3063
<i>Hotel addresses</i>								
2345 Commonwealth Ave	102	106	75	293,195	0.3479	0.3615	0.2558	0.3217
Weighted average call per square feet								0.3217

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<sup>1</sup> Provided by the developer and based on information received from interviews with the police department based on actual calls received at sample properties from 2016-2018.

<sup>2</sup> See Schedule III-B.



**Riverside  
Newton, Massachusetts**

**Fiscal Impact Analysis**

**Exhibit B**

**Uses the Average of the Three Student Generation Rate Methods Presented in the  
2019 NPS Enrollment Analysis Report**

**Prepared By:**

**MuniCap, Inc.**

**February 5, 2020**

# Riverside Newton, Massachusetts

## Fiscal Impact Analysis

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# Riverside Newton, Massachusetts

## Fiscal Impact Analysis

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***Riverside***  
***Newton, Massachusetts***

S-1: Summary of Net Fiscal Impacts to the City of Newton

**Table 1: Projected New Development Fiscal Impact (Full Build-Out)**

	Annual (Full Build-Out)	
Real property tax revenues	\$4,148,231	(Schedule I)
Motor vehicle excise tax revenues	\$32,138	(Schedule V)
Hotel room occupancy tax revenues	\$569,875	(Schedule VI)
Hotel meals tax revenues	\$118,043	(Schedule VI)
Additional revenues	\$107,545	(Schedule VII)
City of Newton tax revenues	\$4,975,831	
City of Newtown police and fire expenditures	(\$461,343)	(Schedule VIII)
City of Newton student expenditures	(\$1,670,045)	(Schedule IX)
City of Newton general fund expenditures	\$0	(Schedule X)
City of Newton net fiscal impact	\$2,844,442	

**Table 2: Existing Development Fiscal Impact (Full Build-Out)**

	Annual (Full Build-Out)	
Real property tax revenues	\$595,608	(Schedule XI)
Hotel room occupancy tax revenues	\$525,742	(Schedule XII)
Hotel meals tax revenues	\$118,043	(Schedule XII)
Additional revenues	\$204	(Schedule XIII)
City of Newton tax revenues	\$1,239,597	
City of Newtown police and fire expenditures	(\$36,622)	(Schedule XIV)
City of Newton student expenditures <sup>1</sup>	\$0	
City of Newton general fund expenditures	\$0	(Schedule XV)
City of Newton net fiscal impact	\$1,202,975	

**Table 3: Net New Fiscal Impacts (Full Build-Out)**

	Annual (Full Build-Out)	
Projected development net fiscal impact	\$2,844,442	
Existing development net fiscal impact	(\$1,202,975)	
City of Newton net new fiscal impact	\$1,641,468	

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<sup>1</sup>The existing development consists of a hotel and excludes students.

**Riverside**  
**Newton, Massachusetts**

**S-2: Summary of Employment Impacts from New Development (Full Build-Out)**

	Jobs from Riverside Project <sup>1</sup>				
	Permanent Jobs	Annual Compensation	Income per Employee	Annual Wages	Wage per Employee
<b>Retail:</b>					
Direct impacts	104	\$3,398,458	\$32,743	\$2,874,927	\$27,699
Indirect impacts	28	\$1,786,765	\$62,914	-	-
<b>Office:</b>					
Direct impacts	649	\$50,254,265	\$77,429	\$42,815,410	\$65,968
Indirect impacts	407	\$22,044,436	\$54,168	-	-
<b>Hotel:</b>					
Direct impacts	60	\$3,799,735	\$63,078	\$3,273,218	\$54,338
Indirect impacts	32	\$1,996,057	\$62,572	-	-
<b>Apartment Management:</b>					
Direct impacts	49	\$1,353,144	\$27,665	\$1,185,643	\$24,241
Indirect impacts	28	\$1,654,200	\$58,868	-	-
<b>Total direct impacts (full-time equivalents)</b>	<b>862</b>	<b>\$58,805,602</b>	<b>-</b>	<b>\$50,149,197</b>	<b>\$172,246</b>
<b>Total indirect and induced impacts</b>	<b>495</b>	<b>\$27,481,458</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total annual compensation</b>		<b>\$86,287,060</b>			

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<sup>1</sup>Represents the estimated increase in total full-time equivalent jobs and income from development at Riverside. Jobs shown are at full buildout. See Appendices D-1 through D-4.

***Riverside***  
***Newton, Massachusetts***

**S-3: Summary of Student Impacts**

**Table 1: Projected Student Enrollment**

	<u>Annual (Full Build-Out)</u>
Total projected student enrollment from new development <sup>1</sup>	134
Total estimated student enrollment from existing development	0
Projected net student enrollment	134

**Table 2: Net Student Impacts**

	<u>Annual (Full Build-Out)</u>
New student fiscal impacts <sup>2</sup>	(\$1,670,045)
Existing student fiscal impacts	\$0
Net new student fiscal impacts	(\$1,670,045)

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<sup>1</sup>See Schedule IX-A.

<sup>2</sup>See Schedule IX-B.

**Riverside**  
**Newton, Massachusetts**

**Projected Development**  
**& General Fund Impacts**

**Riverside**  
**Newton, Massachusetts**

**Schedule I: Summary of Proposed Development Plan and Estimated Values**

Property Type	Rentable SF	Building Area <sup>1</sup>		Units/ Rooms/Spaces	Estimated Assessed Value <sup>2</sup>			FY20 Tax Rate	Tax Revenues
		Total SF	Gross Area Per Unit/Room/Space		Value Per GSF	Value per Unit/Room/Space	Total Assessed Value		
<i>Residential</i>									
<i>For Rent</i>									
Market rate apartments	411,405	539,169	1,059	509	\$310	\$327,959	\$166,930,941	1.044%	\$1,742,759
Inclusionary income apartments									
50% AMI	37,180	48,726	1,059	46	\$56	\$58,928	\$2,710,668	1.044%	\$28,299
80% AMI	37,180	48,726	1,059	46	\$175	\$185,788	\$8,546,236	1.044%	\$89,223
100% AMI	12,932	16,948	1,059	16	\$181	\$191,931	\$3,070,888	1.044%	\$32,060
<b>Sub-total residential</b>	<b>498,697</b>	<b>653,570</b>		<b>617</b>			<b>\$181,258,734</b>		<b>\$1,892,341</b>
<i>Commercial</i>									
Retail	43,241	43,241	-	-	\$353	-	\$15,267,402	1.992%	\$304,127
Office <sup>3</sup>	243,388	243,388	-	-	\$239	-	\$58,179,588	1.992%	\$1,158,937
Hotel	77,300	77,300	515	150	\$515	\$265,336	\$39,800,467	1.992%	\$792,825
<b>Sub-total commercial</b>	<b>363,929</b>	<b>363,929</b>		<b>150</b>			<b>\$113,247,457</b>		<b>\$2,255,889</b>
<i>Parking garage<sup>4</sup></i>									
Taxable	-	663,190	333	1,990	\$0	\$0	\$0		
<b>Total<sup>5</sup></b>	<b>862,626</b>	<b>1,017,499</b>		<b>2,757</b>			<b>\$294,506,191</b>		<b>\$4,148,231</b>

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<sup>1</sup>Source: Mark Development, LLC.

<sup>2</sup>See Schedule II.

<sup>3</sup>Does not include mechanical penthouse space.

<sup>4</sup>Assumes the value of the parking garage is accounted for within the rest of the development.

<sup>5</sup>Total development square footage excludes 7,500 square feet of office space to be occupied by MBTA.

***Riverside***  
***Newton, Massachusetts***

Schedule II: Projection of Assessed Value - Comparison of Approaches<sup>1</sup>

Property Type	Comparables <sup>2</sup>	Income Capitalization <sup>3</sup>
<b><i><u>Residential</u></i></b>		
<b><i>For Rent</i></b>		
Market rate apartments		
Per unit	<b><u>\$327,958.63</u></b>	\$422,245.38
Inclusionary income apartments		
50% AMI		
Per unit	<b><u>\$58,927.57</u></b>	\$75,869.01
80% AMI		
Per unit	<b><u>\$185,787.75</u></b>	\$239,200.96
100% AMI		
Per unit	<b><u>\$191,930.52</u></b>	\$247,109.76
<b><i><u>Commercial</u></i></b>		
Retail		
Per SF	<b><u>\$353.08</u></b>	\$400.91
Office		
Per SF	<b><u>\$239.04</u></b>	\$378.67
Hotel		
Per room	\$217,305.03	<b><u>\$265,336.45</u></b>
Parking garage		
Per space	-	-

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<sup>1</sup>Valuation approach chosen for each type of development is underlined and shown in bold and italics.

<sup>2</sup>See Schedules III-A and III-B. Inclusionary income apartment values are based on the ratio of value from market rate apartments based on the income capitalization approach shown on schedule IV-A.

<sup>3</sup>See Schedules IV-A and IV-B.

**Riverside**  
**Newton, Massachusetts**

Schedule III-A: Projection of Assessed Value - Comparables (Residential)<sup>1</sup>

Development Type	Parcel ID	Property Address	Town	Year Built	Total Assessed Value	Area		Assessed Value	
						GSF	Units	Per GSF	Per Unit
<b>Apartments</b>									
Avalon at Newton Highlands	51028 0017	109 Needham St	Newton	2003	\$90,772,800	387,550	273	\$234	\$332,501
Woodland Station Apartments	43045 0030Z	1940 Washington St	Newton	2007	\$55,629,200	144,584	180	\$385	\$309,051
Gables Arsenal St	1037 1 0	204 Arsenal St	Watertown	2015	\$104,795,800	260,246	294	\$403	\$356,448
Charlesbank Apartments	201 16 8	120 Pleasant St	Watertown	2011	\$13,823,400	45,672	44	\$303	\$314,168
Riverbend on the Charles	219 6B 0	270 Pleasant St	Watertown	2012	\$44,229,300	211,410	135	\$209	\$327,624
<b>Average</b>									<b>\$327,959</b>

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<sup>1</sup>Comparable properties shown represent the most current values as shown in assessor's database (2020 for Newton and 2019 for Watertown). The apartments shown, with the exception of Charlesbank Apartments, contain affordable units, resulting in a conservative valuation.

**Riverside**

**Newton, Massachusetts**

Schedule III-B: Projection of Assessed Value - Comparables (Commercial)<sup>1</sup>

Development Type	Parcel ID	Property Address	Town	Year Built	Total Assessed Value	Area		Assessed Value	
						GSF	Rooms	Per GSF	Per Room
<b>Retail</b>									
In-line retail <sup>2</sup>	83028 0078	230 Needham St	Newton	1955	\$10,796,800	34,460	-	\$313.31	-
In-line retail <sup>3</sup>	83028 0077	244 Needham St	Newton	1955	\$10,196,100	31,925	-	\$319.38	-
In-line retail <sup>4</sup>	83028 0002	170 Needham St	Newton	2014	\$3,060,000	7,174	-	\$426.54	-
Average								<b>\$353.08</b>	-
<b>Office</b>									
One Gateway Center	12011 0001	296-334 Washington St	Newton	1968	\$34,095,800	143,068	-	\$238.32	-
Office	42032 0034	2223 Washington St	Newton	1978	\$12,384,900	46,938	-	\$263.86	-
Office	420003 0001	2150 Washington St	Newton	1983	\$6,914,600	32,169	-	\$214.95	-
Average								<b>\$239.04</b>	-
<b>Hotel</b>									
Boston Marriott Newton	41023 0018	2345 Commonwealth Ave	Newton	1969	\$92,000,000	293,195	500	\$313.78	\$184,000
Sheraton Needham	199/300.0-0066-0000.0	100 Cabot St	Needham	1986	\$35,465,300	231,061	225	\$153.49	\$157,624
Homewood Suites by Hilton Brookline	22848122	111 Boylston St	Brookline	2015	\$40,337,900	90,318	130	\$446.62	\$310,292
Average								<b>\$304.63</b>	<b>\$217,305.03</b>

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<sup>1</sup>Comparable properties shown represent 2020 values as shown in Newton assessor's database and 2019 values as shown in Needham and Brookline assessor's database.

<sup>2</sup>In-line retail includes, but is not limited to, Mattress Firm, Xtreme Fitness Equipment, and Jenny Boston Boutique.

<sup>3</sup>In-line retail includes, but is not limited to, Starbucks, Verizon Fios Store, and Majestic Nails.

<sup>4</sup>In-line retail includes, but is not limited to, Vitamin Shoppe, Nothing but Cakes, Rockland Trust.



***Riverside***  
***Newton, Massachusetts***

**Schedule IV-A: Projection of Assessed Value - Income Capitalization (Residential)**

	Apartments			
	Market Rate	Inclusionary Income		
		(50% AMI)	(80% AMI)	(100% AMI) <sup>4</sup>
Net square feet per unit <sup>1</sup>	808	808	808	808
Monthly rent per square foot <sup>1</sup>	\$3.65	\$1.19	\$2.35	\$2.41
Annual rent per square foot	\$43.80	\$14.28	\$28.20	\$28.87
Vacancy <sup>1</sup>	5.00%	5.00%	5.00%	5.00%
Effective rent per square foot	\$41.61	\$13.57	\$26.79	\$27.43
Effective rent per unit	\$33,632	\$10,965	\$21,653	\$22,171
Expense ratio <sup>2</sup>	18%	55%	28%	27%
Expenses	(\$6,000.00)	(\$6,000.00)	(\$6,000.00)	(\$6,000.00)
Net operating income per square foot	\$34.19	\$6.14	\$19.37	\$20.01
Net operating income per unit	\$27,632	\$4,965	\$15,653	\$16,171
Capitalization rate <sup>1</sup>	5.500%	5.500%	5.500%	5.500%
Tax rate <sup>3</sup>	1.044%	1.044%	1.044%	1.044%
Fully loaded capitalization rate	6.544%	6.544%	6.544%	6.544%
Value per net square foot	\$522.41	\$93.87	\$295.95	\$305.73
Value per unit	\$422,245	\$75,869	\$239,201	\$247,110
Value per gross square foot	\$398.62	\$71.62	\$225.82	\$233.28

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<sup>1</sup>Provided by Mark Development, LLC. See Schedule I for total rentable square footage.

<sup>2</sup>Apartment estimated expenses provided by Mark Development, LLC. Assessor uses a fully loaded capitalization rate, and as a result, real property taxes are assumed to be netted out of the estimated expenses.

<sup>3</sup>Tax rate shown represents the FY2020 residential tax rate. Source: Newton Assessor's office.

<sup>4</sup>Monthly rent per square foot is based on the weighted average rent for the 100% AMI band, charged by The George, a 140 unit rental apartment community in Newtonville. Source: Newton Massachusetts Official Website.

***Riverside***  
***Newton, Massachusetts***

**Schedule IV-B: Projection of Assessed Value - Income Capitalization (Commercial)**

	Retail	Office
Annual rent per square foot <sup>1</sup>	\$37.00	\$35.00
Vacancy <sup>1</sup>	5.00%	5.00%
Effective rent per square foot	\$36.05	\$34.05
Expense ratio	0.00%	0.00%
Expenses <sup>2</sup>	\$0.00	\$0.00
Net operating income per square foot	\$36.05	\$34.05
Capitalization rate <sup>1</sup>	7.000%	7.000%
Tax rate <sup>3</sup>	1.992%	1.992%
Fully loaded capitalization rate	8.992%	8.992%
Value per net square foot	\$400.91	\$378.67

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*ject\FIA\Analysis\[Riverside- FIA Scenario B No. 5.xlsx]IV-B*

*5-Feb-20*

<sup>1</sup>Provided by Mark Development, LLC.

<sup>2</sup>Rents are triple net, hence expenses are zeroed out.

<sup>3</sup>Tax rate shown represents the FY2020 commercial tax rate. Source: Newton Assessor's office.

***Riverside***  
***Newton, Massachusetts***

**Schedule IV-C: Projection of Assessed Value - Income Capitalization (Hotel)**

	Hotel
<i>Income Capitalization</i>	
Average daily rate per room	\$268.94
Gross annual income	\$98,162.00
Assumed occupancy rate <sup>2</sup>	67.90%
Effective gross income per room	\$66,652.00
Assumed expense ratio <sup>3</sup>	62.49%
Less: assumed expenses	(\$41,652.00)
Net operating income per room <sup>1</sup>	\$25,000.00
Capitalization rate <sup>2</sup>	7.43%
Tax rate <sup>4</sup>	1.992%
Fully loaded capitalization rate	9.422%
Total estimated value per room	\$265,336.45
Total estimated value per SF	\$514.88

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<sup>1</sup>Provided by Mark Development, LLC.

<sup>2</sup>Occupancy and capitalization rates represent the national full service upper midscale lodging segment average as reported in the *Third Quarter 2019 PriceWaterhouseCoopers Real Estate Investor Survey*.

<sup>3</sup>Represents chain-affiliated hotel expenses as reported in the *HOST Almanac Highlights 2017, U.S. Chain Affiliated Hotel Operating Statistics*.

<sup>4</sup>Tax rate shown represents the FY2020 commercial tax rate. Source: Newton Assessor's office.

**Riverside**  
**Newton, Massachusetts**

Schedule V: Projection of Motor Vehicle Excise Tax Revenues

Development Type	Number of Vehicles			Projected Motor Vehicle Excise Tax Revenues to City of Newton				
	Estimated No. of Units <sup>1</sup>	Estimated Vehicles Per Household <sup>2</sup>	Estimated No. of Vehicles	Average Vehicle Value <sup>3</sup>	Assessed Value <sup>4</sup> Per Vehicle (10%)	Total Assessed Value	FY 20 Newton Excise Tax Rate Per \$1,000 A.V. <sup>5</sup>	Total Projected Motor Vehicle Excise Tax Revenues
Apartment	617	1	617	\$20,835	\$2,084	\$1,285,520	\$25.00	\$32,138
<b>Total</b>	<b>617</b>		<b>617</b>	<b>\$20,835</b>				<b>\$32,138</b>

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<sup>1</sup>See Schedule I.

<sup>2</sup>**Additional information needed to confirm this assumption.**

<sup>3</sup>Average retail selling price (\$20,835) of used vehicles as provided in NADA Data 2019 Annual Financial Profile of America's Franchised New-Car Dealerships.

<sup>4</sup>According to the City of Newton Assessor's Office, motor vehicles are initially assessed at 100% of their MSRP. Subsequently, the value is depreciated to 90%, 60%, 40%, 25% and 10% of MSRP. Assumes that all new residents moving in to the 617 apartment units already own vehicles for at least five years.

<sup>5</sup>Motor vehicle excise tax bills are issued once each calendar year to each owner of a vehicle registered in Massachusetts. The rate is standard throughout the state - \$25 per \$1,000 of assessed value. Bills are payable within 30 days from the bill date. Source: Newton, MA Treasury, Tax Information.

**Riverside**  
**Newton, Massachusetts**

Schedule VI: Projection of Hotel Tax Revenues

**Table 1: Projection of Hotel Room Occupancy Excise Tax Revenues**

Development Type	Projected Room Revenues				Projected Room Occupancy Excise Tax Revenues to City of Newton	
	Estimated No. of Rooms <sup>1</sup>	Average Daily Rate <sup>2</sup>	Occupancy Rate <sup>2</sup>	Annual Room Revenues	Occupancy Excise Tax Rate <sup>3</sup>	Total Projected Room Occupancy Excise Tax Revenues
Hotel	150	\$269	67.90%	\$9,997,800	5.70%	\$569,875

**Table 2: Projection of Hotel Meals Tax Revenues**

Development Type	Projected Restaurant Sales Revenues				Projected Meals Tax Revenues to City of Newton	
	Estimated Gross Square Footage <sup>1</sup>	Estimated Restaurant Square Footage <sup>4</sup>	Estimated Sales PSF <sup>5</sup>	Restaurant Sales Revenues	Sales Tax Rate <sup>6</sup>	Total Projected Meals Tax Revenues
Hotel	77,300	4,500	\$420	\$1,888,680	6.25%	\$118,043

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<sup>1</sup>See Schedule I.

<sup>2</sup>See Schedule IV-C.

<sup>3</sup>Massachusetts has a state room occupancy excise tax rate of 5.7%. Source: Mass.gov.

<sup>4</sup>Provided by Mark Development, LLC.

<sup>5</sup>See Appendix C. Excludes room service sales.

<sup>6</sup>Source: Mass.gov.

**Riverside  
Newton, Massachusetts**

**Schedule VII: Additional Revenues to City of Newton - Annual**

Annual Revenues <sup>1</sup>	Current City Revenues <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Revenues <sup>3</sup>	Basis for Projecting Revenues <sup>4</sup>	Current City Service Factors <sup>5</sup>	Revenues by Factor		Projected Increase in Service Factor <sup>6</sup>	Total Additional Revenues <sup>7</sup>
						Per Resident	Total Serv. Pop.		
<b>Taxes</b>									
Property taxes	\$356,892,067	100%	\$356,892,067	Schedule I	-	-	-	-	-
Motor vehicle excise taxes	\$13,500,000	100%	\$13,500,000	Schedule V	-	-	-	-	-
Interest and penalties on taxes	\$1,290,000	0%	\$0	not impacted	-	-	-	-	-
In lieu of tax payments	\$360,000	0%	\$0	not impacted	-	-	-	-	-
Meals tax	\$1,900,000	100%	\$1,900,000	Schedule VI	-	-	-	-	-
Hotel and motel taxes	\$2,500,000	100%	\$2,500,000	Schedule VI	-	-	-	-	-
<b>Charges for Services</b>									
Recreation	\$107,000	100%	\$107,000	per resident	88,904	\$1.20	-	1,429	\$1,720
Other departments	\$1,506,150	0%	\$0	not impacted	-	-	-	-	-
Fees	\$704,400	0%	\$0	not impacted	-	-	-	-	-
Rental income	\$1,134,233	0%	\$0	not impacted	-	-	-	-	-
<b>Fines and Forfeitures</b>									
Court fines	\$75,000	0%	\$0	not impacted	-	-	-	-	-
Administrative fines and restitution	\$5,000	0%	\$0	not impacted	-	-	-	-	-
Library fines	\$125,000	0%	\$0	not impacted	-	-	-	-	-
Parking violation fines	\$1,390,000	25%	\$347,500	total service population	144,671	-	\$2.40	2,291	\$5,504
<b>Licenses and Permits<sup>8</sup></b>									
Inspection services	\$5,930,000	0%	\$0	not impacted	-	-	-	-	-
Other licenses and permits	\$1,077,425	0%	\$0	not impacted	-	-	-	-	-
<b>Investment Income</b>	\$1,745,064	0%	\$0	not impacted	-	-	-	-	-
<b>Special Assessments</b>	\$50,000	0%	\$0	not impacted	-	-	-	-	-
<b>Miscellaneous Local Revenues</b>	\$200,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total State and Federal Aid<sup>9</sup></b>									
Unrestricted general government aid	\$6,240,334	100%	\$6,240,334	per resident	88,904	\$70.19	-	1,429	\$100,321
Other "cherry sheet" aid	\$219,569	0%	\$0	not impacted	-	-	-	-	-
Other State and Federal aid	\$1,660,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total Interfund Transfers</b>	\$4,986,700	0%	\$0	not impacted	-	-	-	-	-
<b>Total Fund Balance to Support Budget</b>	\$1,904,936	0%	\$0	not impacted	-	-	-	-	-
<b>Total General Fund</b>	<b>\$405,502,878</b>					<b>\$71.40</b>	<b>\$2.40</b>		<b>\$107,545</b>

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<sup>1</sup>Not all sources of revenues are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY2020 Budget*. Revenues do not match expenses due to the omission of school revenues.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted.

<sup>4</sup>Method of apportioning revenues: Per resident revenues are calculated by taking current revenues and apportioning them among current resident population. Total service population revenues are calculated by taking current revenues and apportioning them among the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents proposed increase to City as a result of new development. See Appendix A.

<sup>7</sup>Represents total increase in revenues as a result of proposed development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Assumes one-time licenses and permits revenues will be offset by corresponding one-time expenses. As a result, the line items are not impacted.

<sup>9</sup>Excludes Chapter 70 school aid. New student impacts are calculated on Schedule IX.

***Riverside  
Newton, Massachusetts***

**Schedule VIII: Projected Fire and Police Annual Expenses**

	Fire and Rescue	Police Department	Total
City of Newton FY20 budget allocation <sup>1</sup>	\$24,278,794	\$22,804,753	-
Current Newton total service calls <sup>2</sup>	10,285	46,000	-
Expenses per total service call	\$2,360.60	\$495.76	
Projected increase in total service calls <sup>3</sup>	118	366	-
Expenses per service call	\$2,360.60	\$495.76	-
<b>Projected annual increase in expenses</b>	<b>\$279,729</b>	<b>\$181,614</b>	<b>\$461,343</b>

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<sup>1</sup>Based on information provided in *City of Newton FY20 Budget*. See Schedule X.

<sup>2</sup>Provided by Mark Development, LLC and based on information received from interviews with the fire and police departments.

<sup>3</sup>See Appendix E-3 for calculation of projected increase in total fire, EMS and police service calls, Tables 1 and 2.

**Riverside**  
**Newton, Massachusetts**

**Schedule IX-A: Student Generation - Projected Total Students**

**Table 1: Projected Residential Units<sup>1</sup>**

Unit Type	Number of AMI Inclusionary Units			Number of Market Rate Units	Total Count
	50%	80%	100%		
<i>Apartments:</i>					
Studio	5	5	1	48	59
1 Bedroom	22	23	8	261	314
2 Bedroom	16	15	6	180	217
3 Bedroom	3	3	1	20	27
<b>Total</b>	<b>46</b>	<b>46</b>	<b>16</b>	<b>509</b>	<b>617</b>

**Table 2: Projected Student Generation Rates**

Unit Type	Student Generation Rates	Student Generation Rates	Student Generation Rates
	Newton Public Schools (Method 1) <sup>2</sup>	Newton Public Schools (Method 2) <sup>2</sup>	Newton Public Schools (Method 3) <sup>2</sup>
<i>Market Rate:</i>			
Studio	0.000	0.252	0.073
1 Bedroom	0.000	0.252	0.043
2 Bedroom	0.214	0.252	0.511
3 Bedroom	0.800	0.252	0.226
<i>Inclusionary:</i>			
Studio	0.000	0.252	0.073
1 Bedroom	0.000	0.252	0.043
2 Bedroom	1.018	0.252	0.511
3 Bedroom	2.792	0.252	0.226

**Table 3: Projected Total Students - Individual Methods**

Unit Type	Project Total Students - Method 1 <sup>3</sup>				
<i>Apartments:</i>					
Studio	0	0	0	0	0
1 Bedroom	0	0	0	0	0
2 Bedroom	16	15	6	39	76
3 Bedroom	8	8	3	16	36
<b>Total</b>	<b>25</b>	<b>24</b>	<b>9</b>	<b>55</b>	<b>112</b>

Unit Type	Project Total Students - Method 2 <sup>3</sup>				
<i>Apartments:</i>					
Studio	1	1	0	12	15
1 Bedroom	6	6	2	66	79
2 Bedroom	4	4	2	45	55
3 Bedroom	1	1	0	5	7
<b>Total</b>	<b>12</b>	<b>12</b>	<b>4</b>	<b>128</b>	<b>155</b>

Unit Type	Project Total Students - Method 3 <sup>3</sup>				
<i>Apartments:</i>					
Studio	0	0	0	4	4
1 Bedroom	1	1	0	11	13
2 Bedroom	8	8	3	92	111
3 Bedroom	1	1	0	5	6
<b>Total</b>	<b>10</b>	<b>10</b>	<b>4</b>	<b>111</b>	<b>135</b>

**Table 4: Projected Total Students - Average**

Method	Projected Total Students
1	112
2	155
3	135
<b>Average</b>	<b>134</b>

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<sup>1</sup>Provided by Mark Development, LLC.

<sup>2</sup>Student generation rates based on actual students in the three largest residential developments, including market rate and affordable development surveyed in the *Enrollment Analysis Report*, dated December 2019, provided by Newton Public Schools. The student generation rate for Method 2 is estimated by multiplying the average number of bedrooms of 1.34 for the Riverside development by the multiplier of 0.1872 provided in the Enrollment Analysis Report.

<sup>3</sup>Totals are affected by rounding.



**Riverside**  
**Newton, Massachusetts**

Schedule IX-B: Student Generation - New Student Impacts to City of Newton (Annual)

Annual Impacts <sup>1</sup>	Current City Budget Amount <sup>3</sup>	Percent Impacted <sup>4</sup>	Adjusted Current City Budget Amount <sup>4</sup>	Basis for Projecting Impacts <sup>5</sup>	Current City Service Factors <sup>6</sup>	Impacts by Factor Per Student	Projected Increase in Service Factor <sup>7</sup>	Total Additional Impacts <sup>8</sup>
<b>Revenues<sup>1</sup>:</b>								
<i>Charges for Service</i>								
School department	\$100,000	100%	\$100,000	per student	13,000	\$7.69	134	\$1,030
<i>State and Federal Aid</i>								
Chapter 70 school aid	\$24,681,503	100%	\$24,681,503	per student	13,000	\$1,898.58	134	\$254,130
<b>Expenses:</b>								
<i>Expenditures</i>								
Cost per student <sup>2</sup>	-	-	-	-	-	(\$14,383.00)	134	(\$1,925,204)
<b>Total</b>						<b>(\$12,476.73)</b>		<b>(\$1,670,044.86)</b>

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<sup>1</sup>Represents the revenues to be impacted by student enrollment.

<sup>2</sup>Represents the marginal cost of educating a student in Newton, as estimated by the Newton School Department. Source: Newton Development Peer Review, Northland Newton Development, RKG Associates, Inc.

<sup>3</sup>Based on information provided in *City of Newton FY20 Budget*.

<sup>4</sup>Represents the percent by which the proposed increase is assumed to be impacted.

<sup>5</sup>Method of apportioning impacts: per student impacts are calculated by taking current revenues or expenses and apportioning them amount the current student population.

<sup>6</sup>Represents current statistics for City. See Appendix A.

<sup>7</sup>See Schedule IX-A.

<sup>8</sup>Represents total net change in budget items impacted by student enrollment as a result of proposed development on an annual basis. Figures assume full build out and are expressed in current dollars.

**Riverside**  
**Newton, Massachusetts**

**Schedule X: Additional Expenses to City of Newton - Annual**

Annual Expenditures <sup>1</sup>	Current City Expenses <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Expenses <sup>3</sup>	Basis for Projecting Expenses <sup>4</sup>	Current City Service Factors <sup>5</sup>	Expenditures by Factor		Projected Increase in Service Factor <sup>6</sup>	Total Additional Expenditures <sup>7</sup>
						Total Serv. Pop.	\$1000s of Real Property Tax Revenues		
<b>General Government<sup>8</sup></b>									
City Clerk/Clerk of the Board	\$2,053,027	0%	\$0	not impacted	-	-	-	-	-
Executive	\$1,035,681	0%	\$0	not impacted	-	-	-	-	-
Comptroller/Insurance	\$1,334,582	0%	\$0	not impacted	-	-	-	-	-
Purchasing/General Services	\$541,147	0%	\$0	not impacted	-	-	-	-	-
Assessing	\$1,240,262	0%	\$0	not impacted	-	-	-	-	-
Treasury and Collection	\$1,313,129	0%	\$0	not impacted	-	-	-	-	-
City Solicitor/Judgment & Settlements	\$1,982,505	0%	\$0	not impacted	-	-	-	-	-
Human Resources	\$1,042,387	0%	\$0	not impacted	-	-	-	-	-
Information Technology	\$1,884,222	0%	\$0	not impacted	-	-	-	-	-
Financial Information Systems	\$488,012	0%	\$0	not impacted	-	-	-	-	-
Planning & Development	\$1,991,198	0%	\$0	not impacted	-	-	-	-	-
Public Buildings	\$5,104,264	0%	\$0	not impacted	-	-	-	-	-
Police	\$22,804,753	0%	\$0	Schedule VI	-	-	-	-	-
Fire	\$24,278,794	0%	\$0	Schedule VI	-	-	-	-	-
Inspectional Services	\$1,751,338	0%	\$0	not impacted	-	-	-	-	-
Public Works	\$26,296,758	0%	\$0	not impacted	-	-	-	-	-
Health and Human Services	\$4,445,035	0%	\$0	not impacted	-	-	-	-	-
Senior Services	\$783,873	0%	\$0	not impacted	-	-	-	-	-
Veteran Services	\$244,503	0%	\$0	not impacted	-	-	-	-	-
Newton Public Library	\$5,930,819	0%	\$0	not impacted	-	-	-	-	-
Parks and Recreation	\$6,949,497	0%	\$0	not impacted	-	-	-	-	-
Newton History Museum	\$307,200	0%	\$0	not impacted	-	-	-	-	-
BANS Interest	\$140,000	0%	\$0	not impacted	-	-	-	-	-
Debt and Interest	\$24,488,102	0%	\$0	not impacted	-	-	-	-	-
Retirement	\$41,817,879	0%	\$0	not impacted	-	-	-	-	-
Budget Reserve	\$500,000	0%	\$0	not impacted	-	-	-	-	-
Snow and Ice Reserve	\$3,000,000	0%	\$0	not impacted	-	-	-	-	-
Wage Reserve	\$2,746,626	0%	\$0	not impacted	-	-	-	-	-
State and County Assessments	\$6,466,476	0%	\$0	not impacted	-	-	-	-	-
<b>Transfers to Other Funds</b>									
Workers Compensation Fund - Municipal	\$800,000	0%	\$0	not impacted	-	-	-	-	-
Rainy Day Stabilization Fund	\$150,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total current expenditures</b>	<b>\$193,912,069</b>					<b>\$0.00</b>	<b>\$0.00</b>		<b>\$0</b>

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<sup>1</sup>Not all expenditures are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY20Budget*. Expenses shown do not match revenues due to the omission of school expenses.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

<sup>4</sup>Method of apportioning expenditures: Total service population expenses are calculated by taking current expenses and apportioning them amount the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents proposed increase to City as a result of new development. See Appendix A.

<sup>7</sup>Represents total increase in expenditures as a result of proposed development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Excludes expenses relating to Newton Public Schools. New student impacts are calculated on Schedule IX-A and IX-B. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

*Riverside  
Newton, Massachusetts*

Schedule XI: Summary of Existing Development

Projected Existing Real Property Tax Revenues to City of Newton

**Table 1: Existing Development<sup>1</sup>**

Property Type	Building Area		Total Market Value	FY 20 Newton Commercial Tax Rate Per \$1,000 A.V. <sup>2</sup>	Projected Existing Development Tax Revenues
	GSF	Rooms			
<i>Commercial</i>					
Hotel	74,553	191	\$29,900,000	\$19.920	\$595,608
<b>Total existing development</b>	<b>74,553</b>	<b>191</b>	<b>\$29,900,000</b>		<b>\$595,608</b>

**Table 2: Existing Demographics**

<i>Existing employees<sup>3</sup></i>	
Existing hotel employees	85
<b>Existing total service population</b>	<b>85</b>

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<sup>1</sup>Existing development provided Mark Development LLC. Total market value based on information recorded in the City of Newton assessors database.

<sup>2</sup>Provided by the City of Newton Assessors Department FY 2020.

<sup>3</sup>Provided by the Human Resources Department of the existing hotel.

**Riverside**  
**Newton, Massachusetts**

Schedule XII: Existing Hotel Tax Revenues

**Table 1: Existing Hotel Room Occupancy Excise Tax Revenues**

Development Type	Projected Room Revenues			Annual Room Revenues	Projected Room Occupancy Excise Tax Revenues to City of Newton	
	Estimated No. of Rooms <sup>1</sup>	Average Daily Rate <sup>2</sup>	Occupancy Rate <sup>2</sup>		Occupancy Excise Tax Rate <sup>3</sup>	Total Projected Room Occupancy Excise Tax Revenues
Hotel	191	\$169.62	78.00%	\$9,223,545	5.70%	\$525,742

**Table 2: Projection of Hotel Meals Tax Revenues**

Development Type	Projected Restaurant Sales Revenues			Restaurant Sales Revenues	Projected Meals Tax Revenues to City of Newton	
	Estimated Gross Square Footage <sup>1</sup>	Estimated Restaurant Square Footage <sup>4</sup>	Estimated Sales PSF <sup>5</sup>		Sales Tax Rate <sup>6</sup>	Total Projected Meals Tax Revenues
Hotel	74,553	4,500	\$420	\$1,888,680	6.25%	\$118,043

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<sup>1</sup>See Schedule XI.

<sup>2</sup>Provided by Mark Development, LLC.

<sup>3</sup>Massachusetts has a state room occupancy excise tax rate of 5.7%. Source: Mass.gov.

<sup>4</sup>Provided by Mark Development, LLC.

<sup>5</sup>See Appendix C. Excludes room service sales.

<sup>6</sup>Source: Mass.gov.

**Riverside  
Newton, Massachusetts**

**Schedule XIII: Additional Existing Revenues to City of Newton - Annual**

Annual Revenues <sup>1</sup>	Current City Revenues <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Revenues <sup>3</sup>	Basis for Projecting Revenues <sup>4</sup>	Current City Service Factors <sup>5</sup>	Revenues by Factor		Estimated Service Factor <sup>6</sup>	Total Additional Revenues <sup>7</sup>
						Per Resident	Total Serv. Pop.		
<b>Taxes</b>									
Property taxes	\$356,892,067	100%	\$356,892,067	Schedule IX	-	-	-	-	-
Motor vehicle excise taxes	\$13,500,000	100%	\$13,500,000	not impacted	-	-	-	-	-
Interest and penalties on taxes	\$1,290,000	0%	\$0	not impacted	-	-	-	-	-
In lieu of tax payments	\$360,000	0%	\$0	not impacted	-	-	-	-	-
Meals tax	\$1,900,000	100%	\$1,900,000	Schedule XII	-	-	-	-	-
Hotel and motel taxes	\$2,500,000	100%	\$2,500,000	Schedule XII	-	-	-	-	-
<b>Charges for Services</b>									
Recreation	\$107,000	100%	\$107,000	not impacted	-	-	-	-	-
Other departments	\$1,506,150	0%	\$0	not impacted	-	-	-	-	-
Fees	\$704,400	0%	\$0	not impacted	-	-	-	-	-
Rental income	\$1,134,233	0%	\$0	not impacted	-	-	-	-	-
<b>Fines and Forfeitures</b>									
Court fines	\$75,000	0%	\$0	not impacted	-	-	-	-	-
Administrative fines and restitution	\$5,000	0%	\$0	not impacted	-	-	-	-	-
Library fines	\$125,000	0%	\$0	not impacted	-	-	-	-	-
Parking violation fines	\$1,390,000	25%	\$347,500	total service population	144,671	-	\$2.40	85	\$204
<b>Licenses and Permits<sup>8</sup></b>									
Inspection services	\$5,930,000	0%	\$0	not impacted	-	-	-	-	-
Other licenses and permits	\$1,077,425	0%	\$0	not impacted	-	-	-	-	-
<b>Investment Income</b>	\$1,745,064	0%	\$0	not impacted	-	-	-	-	-
<b>Special Assessments</b>	\$50,000	0%	\$0	not impacted	-	-	-	-	-
<b>Miscellaneous Local Revenues</b>	\$200,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total State and Federal Aid<sup>9</sup></b>									
Unrestricted general government aid	\$6,240,334	0%	\$0	not impacted	-	-	-	-	-
Other "cherry sheet" aid	\$219,569	0%	\$0	not impacted	-	-	-	-	-
Other State and Federal aid	\$1,660,000	0%	\$0	not impacted	-	-	-	-	-
<b>Total Interfund Transfers</b>	\$4,986,700	0%	\$0	not impacted	-	-	-	-	-
<b>Total Fund Balance to Support Budget</b>	\$1,904,936	0%	\$0	not impacted	-	-	-	-	-
<b>Grand Total General Fund</b>	<b>\$405,502,878</b>						<b>\$2.40</b>		<b>\$204.17</b>

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<sup>1</sup>Not all sources of revenues are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY20 Budget*. Revenues do not match expenses due to the omission of school revenues.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted.

<sup>4</sup>Method of apportioning revenues: Per resident revenues are calculated by taking current revenues and apportioning them among current resident population. Total service population revenues are calculated by taking current revenues and apportioning them among the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents the current service factor to City as a result of existing development. See Schedule XI.

<sup>7</sup>Represents total increase in revenues as a result of existing development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Assumes one-time licenses and permits revenues will be offset by corresponding one-time expenses. As a result, the line items are not impacted.

<sup>9</sup>Excludes Chapter 70 school aid. There are no existing student impacts related to the current development as all development is commercial.

***Riverside  
Newton, Massachusetts***

**Schedule XIV: Existing Fire and Police Annual Expenses**

	Fire and Rescue	Police Department	<b>Total</b>
City of Newton FY20 budget allocation <sup>1</sup>	\$24,278,794	\$22,804,753	-
Current Newton total service calls <sup>2</sup>	10,285	46,000	-
Expenses per total service call	\$2,360.60	\$495.76	
Projected increase in total service calls <sup>3</sup>	10	24	-
Expenses per service call	\$2,360.60	\$495.76	-
<b>Projected annual increase in expenses</b>	<b>\$24,730</b>	<b>\$11,892</b>	<b>\$36,622</b>

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<sup>1</sup>Based on information provided in *City of Newton FY20 Budget*.

<sup>2</sup>See Schedule VIII.

<sup>3</sup>See Appendix E-3, Tables 3 and 4.

**Riverside**  
**Newton, Massachusetts**

**Schedule XV: Additional Existing Expenses to City of Newton - Annual**

Annual Expenditures <sup>1</sup>	Current City Expenses <sup>2</sup>	Percent Impacted <sup>3</sup>	Adjusted Current City Expenses <sup>3</sup>	Basis for Projecting Expenses <sup>4</sup>	Current City Service Factors <sup>5</sup>	Expenditures by Factor		Total Additional Expenditures <sup>7</sup>
						Total Serv. Pop.	Estimated Service Factor <sup>6</sup>	
<b>General Government<sup>8</sup></b>								
City Clerk/Clerk of the Board	\$2,053,027	0%	\$0	not impacted	-	-	-	-
Executive	\$1,035,681	0%	\$0	not impacted	-	-	-	-
Comptroller/Insurance	\$1,334,582	0%	\$0	not impacted	-	-	-	-
Purchasing/General Services	\$541,147	0%	\$0	not impacted	-	-	-	-
Assessing	\$1,240,262	0%	\$0	not impacted	-	-	-	-
Treasury and Collection	\$1,313,129	0%	\$0	not impacted	-	-	-	-
City Solicitor/Judgment & Settlements	\$1,982,505	0%	\$0	not impacted	-	-	-	-
Human Resources	\$1,042,387	0%	\$0	not impacted	-	-	-	-
Information Technology	\$1,884,222	0%	\$0	not impacted	-	-	-	-
Financial Information Systems	\$488,012	0%	\$0	not impacted	-	-	-	-
Planning & Development	\$1,991,198	0%	\$0	not impacted	-	-	-	-
Public Buildings	\$5,104,264	0%	\$0	not impacted	-	-	-	-
Police	\$22,804,753	0%	\$0	Schedule XI	-	-	-	-
Fire	\$24,278,794	0%	\$0	Schedule XI	-	-	-	-
Inspectional Services	\$1,751,338	0%	\$0	not impacted	-	-	-	-
Public Works	\$26,296,758	0%	\$0	not impacted	-	-	-	-
Health and Human Services	\$4,445,035	0%	\$0	not impacted	-	-	-	-
Senior Services	\$783,873	0%	\$0	not impacted	-	-	-	-
Veteran Services	\$244,503	0%	\$0	not impacted	-	-	-	-
Newton Public Library	\$5,930,819	0%	\$0	not impacted	-	-	-	-
Parks and Recreation	\$6,949,497	0%	\$0	not impacted	-	-	-	-
Newton History Museum	\$307,200	0%	\$0	not impacted	-	-	-	-
BANS Interest	\$140,000	0%	\$0	not impacted	-	-	-	-
Debt and Interest	\$24,488,102	0%	\$0	not impacted	-	-	-	-
Retirement	\$41,817,879	0%	\$0	not impacted	-	-	-	-
Budget Reserve	\$500,000	0%	\$0	not impacted	-	-	-	-
Snow and Ice Reserve	\$3,000,000	0%	\$0	not impacted	-	-	-	-
Wage Reserve	\$2,746,626	0%	\$0	not impacted	-	-	-	-
State and County Assessments	\$6,466,476	0%	\$0	not impacted	-	-	-	-
<b>Transfers to Other Funds</b>								
Workers Compensation Fund - Municipal	\$800,000	0%	\$0	not impacted	-	-	-	-
Rainy Day Stabilization Fund	\$150,000	0%	\$0	not impacted	-	-	-	-
<b>Total current expenditures</b>	<b>\$193,912,069</b>					<b>\$0.00</b>		<b>\$0</b>

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<sup>1</sup>Not all expenditures are expected to be impacted.

<sup>2</sup>Based on information provided in *City of Newton FY20 Budget*. Expenses shown do not match revenues due to the omission of school expenses.

<sup>3</sup>Represents the percent by which the proposed increase is assumed to be impacted. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

<sup>4</sup>Method of apportioning expenditures: Total service population expenses are calculated by taking current expenses and apportioning them amount the current total service population (residents and employees).

<sup>5</sup>Represents current statistics for City. See Appendix A.

<sup>6</sup>Represents the current service factor to City as a result of existing development. See Appendix A.

<sup>7</sup>Represents total increase in expenditures as a result of existing development on an annual basis. Figures assume full build out and are expressed in current dollars.

<sup>8</sup>Excludes expenses relating to Newton Public Schools. Expenses related to schools and students are not impacted for existing development. Assumes general fund expenditures are not impacted as they are either expected to be offset by corresponding additional revenues or are negligible to corresponding departments.

**Riverside  
Newton, Massachusetts**

**Appendices**



**Riverside**  
**Newton, Massachusetts**

Appendix A: Revenues and Expenses to City of Newton (Allocation Factors)

City of Newton permanent population <sup>1</sup>	88,904
Newton residents employed in the city <sup>2</sup>	5,937
Non-resident workers <sup>2</sup>	49,830
Employee population equivalent <sup>3</sup>	49,830
Total service population <sup>4</sup>	144,671
Percent of newly created City of Newton employees assumed to live in City of Newton <sup>5</sup>	10.6%
Percent of newly created City of Newton employees assumed to live outside City of Newton <sup>6</sup>	89.4%
Service population rates	
Resident	1.00
Employee <sup>3</sup>	1.00
Proposed new rentals <sup>7</sup>	617
Vacancy rate <sup>8</sup>	5.0%
Occupied new households	586
Persons per household (renter occupied) <sup>9</sup>	2.21
Expected population increase <sup>10</sup>	1,295
Current students <sup>11</sup>	13,000
Projected student increase <sup>12</sup>	134
Total population increase	1,429
Projected new employees <sup>13</sup>	862
Projected new employee population equivalent <sup>3</sup>	862
Total new service population increase <sup>14</sup>	2,291
Projected new non-resident employees <sup>15</sup>	770
Projected new non-resident employee population equivalent <sup>3</sup>	770
Net service population increase <sup>16</sup>	2,199
Current Newton real property tax revenues (per \$1,000) <sup>17</sup>	\$356,892
Projected increase in Newton's real property tax revenues (per \$1,000) <sup>18</sup>	\$4,148

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<sup>1</sup>Source: U.S Census Bureau QuickFacts. Based on population estimates as of July 1, 2018.

<sup>2</sup>Source: OnTheMap, U.S. Census Bureau based on 2017 data.

<sup>3</sup>Service rate for employee is assumed to be same as resident population rate.

<sup>4</sup>Represents the total City permanent population plus the total employee population equivalent.

<sup>5</sup>Represents the total City employees assumed to live outside of City of Newton.

<sup>6</sup>Represents the total City permanent population plus the non-resident employee population equivalent.

<sup>7</sup>See Schedule I.

<sup>8</sup>See Schedule IV-A.

<sup>9</sup>Source: 2013-2017 American Community Survey 5-Year Housing Estimates for Newton City, Massachusetts.

<sup>10</sup>Represents total new occupied households multiplied by the persons per household.

<sup>11</sup>Represents the current student enrollment in citywide elementary, middle, and high schools for Fiscal Year 2019-2020. Source: Superintendent's Proposed Operating Budget Fiscal Year 2020.

<sup>12</sup>See Schedule IX.

<sup>13</sup>See Appendix B.

<sup>14</sup>Represents the total new employees of resident employee equivalents plus the expected population increase.

<sup>15</sup>Represents the total new employees multiplied by the percentage of employees assumed to live outside of Newton, MA.

<sup>16</sup>Represents the total new employees of non-resident employee equivalents plus the expected population increase.

<sup>17</sup>Based on information provided in *City of Newton FY20 Budget*. See Schedule X.

<sup>18</sup>See Schedule I.

***Riverside***  
***Newton, Massachusetts***

**Appendix B: Total Projected Employees - New Development**

Projected Employees - New Development	
<i>Retail</i>	
SF <sup>1</sup>	43,241
Employees per 1,000 SF <sup>2</sup>	2.40
<hr/>	
Sub-total retail employees	104
 <i>Office</i>	
SF <sup>1</sup>	243,388
Employees per 1,000 SF <sup>2</sup>	2.67
<hr/>	
Sub-total office employees	649
 <i>Hotel</i>	
Rooms <sup>1</sup>	150
Employees per room <sup>2</sup>	0.40
<hr/>	
Sub-total hotel employees	60
 <i>Apartment Management</i>	
Units <sup>1</sup>	617
Employees per unit <sup>2</sup>	0.08
<hr/>	
Sub-total apartment employees	49
<hr/>	
Total projected employees	862

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<sup>1</sup>See Schedule I.

<sup>2</sup>Jobs were calculated using IMPLAN software by IMPLAN Group LLC. Jobs shown represent full-time equivalent jobs. See Appendix D.

***Riverside***

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**Appendix C: Estimated Sales Data**

Development Type	Sales PSF <sup>1</sup>	Type of SF <sup>2</sup>	Adjusted Sales PSF	Avg. SF Per Store
<b><i>Retail</i></b>				
Men's Warehouse	\$411	Selling	\$308	5,642
Express	\$343	Gross	\$343	8,650
Panera Bread	\$302	Gross	\$302	4,500
Potbelly Sandwich Shop	\$436	Gross	\$436	2,300
J. Crew	\$540	Gross	\$540	6,200
New York & Company	\$372	Selling	\$279	5,125
GameStop	\$940	Gross	\$940	1,400
Foot Locker	\$504	Gross	\$504	2,500
Average sale PSF			\$397	
<b><i>Restaurant</i></b>				
BJ's Restaurant	\$649	Selling	\$487	8,100
Buffalo Wild Wings	\$491	Selling	\$368	6,100
Chipotle Mexican Grill	\$694	Selling	\$521	2,500
Red Robin	\$449	Selling	\$337	5,800
Average sale PSF			\$420	

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<sup>1</sup>Sales data based on 2017 Bizminer Sales Report (2016 sales).

<sup>2</sup>Adjusted sales per square foot assumes 75% of gross square footage as selling space.

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**Appendix D-1: Permanent Jobs and Indirect/Induced Impacts - Retail**

	<u>Total</u>
Retail square feet (total) <sup>1</sup>	43,241
Retail vacancy <sup>1</sup>	5%
Retail square feet (occupied) <sup>1</sup>	41,079
Sales per square foot <sup>2</sup>	\$397
Retail sales	\$16,312,780
Total retail jobs <sup>3</sup>	120
Full time equivalent factor <sup>4</sup>	0.8664
Total full time equivalent employees ("FTE")	104
Total FTE jobs per 1,000 square feet (total)	2.40
Total labor income <sup>5</sup>	\$3,398,458
Labor income to wage factor <sup>5</sup>	1.1821
Sub-total employee wages	\$2,874,927
Average retail income per FTE -- annual	\$32,743
Average retail wage per FTE -- annual	\$27,699
Multiplier for retail income <sup>3</sup>	1.5258
Total income	\$5,185,222
Indirect and induced income	\$1,786,765
Multiplier for retail jobs <sup>3</sup>	1.2371
Total jobs	148
Indirect and induced jobs	28
Multiplier for retail output <sup>3</sup>	1.7357
Total economic output	\$11,542,081
Direct output	\$6,649,817
Indirect and induced output	\$4,892,264

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<sup>1</sup>Based on projected development at full buildout. See Schedules I and IV-B.

<sup>2</sup>See Appendix C.

<sup>3</sup>Retail wages, jobs, and output were calculated using IMPLAN software by IMPLAN Group, LLC. The software calculates labor income and the number of jobs based on industry multipliers derived from National Income and Product Accounts data published by the U.S. Bureau of Economic Analysis. This data is then indexed to local industry data compiled by the U.S. Census Bureau. For ease of interpretation, multipliers are shown to illustrate the effects retail development within the Riverside development will have in the City of Newton. The multiplier for retail jobs is 1.2382, meaning that for each job at the development, 1.2382 jobs will be created in Newton, including the job at the development. Similarly, the multiplier for the retail wages is 1.1907, meaning that for every \$1.00 paid in retail wages at the development, \$1.1907 will be paid in Newton, including the \$1.00 at the development. The multiplier for retail output is 1.7357, meaning that for each dollar of retail economic activity at the development, the economic activity in Newton will be \$1.7357, including the \$1.00 at the development.

<sup>4</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC converts total jobs into total full-time equivalent employees ("FTE's").

<sup>5</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC converts total labor income into direct wages and salary.

***Riverside***  
***Newton, Massachusetts***

Appendix D-2: Permanent Jobs and Indirect/Induced Impacts - Office

	<u>Total</u>
Total office square feet <sup>1</sup>	243,388
Square feet per FTE office worker <sup>2</sup>	375
<hr/>	
Total full time equivalent employees ("FTE")	649
Full time equivalent factor <sup>3</sup>	0.9259
Total office jobs <sup>3</sup>	701
Total FTE jobs per 1,000 square feet	2.67
Total labor income <sup>4</sup>	\$50,254,265
Labor income to wage factor <sup>4</sup>	1.1737
Sub-total employee wages	\$42,815,410
Average office income per FTE -- annual	\$71,689
Average office wage per FTE -- annual	\$65,968
Multiplier for office income <sup>5</sup>	1.4387
Total income	\$72,298,701
Indirect and induced income	\$22,044,436
Multiplier for office jobs <sup>5</sup>	1.6270
Total jobs	1,056
Indirect and induced jobs	407
Multiplier for office output <sup>5</sup>	1.6801
Total economic output	\$134,677,963
Direct output	\$80,158,490
Indirect and induced output	\$54,519,473

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<sup>1</sup>Based on projected development at full buildout. See Schedule I.

<sup>2</sup>Source: *Building Owners and Managers Association International 2019 Office Experience and Exchange Reports* for office properties in the Massachusetts market.

<sup>3</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC converts total jobs into total full-time equivalent employees ("FTE's") and vice-versa.

<sup>4</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC converts total labor income into direct wages and salary.

<sup>5</sup>Existing office wages, jobs, and output were calculated using IMPLAN Group, LLC. Multipliers function in the same manner as new retail impacts.

***Riverside***  
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Appendix D-3: Permanent Jobs and Indirect/Induced Impacts - Hotel

	<u>Total</u>
Hotel rooms <sup>1</sup>	150
Average nightly room rate <sup>2</sup>	\$269
Average nightly occupancy <sup>2</sup>	67.9%
Hotel operating revenue	\$9,997,800
Total hotel service jobs <sup>3</sup>	66
Full time equivalent factor <sup>3</sup>	0.9086
Total full time equivalent employees ("FTE")	60
Total FTE jobs per room	0.40
Total labor income <sup>4</sup>	\$3,799,735
Labor income to wage factor <sup>4</sup>	1.1609
Sub-total employee wages	\$3,273,218
Average hotel income per FTE -- annual	\$63,078
Average hotel wage per FTE -- annual	\$54,338
Multiplier for hotel income <sup>5</sup>	1.5253
Total income	\$5,795,792
Indirect and induced income	\$1,996,057
Multiplier for hotel jobs <sup>5</sup>	1.6302
Total jobs	98
Indirect and induced jobs	32
Multiplier for hotel output <sup>5</sup>	1.5047
Total economic output	\$15,043,555
Indirect and induced output	\$5,045,755

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<sup>1</sup>Based on projected development at full buildout. See Schedule I.

<sup>2</sup>See Schedule IV.

<sup>3</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC, converts total jobs into total full-time equivalent employees ("FTE's").

<sup>4</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC, converts total labor income into direct wages and salary.

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**Appendix D-4: Jobs and Indirect/Induced Impacts - Apartment Management**

	<u>Total</u>
Total apartment units <sup>1</sup>	617
Apartment vacancy <sup>2</sup>	5%
Occupied apartment units	586
Annual rent per unit <sup>2</sup>	\$23,269
<hr/>	
Total apartment rental revenue	\$13,638,905
Total apartment management jobs <sup>3</sup>	53.7
Full-time equivalent factor <sup>4</sup>	0.9108
Total FTEs	49
Total FTE jobs per unit	0.08
Total labor income <sup>5</sup>	\$1,353,144
Labor income to wage factor <sup>5</sup>	1.1413
Sub-total employee wages	\$1,185,643
Average income per FTE -- annual	\$27,665
Average wage per FTE -- annual	\$24,241
Multiplier for apartment management income <sup>3</sup>	2.2225
Total income	\$3,007,345
Indirect and induced income	\$1,654,200
Multiplier for apartment management jobs <sup>3</sup>	1.5233
Total jobs	82
Indirect and induced jobs	28
Multiplier for apartment management output <sup>3</sup>	1.3196
Total economic output	\$17,997,849
Direct output	\$13,638,905
Indirect and induced output	\$4,358,944

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<sup>1</sup>See Schedule I.

<sup>2</sup>See Schedule IV-A.

<sup>3</sup>See Appendix D-1 to reference the impacts of the multipliers.

<sup>4</sup>Total jobs include all full-year employees, including part-time and full-time employees. The full time equivalent factor, provided by IMPLAN Group, LLC converts total jobs into total full-time equivalent employees ("FTE's").

<sup>5</sup>Total labor income includes wages and salary, benefits, payroll taxes, and proprietor's income. The labor income to wage factor, provided by IMPLAN Group, LLC converts total labor income into direct wages and salary.

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**Appendix E-1: Fire and EMS Calls - Average Calls (New Development)**

	Historical Fire and EMS Calls <sup>1</sup>					Square Feet/Units <sup>2</sup>	Historical Fire and EMS Calls (per 1,000 Square Feet/Unit)					Average Historical
	2014	2015	2016	2017	2018		2014	2015	2016	2017	2018	Calls per 1,000 Square Feet/Unit
<b>Development:</b>												
<i>Retail addresses</i>												
230 Needham St	2	3	5	2	6	34,460	0.0580	0.0871	0.1451	0.0580	0.1741	0.1045
244 Needham St	10	14	20	19	14	31,925	0.3132	0.4385	0.6265	0.5951	0.4385	0.4824
170 Needham St	1	0	3	1	2	7,174	0.1394	0.0000	0.4182	0.1394	0.2788	0.1951
Weighted average call per square feet/unit												0.2773
<i>Office addresses</i>												
300 Washington St	2	10	7	6	4	143,068	0.0140	0.0699	0.0489	0.0419	0.0280	0.0405
2221-2227 Washington St	2	2	2	4	8	46,938	0.0426	0.0426	0.0426	0.0852	0.1704	0.0767
2150 Washington St	3	2	4	2	4	32,169	0.0933	0.0622	0.1243	0.0622	0.1243	0.0933
Weighted average call per square feet/unit												0.0558
<i>Hotel addresses</i>												
2345 Commonwealth Ave	33	44	41	53	35	293,195	0.1126	0.1501	0.1398	0.1808	0.1194	0.1405
Weighted average call per square feet/unit												0.1405

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<sup>1</sup>Provided by the developer and based on information received from interviews with the fire department based on actual calls received at sample comparable properties from 2014-2018.

<sup>2</sup>See Schedule III-B.



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**Newton, Massachusetts**

Appendix E-2: Police Calls - Average Calls (New Development)

	Historical Police Calls <sup>1</sup>			Square Feet/Units <sup>2</sup>	Historical Police Calls (per 1,000 Square Feet)			Average Historical
	2016	2017	2018		2016	2017	2018	Calls per 1,000 Square Feet
<b>Development:</b>								
<i>Retail addresses</i>								
230 Needham St	10	6	13	34,460	0.2902	0.1741	0.3772	0.2805
244 Needham St	41	38	41	31,925	1.2843	1.1903	1.2843	1.2529
170 Needham St	6	4	13	7,174	0.8364	0.5576	1.8121	1.0687
Weighted average call per square feet								0.7794
<i>Office addresses</i>								
300 Washington St	44	46	29	143,068	0.3075	0.3215	0.2027	0.2773
2150 Washington St	17	12	13	32,169	0.5285	0.3730	0.4041	0.4352
Weighted average call per square feet								0.3063
<i>Hotel addresses</i>								
2345 Commonwealth Ave	102	106	75	293,195	0.3479	0.3615	0.2558	0.3217
Weighted average call per square feet								0.3217

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<sup>1</sup> Provided by the developer and based on information received from interviews with the police department based on actual calls received at sample properties from 2016-2018.

<sup>2</sup> See Schedule III-B.

