

3.9 Socioeconomic

This section of the DEIS examines the existing socioeconomic conditions within the Town of Carmel, Putnam County, and the surrounding region, and evaluates the effects that the proposed development will have on these conditions.

The proposed project is expected to result in both short- and long-term economic benefits to the Town of Carmel, Putnam County and the region in the form of property and sales taxes, long term employment, in addition to construction labor and construction materials sales. Both construction and operational fiscal impacts are detailed below, followed by an economic impact analysis.

3.9.1 Existing Demographic Conditions

Existing Conditions

Population

At the time of the 2000 Census, the Town of Carmel had a population of 33,006. Putnam County had a population of 95,745, with the population in the Town of Carmel accounting for just over one-third of the County's total. Between the 2000 census and April 2007, the Town of Carmel experienced a 4.2 percent increase in population and Putnam County experienced a 3.9 percent increase in population. The changes are reported in the Annual Estimates of the Population for Minor Civil Divisions in New York by the Population Division, U.S. Census Bureau. Table 3.9-1 shows the changes that are estimated to have taken place between 2000 and 2007 in the Town and County.

Table 3.9-1 Population Growth, Town of Carmel and Putnam County 2000 to 2007				
Area	Population		Change	
	April 1, 2000	July 1, 2007	Number	Per Cent
Town of Carmel	33,006	34,384	1,378	4.2%
Putnam County	95,745	99,489	3,744	3.9%
Prepared by: Tim Miller Associates, Inc., 2009, based on data from the US Census Bureau, Table 5, Annual Estimates of the Population for Minor Civil Divisions in New York.				

The annual changes in population and the percentage change from the previous year are shown in Table 3.9-2. These estimates use July 1, 2000 as the base year and are slightly different from the totals above. Annual estimates show single year population increases as high as 1,230 (1.3 percent) in Putnam County and 537 (1.6 percent) in the Town of Carmel. These estimated changes occurred in the year ending July 1, 2002. During the 12 months ending July 1, 2006, there were estimated declines in the populations of both the County and the Town. The declines were less than 0.2 percent.

**Table 3.9-2
Annual Population Estimates
for Putnam County and the Town of Carmel**

Area	July 1, 2007	July 1, 2006	July 1, 2005	July 1, 2004	July 1, 2003	July 1, 2002	July 1, 2001	July 1, 2000
Putnam County	99,489	99,285	99,442	99,370	98,849	98,257	97,027	96,069
Annual Change	204	-157	72	521	592	1,230	958	-
Percent Change	0.21%	-0.16%	0.07%	0.53%	0.60%	1.27%	1.00%	-
Carmel Town	34,384	34,291	34,347	34,299	34,252	33,980	33,443	33,125
Annual Change	93	-56	48	47	272	537	318	-
Percent Change	0.27%	-0.16%	0.14%	0.14%	0.80%	1.61%	0.96%	-

Prepared by: Tim Miller Associates, Inc., 2009, based on data from the US Census Bureau, Table 5, Annual Estimates of the Population for Minor Civil Divisions in New York.

A proprietary source of demographic data was also used in this analysis. Nielsen Claritas, a Nielsen Company, provided Site Reports on both the Town of Carmel and Putnam County. The data from Claritas includes both current estimates (2008) and projections to the year 2013. When Nielsen Claritas data is referenced in this document, it is noted as 'Claritas' data.

The Claritas 2008 estimates of population and the projections to 2013 for Putnam County and the Town of Carmel are shown in Table 3.9-3. The 2008 population estimates by Claritas are generally consistent with the Census estimates, although the increase in population estimated by Claritas in 2008 is somewhat higher. Overall, the Claritas estimated percentage growth from 2000 to 2008 is 5.6 percent for the County and 5.7 percent for the Town. The Census showed 3.9 percent growth for the County and 4.2 percent growth for the Town for the 2000 through 2007 period.

For the period 2008 through 2013, Claritas projects growth of 2.6 percent for both the Town and the County. By 2013, the population of the Town of Carmel is projected to represent 34.5 percent of the total County population. This share of the total County population is consistent with historic patterns and represents the same percentage share reported in the 2000 US Census.

Starting with the 2008 population numbers for the Town of Carmel and the County of Putnam, the population growth rate of 2.6% over five years was employed to estimate the population for the years 2016 (project completion) and 2025. These estimates are also included in Table 3.9-3.

Table 3.9-3 Projected Population Growth Town of Carmel and Putnam County (2008 to 2025)			
Area	Population	Change from 2008	
		Number	Percent
Town of Carmel			
2008	34,872	-	-
2013	35,790	907	2.6
2016	36,323	1,451	4.2
2025	37,955	3,083	8.8
Putnam County			
2008	101,114	-	-
2013	103,742	2,628	2.6
2016	105,320	4,206	4.2
2025	110,052	8,938	8.8

Prepared by Tim Miller Associates, Inc.
Based upon data from Nielsen Claritas, A Nielsen Company

Age, Race, and Income Characteristics

According to the Claritas data, the 2008 median age for the County's population is 39.6 years, while the average age is 38.4. In 2013, the median age is projected to be 41.4 years. The population of Putnam County is older than that of the nation as a whole. Nationally, the 2008 median age is estimated to be 36.7 years, with an average age of 37.5 years. In 2013, the median age for the nation is projected to be 37.6 years, almost four years younger than in the County.

For the Town of Carmel, Claritas estimates the current median age to be 39.1 years, while the average age is 38.1. In 2013, the median age is projected to be 40.6 years in the Town. As with the County, the population of the Town is older than that of the nation as a whole.

More than 90 percent of the County and Town populations are categorized as "White Alone". In the County, 2.6 percent are "Black or African American Alone", while 1.7 percent of the Town's population fall into this category. There is about a 10 percent Hispanic or Latino population in both the County and the Town.

The 2008 average household income in the County is estimated by Claritas to be \$104,118. For the Town, the average household income is estimated at \$106,848. By 2013, the average household income is projected to be \$116,645 for the County and \$119,587 for the Town. The increase for the County is expected to be 12 percent over the next five years and 11.9 percent is expected for the Town. The Town of Carmel's per capita income is roughly the average per capita income for the six municipalities (Carmel, Kent, Philipstown, Patterson, Southeast and Putnam Valley) in Putnam County according to various sources.¹ The median household income for Carmel is higher than the average of the median household incomes for the six Towns of Putnam County based on information from various sources.²

The 2008 per capita income for the Town of Carmel is estimated to be \$35,533. For the County, the current estimated per capita income is \$36,247. The 2008 national per capita income is estimated by Claritas to be \$25,933.

¹ Sources: www.city-data.com and realestate.nytimes.com.

² Sources: www.city-data.com, realestate.nytimes.com and www.epodunk.com.

School Age Population

According to the Claritas estimates for 2008, there are 18,333 children in the County who are between the ages of 5 and 17 years. This represents 18.1 percent of the population of the County. In the Town of Carmel, Claritas estimates 6,469 children in the 5 to 17 age category. This is 18.6 percent of the current population. The Town of Carmel has 35.3 percent of the County's total school age population.

Senior Population

For purposes of this study, the senior population is defined as age 65 and over. The Claritas estimates of 2008 population show 11,406 seniors living in the County. This represents 11.3 percent of the total population of Putnam County. In the Town of Carmel, the 2008 population aged 65 and over is estimated to be 3,988, or 11.4 percent of the total population. Carmel has 35.0 percent of the County's senior population.

Other General Demographic, Economic, Social and Housing Characteristics (Census)

Additional existing condition information on the general demographic, economic, social, and housing characteristics for the Town of Carmel and Putnam County from the 2000 U.S. Census can be found in Appendix J of this DEIS. The Census Fact Sheets include information on 37 characteristics in these four categories including resident's age, sex, race, relationship to owner, employment status, commuting data, occupation, income, poverty status, educational attainment, marital status, veteran status, disability status, nativity and place of birth, ancestry, year of construction (housing), number of units in structure, number of rooms in unit, heating fuel, value, mortgage status and rental rate. The information provided is from the 2000 Census. The Census is conducted every 10 years; 2010 being the next census taking year. As the data presented herein is nine years old changes will have occurred across all 37 characteristics.

Potential Impacts

The proposed development will contain 480 residential dwelling units. Of these, 300 will be condominium residences and 180 will be rental units. For-sale units are projected to be priced at \$375,000 and above. The rental units will have a monthly rental starting at \$1,800. The 300 for-sale units will be located within the area to be known as Union Heights. The rental units will be located within the Main Street Village portion of Union Place.

Population estimates for the proposed development have been made using the Rutgers University, Center for Urban Policy Research, Residential Demographic Multipliers monograph issued in June 2006. This document provides a wide range of multipliers that are based on residential structure type, number of bedrooms, dwelling unit value and tenure for use in estimating the number of people that can be expected to occupy new housing. The Rutgers study provides a more comprehensive array of multipliers and is more recent than other sources used to calculate populations including those offered by the Urban Land Institute (ULI). It should be noted that the research conducted for the Rutgers University, Center for Urban Policy Research, 2006 study was based upon research conducted by noted practitioners Burchell and Listokin, who also conducted the research for the 1994 data published by ULI.

Under the Proposed Action, all of the proposed residences are to be two-bedroom units. This type of unit typically attracts empty-nesters, singles and small families who would have few, if

any, children. Using the appropriate multipliers from the Rutgers study, the total estimated population for the proposed development at full buildout is 1,031 persons; less than three percent of the Town's projected population and less than one percent of the County's projected population at build out (2016). Of these, 85 would be school age children and 177 would be seniors. Refer to Table 3.9-4 for the population estimates resulting from the Proposed Action.

Table 3.9-4							
Population Estimates for the Proposed Action							
Housing Unit Type	# of Units	Total Persons Multiplier	Total Persons	SAC Multiplier	SAC	Seniors Multiplier	Seniors (Age 65+)
Flats	64	1.88	121	0.14	9	0.28	18
Townhouses	110	2.09	230	0.14	16	0.47	52
Cottages	126	2.09	264	0.14	18	0.47	60
Apartments	180	2.31	416	0.23	42	0.26	47
TOTAL	480	-	1,031	-	85	-	177

* SAC = School Aged Children.
Sources: Multipliers are from Rutgers University, Center for Urban Policy Research, Residential Demographic Multipliers, Estimates of the Occupants of New Housing, 2006. Specifically, Flats = 5+ Units-Own/2 BR/More than \$329,500; Townhouses = Single Family Attached/2 BR,/More Than \$194,500; Cottages =Single Family Attached/2 BR,/More Than \$194,500. Apartments = 5+ Units-Rent/2 BR/More Than \$1,100.
Prepared by: Tim Miller Associates, Inc., 2009.

If the buildout of the proposed development occurs over a five year period, the annual average increase in the population of the Union Place community would be approximately 207 persons. There would be roughly 17 school age children and nearly 36 seniors added to the resident population annually through that five year period.

The addition of 85 school age children to the population of the County would not have a significant impact on the Mahopac Central School District, as confirmed by the Assistant Superintendent for Business, David Chapman. It is possible that some of these children may already be attending schools in the District. The addition of 17 children to the school system annually should be a manageable number since this would represent approximately 1.3 children per grade.

The Rutgers study also provides multipliers for calculating school aged children in public schools (Public School-Age Children - PSAC). Based on a multiplier of 0.05 for the Flats, 0.11 for the Townhouses and Cottages and 0.16 for the apartments, the number of PSAC that would be expected to reside in the proposed development would be 60. This leaves 15 school-age children to attend private and parochial schools. Based on this further breakdown of children entering the school district the impacts on the public schools would be less than that noted previously and the tax benefits would be greater.

The increase of 177 persons in the senior population would be less than two percent of the total population of the County. The estimate of seniors who would reside in the proposed development is equal to 17 percent of the total estimated population of the development. Current estimates of population by age show only 11 percent of the total population at age 65 and over. The higher percentage of seniors anticipated for the development reflects the Rutgers demographic multipliers for two bedroom units and an aging population in general.

Other General Demographic Characteristics

The proposed development will offer a variety of housing options, a broad spectrum of employment opportunities, a mix of services and shopping outlets (all of which are expected to represent what is currently available, to some extent, across the Town and County) within walking distance of each other. In addition, the change in population resulting from the development, estimated at 1,031 individuals, represents an increase of less than three percent of the Town's projected population and less than one percent of the County's projected population at the time of project completion. As a result, the Applicant anticipates Union Place will have little effect on the 37 demographic characteristics included in the U.S. Census Fact Sheets (Appendix J).

The Proposed Action will add housing units to the Town and County, the type that is currently underrepresented in the area. This increase in the number of underrepresented units will effect all of the Housing Characteristic categories including household type (more rentals and multifamily residences), housing occupancy (occupied versus vacant), housing tenure (owner versus renter occupied), and length in residence (average years in residence will decrease), the change is not expected to result in negative impacts to the Town or County.

As with any change in population, the individuals that move into the Union Place housing units will likely result in changes to the data in all the categories under the demographic, economic and social characteristic headings. For the reasons noted above, these changes are not anticipated to result in significant negative impacts and in at least some cases the change may be viewed as positive. Regardless of the numeric value of the changes to each of the demographic, social and economic categories resulting from the Proposed Action, the differences, when considered as a percentage of the whole, will be small if not negligible. For example, the percentage of marital status (never married, married, separated, widowed, divorced) and disability status (total number of disabled versus those without a disability) would not be expected to change considerably. The same holds true for the ancestry, educational attainment, and region of birth categories.

Note, alterations to the employment, income and school enrollment categories arising from the Proposed Action are addressed separately in this chapter.

Mitigation Measures

The population increases for the proposed development are not anticipated to have significant impacts. Impacts resulting from the project related increase in population, including school children, would be offset by the increased tax revenues to the taxing jurisdictions (i.e. Town, County, State, school district, etc.). As noted below, the Mahopac Central School District would realize an estimated \$5.7 million dollars annually in taxes from the Proposed Action. Therefore, no mitigation measures are proposed. Refer to Section 3.8 for documentation of the potential impacts and mitigation measures associated with the proposed project and community service providers.

3.9.2 Taxes

As shown below, the proposed project is projected to have a positive economic impact on the Town of Carmel and Putnam County. Overall tax revenues (sales and property) of approximately \$21.9 million annually would be generated by the proposed development. Of this

amount, Putnam County would receive combined annual tax (sales and property) revenues of approximately \$7.4 million. The Mahopac Central School District would receive approximately \$5.7 million and the Town of Carmel would receive approximately \$945,030 million in annual property taxes. Sales taxes for New York State would be expected to total \$6.7 million annually with the remainder of sales taxes for the Metropolitan Commuter Transportation District (MCTD) expected to total approximately \$628,425.

Existing Conditions

The current assessed valuation of the project site totals \$3,650,700. Assessed value by Tax Parcel is shown in Table 3.9-5. Figure 3.6-2 depicts the tax parcels.

Table 3.9-5			
Existing Property Tax Assessment by Parcel			
Parcels	Assessed Value*	Acres	Tax Map Number
Parcels 1 and 2	\$400,000	186.99	86.6-1-4
Parcel 3	\$600,000	70.00	75.19-1-1.12
Parcel 4	\$600,000	12.90	86.11-1-1
Parcel 5A	\$1,169,100	30.83	86.10-1-2
Parcel 5B	\$58,600	0.50	86.10-1-3
Parcel 6	\$823,000	1.00	86.14-1-7
Total	\$3,650,700	302.22	

* Taxable Values for the taxing districts identified in Table 3.9-5 are the same as the Assessed Values above with the following exceptions:
 Parcels 1 and 2: Fire #1 = \$392,000; Fire #2 = \$8,000; Mahopac Light = \$8,000
 Parcel 5A: Mahopac Light = \$21,380
 Source: Town of Carmel Tax Receiver, 11/25/2009.
 Prepared by: Tim Miller Associates, Inc., 2010.

The amount of existing taxes paid to each of the various taxing districts based on this assessed value is provided in Table 3.9-6. The net annual property taxes currently generated by the project site are \$175,040. The existing site has generated property tax revenues to the Putnam County, Town of Carmel, the Mahopac Central School District, and the Mahopac and Mahopac Falls Fire Districts for many years without incurring any notable costs to these local service providers.

Table 3.9-6 Existing Annual Property Taxes Generated By Project Site			
Taxing Jurisdiction	Tax Rate Per \$1000	Applies to Parcel Number	Existing Taxes
Fire District #1 Mahopac Falls	1.000143	All Except 3*	\$2,752.71
Fire District #2 Mahopac	1.541942	1, 2 and 3**	\$869.66
Town of Carmel	6.050919	All	\$20,554.91
County of Putnam	4.565489	All	\$16,166.47
Mahopac School District	35.679059	All	\$130,253.55
Library	1.108586	All	\$4,047.11
Mahopac Lighting District	0.250019	All Except 3*	\$377.77
Croton Falls Lighting District	0.030068	3*	\$18.00
Total			\$175,040.18
Based on 2010 tax rates for all taxing jurisdictions (2009-2010 School Tax Rate) and the Taxable Values from Table 3.9-5.			
* Parcel #3 is located in Fire District #2 and the Croton Falls Lighting District and not in Fire District #1 or the Mahopac Lighting District.			
** Parcels 1 and 2 are located in both Fire District #1 and Fire District #2.			
Source: Town of Carmel Tax Receiver, 2/3/2010.			
Prepared by: Tim Miller Associates, Inc., 2010.			

Per capita costs of providing municipal services

An estimate of costs incurred by the Town of Carmel associated with the residential portion of the proposed development may be provided by obtaining a reasonably accurate composite of current taxpayer costs on a per capita basis and multiplying this amount by the anticipated population of the proposed project.

The Town of Carmel's overall budget to be raised by the tax levy is divided into two parts, general expenditures and highway expenditures, resulting in a total budget of \$15,889,855.³ The per capita cost is determined by dividing the population into the amount of general expenditures raised by the tax levy.

In this case, the 2010 total budget for the Town of Carmel to be raised by the tax levy amounts to \$15,889,855. Dividing this amount by the 2008 estimated population of the Town of 34,872 provides an estimate of per capita municipal costs of \$456⁴.

Potential Impacts

Property Taxes after development

Future market value is defined as land value plus costs spent on improvements (construction costs) plus soft costs related to completing the SEQRA, site plan, subdivision, reviews, which includes engineering costs. Construction costs are calculated to range between \$359 and \$397 million. These values are based on the square foot price ranges for core and shell hard costs presented in Table 3.9-7. These ranges do not include site work costs, soft costs, contingencies or escalation of costs over time.

³ Source: Town of Carmel 2010 budget - \$15,889,855. The budget for the Town's general expenditures is \$9,999,134 whereas the highway budget is \$5,890,721.

⁴ Sources: Total municipal property tax revenue of \$15,889,855 - based on Town of Carmel 2010 budget; Population of 34,872 - based on data from 2008 Nielsen Claritas, A Nielsen Company.

Table 3.9-7 Construction Cost Ranges by Use Type		
Use Type/Square Footage	Construction Cost per Square Foot	Construction Cost by Use Type
Large Format Retail Space/263,000	\$100 to \$125	\$26,300,000 to \$32,875,000
Small Format Retail Space/240,000	\$125 to \$135	\$30,000,000 to \$32,400,000
Professional Office Space/125,000	\$165 to \$175	\$20,625,000 to \$21,875,000
Corporate Office Space/350,000	\$150 to \$160	\$52,500,000 to \$56,000,000
Hotel/65,600	\$200 to \$225	\$13,120,000 to \$14,760,000
Residential Rental Units/315,000	\$225 to \$250	\$70,875,000 to \$78,750,000
Residential For-sale Units/583,100	\$250 to \$275	\$145,775,000 to \$160,352,500
Total Construction Cost		\$359,195,000 to \$397,012,500
Sources: Construction per Square Foot Costs from Street-Works, LLC, 2009. Square footage from Insite Engineering, Surveying & Landscape Architecture, P.C. 2009. Prepared by: Tim Miller Associates, Inc., 2009.		

Soft costs are estimated at \$ 2.5 million. This is based on other large scale projects advanced by the Applicant in Putnam County. The total of land, construction and soft costs yields a future market value for the Proposed Action of approximately \$174 million.

An equalization rate was applied to the future market value to arrive at the future taxable value. "Equalization seeks to measure the relationship of locally assessed values to an ever-changing real estate market. Each year, ORPS (Office of Real Property Services) calculates equalization rates for each of the state's more than 1,200 assessing units. Equalization is necessary in New York State because: (1) there is no fixed percentage at which property must be assessed; (2) not all municipalities assess property at the same percentage of market value; and (3) taxing jurisdictions, such as most school districts, do not share the same taxing boundaries as the cities and towns that are responsible for assessing properties.

In New York State each municipality is authorized to assess at market value or some fraction of market value. A level of assessment (LOA) of 50 percent means that assessments are at half of market value; an LOA of 100 percent means a community is assessing at 100 percent of market value. Regardless of the LOA chosen by a municipality, all of the assessments in the municipality are required by law to be at a uniform percentage of market value.

Equalization rates are the state's measure of each municipality's LOA. Each local assessor is required by law to state the municipal LOA on each year's assessment roll. The state determines the equalization rate by analyzing the locally stated LOA. In accordance with national standards, ORPS reviews the work of the assessor and determines whether the stated LOA is within adequate tolerances to be used as the equalization rate. If certain criteria are met, the LOA becomes the rate. In municipalities where ORPS cannot accept or confirm the LOA, ORPS uses its own independent estimate of total market value to compare to the total assessed value.

The Real Property Tax Law requires that annual State equalization rates be established for each county, city, town and village. Equalization rates are calculated each year to reflect that year's assessment roll and current market values for each assessing Unit." ⁵ The equalization

⁵ Office of Real Property Services website as of 12/1/09. <http://www.orps.state.ny.us/pamphlet/under_eqrates.htm>

rate can and often does change from year to year. An interview with the Town of Carmel Tax Assessor indicated the applicable equalization rate is projected to be 57.5 percent⁶

Based on the projected equalization rate of 57.5 percent, the total projected future assessed valuation (future taxable value) is approximately \$272 million. The future taxable value of the proposed project would be approximately \$156 million.

Based on this future assessed value, projected property and school tax revenues from the proposed project would be approximately \$7.8 million annually, representing an annual net increase of roughly \$7.7 million. Of this, approximately \$5.7 million would go to the Mahopac Central School District, annually. Refer to Table 3.9-8 for a presentation of this information in tabular format.

The projected revenues presented are based on 2010 tax rates (2009-2010 School District tax rates). These rates are likely to increase over time. Table 3.9-8 shows the historical trend in tax rate increases in the Town of Carmel since 1997.

Table 3.9-8														
Tax Rates Since 1997														
Mahopac School District Tax Rates														
Year	96/97	97/98	98/99	99/00	00/01	01/02	02/03	03/04	04/05	05/06	06/07	07/08	08/09	09/10
Rate	19.23	19.08	19.27	19.92	21.75*	23.65*	25.89*	27.94*	30.65*	33.27*	33.67*	34.16*	35.45*	36.79*
Town of Carmel Tax Rates														
Year	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Rate	4.32	4.44	4.43	4.43	4.43	4.43	4.43	4.42	4.51	4.61	4.98	5.33	5.63	6.05
County of Putnam Tax Rates														
Year	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Rate	3.02	2.99	0.00	2.81	2.80	2.84	2.94	2.93	2.76	3.05	3.62	4.44	4.43	4.57
Source: Town of Carmel Tax Assessor's Office, 12/16/09.														
*Rate includes library.														
Prepared by: Tim Miller Associates, Inc., 2010.														

Table 3.9-9 shows the existing property taxes paid on the project site, the property tax revenues that are projected to be generated when the proposed development is fully built and occupied and the net increase in tax dollars to each of the taxing jurisdictions.

⁶ Interview with Town Tax Assessor, Paul Jonke on December 18, 2009

Table 3.9-9 Existing and Projected Annual Property Taxes Generated by the Project Site				
Taxing Jurisdiction	Tax Rate Per \$1000	Existing Taxes*	Projected Taxes	Net Increase
Fire District #1 Mahopac Falls	1.000143	\$2,752.71	\$156,202	\$153,449.00
Fire District #2 Mahopac	1.541942	\$869.66	\$240,820	\$239,950.00
Town of Carmel	6.050919	\$20,554.91	\$945,030	\$924,475.00
County of Putnam	4.565489	\$16,166.47	\$713,036	\$696,869.00
Mahopac Central School District	35.679059	\$130,253.55	\$5,572,338	\$5,442,085.00
Library	1.108586	\$4,047.11	\$173,138	\$169,091.00
Mahopac Lighting District	0.250019	\$377.77	\$39,048	\$38,670.00
Croton Falls Lighting District	0.030068	\$18.00	\$4,696	\$4,678.00
Total		\$175,040	\$7,844,308	\$7,669,268.00
Based on 2010 tax rates for all taxing jurisdictions (2009-2010 School Tax Rate) and a projected market value of approximately \$272 million. * Taken from Table 3.9-5. Source: Town of Carmel Tax Receiver. Prepared by: Tim Miller Associates, Inc., 2010				

Other Taxes After Development

The total projected sales revenues for the commercial portion of the Union Place project are estimated at approximately \$168 million annually.⁷ Refer to Appendix J, for the calculations pertaining to projected sales per square foot of the retail portion of the proposed development. The range of average sales per square foot for the commercial uses proposed at Union Place was estimated based on data obtained from the Urban Land Institute (ULI) and the American Hotel and Lodging Association.⁸ These average sales were inflated to 2008 dollars in order to project current annual sales for the commercial portion of the proposed development.⁹ This portion of Union Place would be considered a regional shopping center for it would provide general merchandise, apparel, furniture, and home furnishings in depth and variety, as well as range of services...¹⁰ These ranges were then compared to the projections for other large scale retail projects in Putnam County. Data from the American Hotel and Lodging Association was used to project the sales tax from the proposed Hotel.

⁷ Sources: Insite Engineering, 2009 - In order to calculate the sales tax of the commercial development, the square footage of each proposed use type, as a percentage of the total square footage, was calculated. The results are as follows: Commercial = (558,600 square feet (SF)/1,931,700SF) =29 %; Office = (475,000SF/1,931,700SF) =25%; Residential =(898,100/1,931,700) =46%. Square footages were derived using gross building areas.

⁸ Sales per SF Sources and Categories: Retail Uses: Urban Land Institute, Dollars and Cents of Shopping Centers/Score 2006, 2006.; Hotel Uses and Category: "2008 Lodging Profile." American Hotel and Lodging Association, 2008. 20 November 2008. <<http://www.ahla.com>>.

⁹ Inflation Sources: An inflation rate of 7.01 percent was used to inflate the 2006 median sales per SF 2008 (inflationdata.com; obtained - 4 February 2010); An inflation rate of 2.72 percent was used to inflate the 2007 median sales per SF to 2008 (inflationdata.com; obtained - 4 February 2010).

¹⁰ Source: The Urban Land Institute's Dollars and Cents of Shopping Centers/Score - 2006.

As stated, the total projected sales expected from the commercial portion of the proposed development, would be approximately \$168 million. Applying the 8.375 percent sales tax to the proposed commercial uses, future sales tax revenues generated from the proposed development, would be approximately \$14.0 million. See Table 3.9-10, for details.

According to the New York State Department of Taxation and Finance and Putnam County Finance Department, sales tax revenues derived from the tax collected at the Union Place project would be allocated as documented in Table 3.9-10.

Table 3.9-10		
Tax Revenues from Projected Annual Sales		
Jurisdiction	Tax Rate	Annual Sales Tax Based 2009 Data (ULI)
New York State	4.0%	\$6,703,200
Putnam County	4.0%*	\$6,703,200
Metropolitan Commuter Transportation District (MCTD)	0.375%	\$628,425
	TOTAL	\$14,034,825
<small>* The Putnam County Sales Tax was increased from 3.5% to 4.0% on September 1, 2007. Prepared by: Tim Miller Associates, Inc., 2010.</small>		

Of the approximately \$14.0 million in sales tax revenue that could be generated to the aforementioned taxing agencies, at 4.0 percent, Putnam County and New York State would each realize approximately \$6.7 million annually. A certain amount of these taxes would not represent net income to Putnam County or New York State as some of the sales are already taking place at existing establishments either in the County or in the State. It is not known what the actual net increase may be as the spending patterns of persons in the trade area of the proposed shopping center are undocumented. It is projected, however, that the majority of sales taxes generated by the project would represent a net increase to taxing jurisdictions. The Metropolitan Commuter Transportation District's (MCTD) 0.375 percent share of the overall sales tax revenues would be expected to total approximately \$628,425 per year.

Anticipated future sales tax revenues of \$14.0 million from the commercial portion of the Union Place project would bring significantly more sales tax revenues to Putnam County, narrowing the gap between sales taxes received by Putnam County in comparison to its surrounding counties. The proposed project will thereby help to offset the "Putnam Paradox". The phrase "Putnam Paradox" was coined in response to the way Putnam residents spend their disposable income. Marc Goloven, an economist for JP Morgan Chase, conducted research that showed that two-thirds of the disposable income generated by Putnam residents is spent outside of Putnam County resulting in the loss of sales tax revenues to neighboring municipalities.¹¹ "Every time a resident of Putnam County drives across the border into Connecticut, Westchester, Dutchess or other neighboring municipalities to shop, they take their sales tax

¹¹ "What does this mean to you and your family ", *Putnam Paradox*. 18 April 2007
<<http://www.putnamcountyny.com/paradox/main.htm>>

dollars with them. So, instead of Putnam County receiving the sales tax collected on goods and services bought, other municipalities benefit from such purchases.”¹²

The project would also be supportive of existing policies of the County such as the “Shop Putnam” initiative, which supports smart commercial growth and informs residents of the goods and services available to them at businesses throughout Putnam County. . It is also important to note that the entire property has been designated for development by being placed in the Empire Zone by the New York State Empire State Development Corporation. The Union Place parcel is one of only two parcels in Carmel to be included in the Empire Zone.

Included in this amount, as noted above, is the nearly \$6.7 million in annual sales tax to Putnam County. This would respond to the goal of increasing county revenues through retail shopping opportunities, as set forth by the Putnam County Executive Robert J. Bondi in his 2005 State of the County address. Mr. Bondi noted the need for increased retail in Putnam County to avoid future increases in the County’s sales tax rate. In a Hudson Valley Business Journal article (February 2007), the County Executive stated “[c]ommercial development is at a standstill, so property taxes continue to skyrocket.”

The economic benefit from increased sales tax dollars may moderate the rate of rising property taxes in Putnam, which have risen faster (77%) in the last ten years than any other County in the State, as reported by NYS Comptroller Alan Hevesi in April 2006. In his State of the County address of 2007, Mr. Bondi recommended that Putnam County raise its sales tax rate from the current 3.5 percent to 4.0 percent to avoid eliminating essential services. According to Mr. Bondi, the “...sales tax recommendation will yield \$12 million dollars per year, based on actual collections in 2006, which represents 10 percent of the 2007 gross operating budget”.

In his 2008 State of the County address, the County Executive stated that “Commercial growth has long been an issue in our County and the lack of smart, environmentally safe commercial growth has hurt us tremendously. We, at the County level, have sought to advocate for projects that meet this requirement but we find that we are rebuffed at every turn—by territorial town boards, by special interest groups and, worst of all, misinformation about projects and proposals. What we see happening in our County—ever increasing needs by our expanding population and a dearth of commercial outlets that would generate the sales tax revenue to provide them—is the culmination of these types of roadblocks. We will continue to advocate for projects such as...the new mixed-use proposal called Union Place in Mahopac, and other projects that have yet to be unveiled. Imagine the better financial situation that Putnam County would be in if even just one of these projects had been approved and built five years ago.”

In the 2009 State of the County address, the County Executive noted that “[o]n November 30, 2009, [the County’s] 4% local sales tax rate authority will expire and revert back to 3.5%. In dollars, this translates into a loss of approximately \$13 million. In terms of the cuts in services and the increase in property taxes that will be necessary in order to make up for this lost revenue, the effect is immeasurable. Virtually all discretionary spending, spending that provides the programs that our citizens have come to expect and deserve, would have to be eliminated. We are presenting the Legislature tonight with the necessary Resolution to request an extension of our sales tax rate through November of 2011.”

¹²“What is the Putnam Paradox”, *Putnam Paradox*. 18 April 2007
<<http://www.putnamcountyny.com/paradox/main.htm>>

By providing local shopping opportunities and capturing exported tax dollars, the Proposed Action will provide the County a new revenue source, which could be used to decelerate tax increases that have been required in recent years including the 18.5 percent increase in 2007 and 28 percent increase in 2008. The significant retail sales dollars generated to the County by the Proposed Action should help to reduce future County property and sales tax increases to residents and help to offset the Putnam Paradox.

It should be noted that the projected property tax revenues, which include the entire proposed development (residential, commercial/retail, and office uses) are estimates as some of the actual uses and future tenants at the center are not known at this time. The same is true for the projected sales tax of the 493,000 SF retail portion of the proposed development. The actual tax revenue generated by the proposed development may vary from the figures presented above based on the manner in which the property is finally developed and assessed.

Revenues versus Increased Costs of Providing Municipal Services

The residential portion of the proposed development is projected to increase the population of Carmel by 1,031 persons at full build out. As noted above, the estimated annual per capita property tax levy for general municipal services is \$456¹³. Using this as a basis for projections, the additional costs payable through the property tax, which are induced by the project, are projected to total \$470,136. As noted in Table 3.9-9, overall revenues for the Town from the Union Place is projected to *be approximately* \$945,030. Therefore, based on the total cost to the Town, a net benefit of approximately \$474,894 annually would be projected to the Town of Carmel as a result of the proposed project.

Only a small portion of the project's roads are to be dedicated to the Town of Carmel (i.e. the cut through from Baldwin Place Road between buildings A and B to the northern roundabout and then out to US Route 6). The Town maintenance of this portion of the proposed road network is not expected to create a significant cost to the Town since the majority of the roads proposed within the development are to be private and maintained by owner. Any increase would be offset by the increased tax revenue realized by the Town.

Mahopac Central School District

The budget for the 2009-2010 school year for the Mahopac Central School District totaled \$108,517,670. The School District's enrollment for the 2009-2010 school year as reported to the New York State Department of Education is 5,118 public school students¹⁴. According to the School District, the educational costs associated for instruction, transportation and other items not related to central administration amount to approximately \$20,085 per student.

In terms of revenues, approximately 68 percent (\$74,023,536) of the current budget is derived from property taxes, with the remainder coming from state aid and other revenue sources. As such, the portion of per-student costs estimated to be raised through the property tax is approximately \$14,463.

Approximately 85 school age children are projected to reside at the proposed project.

¹³ Sources: Total Operating Budget to be raised by property tax levy of \$15,889,855 - based on Town of Carmel 20109 budget; Population of 34,872 - based on data from 2008 Nielsen Claritas, A Nielsen Company.

¹⁴ Enrollment Report prepared by Assistant Superintendent of Business, David Chapman May 7, 2010.

If it costs \$14,463 to educate a student in local schools, an additional 85 school aged children would require \$1,229,355 to be collected in property taxes. Based on the projected \$5,745,476 in tax revenue that would go the school district from the Proposed Action, a net benefit in the amount of approximately \$4.5 million dollars annually is projected.

Refer to Section 3.8 for a discussion of the potential impacts and mitigation measures of the proposed development on the community providers to service the project site.

Mitigation Measures

No mitigation measures are proposed because significant impacts are not expected as a result of development of the Proposed Action. Estimated tax revenues substantially exceed projected municipal costs, resulting in an annual net benefit in tax revenue to both the Town of Carmel and the School District.

3.9.3 Employment

Existing Conditions

Two major sources of data were consulted to evaluate the current employment conditions in the Town of Carmel, Putnam County, and surrounding counties. Claritas provides estimates of the population aged 16 and over by employment status for the Town and County. This source also estimates the number of persons by occupation, means of transportation to work, and travel time to work. The data service *economagic.com* provides monthly data, based upon reporting by the U.S. Bureau of Labor Statistics, on the labor force, employment, the number of unemployed persons, and the unemployment rate on a county basis.

Claritas estimates that there were 18,470 civilians 16 years and over employed within the Town of Carmel in 2008. For the County, their estimate is 53,630 of civilians 16 years and over are employed. Total estimated 2008 population for the Town and County are 34,874 and 101,114 individuals respectively. Approximately 53 percent of the Town's and County's population is employed. This leaves an estimated 47,484 individuals at the County level and 16,402 individuals at the Town level (including those in the population less than 16 years of age) unemployed.

More than two-thirds of the Town and County employees are classified as 'white collar' by Claritas. About 19 percent are classified as 'blue collar' and approximately 14 percent are classified as 'service and farm' workers. According to Census definitions, blue-collar work may be skilled or unskilled, and may involve manufacturing, mining, building, and construction trades, mechanical work, maintenance, repair and operations maintenance or technical installations. The white-collar worker, by contrast, performs non-manual labor often in an office; and the service industry worker performs labor involving customer interaction, entertainment, retail and outside sales, and the like. Table 3.9-11 summarizes the Claritas data on employment in the Town of Carmel and County of Putnam for 2008.

Table 3.9-11 Town of Carmel and County of Putnam Employment for 2008						
Occupation Classification	Town of Carmel			Putnam County		
	# Employed*	% of Total Employed	% of Total Population	# Employed*	% of Total Employed	% of Total Population
Blue Collar	3,365	19.68	9.65	9,964	18.58	9.85
White Collar	12,351	66.87	35.42	36,090	67.29	35.69
Service/Farm	2,484	13.45	7.12	7,576	14.13	7.49
TOTAL	18,470	100.00	52.19	53,630	100.00	53.03

* The number of 16+ year old individuals employed.
Prepared by: Tim Miller Associates, Inc., 2009, based on 2008 estimates for the population of 16+ from Nielsen Claritas, A Nielsen Company.

About 80 percent of the workers in both the Town and County drove alone to work. The average travel time to work is 40 minutes.

Labor force, employment levels, unemployment levels and rates for Putnam County and six adjoining or nearby counties were researched to determine current employment conditions and the available work force that might be utilized in the proposed development. The monthly data from January 2007 and November 2008 were analyzed to see the changes in employment and unemployment levels. The counties considered in this analysis are Dutchess, Orange, Putnam, Rockland, Ulster, and Westchester in New York, and Fairfield County in Connecticut. Table 3.9-12 shows these statistics.

Table 3.9-12 Employment/Unemployment Conditions Six New York Counties and Fairfield County, Connecticut January 2007 and November 2008								
County	Unemployment Rate		Number Unemployed		Labor Force		Number Employed	
	Jan. 2007	Nov. 2008	Jan. 2007	Nov. 2008	Jan. 2007	Nov. 2008	Jan. 2007	Nov. 2008
Dutchess	4.2%	5.5%	6,196	8,064	145,975	147,415	139,779	139,351
Orange	4.8%	5.8%	8,565	10,295	178,288	179,498	169,723	169,203
Putnam	3.7%	4.6%	2,070	2,635	56,099	56,719	54,029	54,084
Ulster	4.6%	5.7%	4,224	5,227	90,880	91,373	86,656	86,146
Rockland	4.3%	5.1%	6,553	7,803	152,762	154,163	146,209	146,360
Westchester	4.1%	5.2%	19,925	25,421	487,265	493,242	467,340	467,821
Fairfield, CT	4.3%	5.8%	20,006	27,878	462,133	477,020	442,127	449,142
Total	4.3%	5.5%	67,539	87,323	1,573,402	1,599,430	1,505,863	1,512,107

Source: Tim Miller Associates, Inc., 2009, based upon data from economag.com.

The number of people unemployed in the seven county region increased by 29.3 percent in the 23 month period covered by this analysis. In January 2007, there were 67,539 persons unemployed. By November, 2008, this number had grown to 87,323, an increase of 19,784. For the region, unemployment increased from 4.3 percent to 5.5 percent, According to ESRI demographics, recent updates indicate the 2009 third quarter unemployment rates was closer to 6.9 percent¹⁵. The labor force grew by 26,028 persons or 1.7 percent during this period.

¹⁵ ESRI Demographics, refer to Appendix J.

The statistics indicate that there is an available work force in the seven counties surrounding the proposed development. Putnam County has the smallest labor force and the lowest unemployment rate of the counties studied. However, as of November 2008, there were 2,635 persons unemployed in Putnam County and this number is rising due to the current recession. The labor statistics do not indicate the skill levels of the unemployed persons. The proposed development will offer a variety of employment opportunities, ranging from clerical, retail sales personnel, and hotel staff, to management and corporate level positions.

The available work force of more than 87,000 persons within the seven counties represents a viable supply of employees to fill the available positions at the retail facilities proposed at Union Place. The commute from the surrounding counties is such that the proposed center could employ residents who would not have to relocate. For example, the commute from Ossining and Mount Kisco in Westchester County is approximately 25 minutes. From Beacon in Dutchess County, the travel time to the Union Place site is about 35 minutes. From Danbury in Fairfield County, Connecticut, the commute is about 40 minutes. From Newburgh in Orange County and from New City in Rockland County the commute to the site is 45 minutes. The commute from New Paltz in Ulster County to the development site is about an hour.¹⁶

Both Putnam County and Westchester County public transit systems provide bus service to the development site. PART (Putnam Area Rapid Transit) Number 2 Route operates between Putnam Plaza in Carmel and the Jefferson Valley Mall in Westchester County. There is a stop at US Route 6 and Baldwin Place Road. From there, the route runs along Baldwin Place Road to Myrtle Avenue and the Mahopac High School. This portion of the route parallels the western boundary of the development site. Service is offered Monday through Friday at intervals of 120 minutes from 6:00 AM to 8:00 PM and on Saturday from 8:00 AM to 6:00 PM. This service connects with three other PART routes at Putnam Plaza in Carmel. With these connections, the eastern portion of Putnam County has good access to the site via public transportation.

The Westchester County Bee-Line system offers service between the Peekskill Railroad Station and the development site. Weekday service is available at US Route 6 and Baldwin Place Road between 7:56 AM and 9:40 PM at intervals of approximately 60 minutes. On Saturday, service is available at the site from 7:27 AM to 9:50 PM and on Sunday, from 10:18 AM to 7:15 PM. Frequency of service on the weekend is approximately hourly. This line serves the northern portion of Westchester County along the Westchester/Putnam County boundary and connects to other routes of the Bee-Line system and to the Metro-North Hudson Line at Peekskill.

Additional information on the general demographic, social and economic characteristics for the Town of Carmel and Putnam County from the 2000 U.S. Census can be found in Appendix J of this DEIS.

Potential Impacts

Short Term - Construction Employment

It is anticipated that the majority of construction-related workers at the project site would come from Putnam County and the immediately surrounding areas extending to nearby population centers such as the Village of Brewster, Putnam County, New York and the City of Danbury, Connecticut in Fairfield County. These workers would be expected to have a positive fiscal benefit on existing local businesses, purchasing food and gasoline, convenience shopping, etc.

¹⁶ The commute times are based upon estimates of driving times provided by MapQuest at www.mapquest.com.

In addition to direct construction employment, fiscal benefits to total construction employment (direct and indirect/secondary) resulting from construction expenditures on this project would include the creation of jobs in business establishments providing goods and services to project contractors (indirect/secondary), as described above.

Direct Construction Employment

In order to calculate the direct construction employment of the proposed development, the proposed project is divided into three construction categories: residential, commercial and office. Forty-six (46) percent of the proposed development would fall into the construction category of residential building, 29 percent would include commercial retail development and 25 percent would consist of office building construction.¹⁷ Based on labor hour estimates included in the *Development Impact Assessment Handbook* published by the ULI, the Union Place project would be expected to generate approximately 3,058 to 3,391 direct full-time equivalent construction jobs.¹⁸ Based upon an average weekly wage for construction workers in Putnam County of \$902 or the equivalent of approximately \$47,000 annually per employee¹⁹ Per the ULI standards, "[a] full-time equivalent (FTE) job consists of 2,000 labor hours." Refer to Appendix J for the direct FTE construction employment calculations.

Indirect Construction Employment

The construction of Union Place would be divided into two indirect construction employment categories to calculate the secondary impacts of construction employment from the proposed development. These two categories are as follows: "new multifamily housing structures, non farm" and "commercial and institutional buildings"²⁰. Secondary effect multipliers for "new residential multifamily housing structures, non-farm" and "commercial and institutional buildings" are 1.43 and 1.45, respectively.²¹ Applying these multipliers to the estimated range of FTE direct construction jobs related to the residential (1,895 to 2,106) and commercial (1,163 to 1,285) components of the project yields a total of 4,396 to 4,875 indirect FTE construction jobs.²² Adding the direct and indirect job creation figures brings the total of directly and indirectly generated FTE construction jobs associated with the Union Place project to a total of approximately 7,454 to 8,266. Refer to Appendix J for the indirect FTE construction employment calculations.

¹⁷ Source: Insite Engineering. Total square footage of proposed action (does not include community buildings proposed) is approximately 1,931,700 square feet (SF). Calculations: Residential Construction: 46 percent (898,100 SF/1,931,700 SF); Commercial retail building construction: 29 percent (558,600 SF/1,931,700); Commercial office building construction: 25 percent (475,000 SF/1,931,700).

¹⁸ Source of multipliers for direct construction employment: The Urban Land Institute's *Development Impact Assessment Handbook* (1994). Total direct construction employment breaks down as follows: Residential 1,895 to 2,106 FTE jobs; Commercial 508 to 587 FTE jobs; Office 655 to 698 FTE jobs.

¹⁹ ESRI Demographic Data Putnam County, Refer to Appendix J.

²⁰ Source: Secondary effect multiplier - 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York.

²¹ Source: Secondary effect multiplier - 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York

²² Total indirect construction employment breaks down as follows: Residential 2,710 to 3,012 FTE jobs; Commercial buildings (office/retail) 1,686 to 1,863 FTE jobs.

Long Term - Employment

Direct Employment

It is projected that upon completion and full operation, future businesses at the proposed development would employ approximately 2,739 full and part time employees (see Table 3.9-13). These jobs would represent a sizable increase in employment in the Town of Carmel, and Putnam County. According to the Claritas estimates, a total of 18,470 people were employed within the Town in 2008. In Putnam County, the September 2008 employment data shows 54,176 persons employed. The projected distribution of employment within the proposed development is shown in Table 3.9-13.

Table 3.9-13			
Projected Long Term Direct Employment /Job Generation			
Use	Intensity	Factor	Employees
Retail	493,000 SF	2.5/1000 SF	1,233 employees
Office Over Retail	125,000 SF	3/1000 SF	375 employees
Corporate Office	350,000 SF	3/100 SF	1,050 employees
Hotel	90 Rooms	0.9/Room	81 employees
Total			2,739 employees
Source: Industry sources were used to calculate the employee projections for the proposed retail which includes restaurants, convenience store, gas station, pharmacy, etc. (Standard 2.5 employee per 1,000 square feet); The Development Assessment Handbook (1994) was used to project the number of employees for the proposed office use (Standard 3.0 employee per 1,000 square feet).			

The anticipated 2,739 positions would be distributed over a range of salaries. The positions include managerial and supervisory; moderate income administrative; and lower paying part-time and full time, i.e. jobs including sales clerks, stock clerks, order fillers, and janitorial staff. Part time jobs such as sales clerk positions would likewise provide an employment benefit to teenagers and young adults who often seek part time employment only.

While specific salary ranges for the future employees at the Union Place development are not yet known, the U.S. Department of Labor Bureau of Labor Statistics indicates that nonsupervisory retail industry workers earned an average of \$12.26 per hour in February 2005. Median annual earnings of stock clerks and order fillers in May 2004 were \$20,100, with the middle 50 percent earning between \$16,250 and \$25,910, the lowest 10 percent earning less than \$13,970, and the highest 10 percent earning more than \$33,420.²³

Indirect Employment

It should also be noted that additional jobs would be created from the wage and salary income received by those employed by the businesses housed in the proposed project. Like the projection of short-term construction employment, the method for estimating the additional jobs generated by those directly employed at the proposed development is through the use of employment multipliers. For example, a multiplier of 1.45 would mean that each new primary job generates 0.45 additional jobs.

²³ Labor Bureau of Labor Statistics website (see <http://www.bls.gov/oco/ocos139.htm>).

The location of this project in a somewhat developed suburban-exurban area of Putnam County is expected to require the addition of support businesses in the surrounding area, whether through expansion of existing businesses, or through the construction and operation of new businesses. For this analysis, the proposed development is divided into six categories (General Merchandise, Hotels and Motels, Food Services and Drinking Places, Gas Stations, Management of Companies and Enterprises, All Other Miscellaneous Professional and Technical Services)²⁴. In order to calculate the secondary employment impacts of the proposed development for its General Merchandise portion (45.2 percent), a multiplier of 1.51 was used, resulting in 631 new long term jobs through secondary employment.²⁵ A multiplier of 1.40 was used to calculate the secondary employment impacts from the proposed hotel. The hotel on site would be 6.3 percent of the total commercial development onsite. The secondary employment from the project's hotel would result in approximately 69 long term jobs.²⁶ A multiplier of 1.35 was used to project the secondary employment impacts from the restaurant portions (2.1 percent) of the project, resulting in 20 new long term jobs through secondary employment.²⁷

For the gas station proposed onsite (0.4 percent of the proposed commercial development), a multiplier of 1.40 was used to calculate secondary employment, which would result in four secondary employment positions.²⁸ This would be a direct transfer of jobs from the existing gas station which will be closed or relocated to the gas station proposed as part of the Proposed Action.

In order to calculate the secondary employment impacts from the corporate office portion of the proposed development (33.9 percent), a multiplier of 1.49 was used, resulting in 455 new long term jobs through secondary employment.²⁹ A multiplier of 1.69 was used to calculate the secondary employment impacts for the office uses proposed (All other miscellaneous professional and technical services - 12.1 percent), resulting in 229 new long term jobs through secondary employment for this portion of the proposed development.³⁰

The community space proposed is not anticipated to create significant direct or secondary growth impacts. Therefore, the total anticipated long-term jobs resulting from the commercial portion of Union Place project is approximately 4,147 employees; 2,739 direct and 1,408 indirect.³¹

Potential Employee Housing

The anticipated 2,739 employees at Union Place would include a variety of salaried positions. The positions would include managerial and supervisory positions, moderate income junior staff

²⁴ Source: IMPLAN Sector Scheme (Appendix J), IMPLAN Professional (Version 2.0) - User Guide, Analysis Guide, Data Guide. 2004 February - 3rd Edition. Please note, there may be minor discrepancies due to rounding.

²⁵ Source: Secondary effect multiplier for General Merchandise Retail Category - 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York - (1,238 direct employees multiplied by 0.51 results in 631 indirect employees)

²⁶ Source: Secondary effect multiplier for Hotel and Motel Category- 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York (173 direct employees multiplied by .40 results in 69 indirect employees)

²⁷ Source: Secondary effect multiplier for Food Services and Drinking Places Category- 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York (57 direct employees multiplied by 0.35 results in 20 indirect employees)

²⁸ Source: Secondary effect multiplier for Gas Stations Category- 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York (11 direct employees multiplied by 0.40 results in 4 indirect employees)

²⁹ Source: Secondary effect multiplier for Management of Companies and Enterprises Category - 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York - (929 direct employees multiplied by 0.49 results in 455 indirect employees)

³⁰ Source: Secondary effect multiplier for All other miscellaneous professional and technical services- 2004 IMPLAN (Impact Analysis for Planning) data for Putnam County, New York. (331 direct employees multiplied by 0.69 results in 229 indirect employees)

³¹ As a note, there may be minor discrepancies due to rounding.

and administrative positions, and lower paying part-time and full time jobs including sales clerks, stock clerks and janitorial staff.

The potential impacts, including the increase in permanent and secondary employment, from the proposed action were analyzed and evaluated in this DEIS. Jobs at the office and commercial portion of the development are likely to be filled by two groups; individuals already residing in homes and apartments within the Town of Carmel, the greater Putnam County and/or its surrounding area (i.e. Dutchess, Westchester, and Fairfield (CT) Counties) and people moving into the area including those that will populate the proposed project housing and those who will move into other approved housing developments in the surrounding areas.

The proposed residential component of this smart-growth village development will provide housing for a wide range of individuals interested in living and recreating within walking distance of their place of employment. The proposed creation of a range of housing opportunities and choices will match well the variety of jobs and salary levels of residents interested in capitalizing on the full array of advantages afforded by this distinctive community. Refer to Chapter 2.0, Project Description, herein for text detailing "Smart Growth" development.

3.9.4 Market Study

The Union Place Market Study was conducted at a time when the local, state, national, and international economies were in recession. Unemployment rates were at the highest levels experienced in years. Retail spending was down. Housing sales and prices were in decline and homes remained on the market for extended periods of time. Within this context, the study looked at the existing market conditions but also to the future with the expectation that an economic recovery will have been accomplished by the time the proposed development is realized. It is anticipated that construction on the development will begin in late 2011 with a five-year buildout period. The project completion would be in 2016, seven years from the time this study was conducted.

The Market Study was prepared to document market conditions for the various uses proposed at the Union Place and Union Heights development and to determine whether the surrounding trade area may be expected to absorb and support the proposed retail, residential, office, and hotel uses. This study was based on the most current market data available at the time of the study (early to mid-2009) to reflect current market conditions.

In addition to the Union Place Market Study, a market analysis entitled *Economic Impact Analysis for Proposed Stateline Retail Center* was prepared by George Roniger, Ph.D, of Roniger Economics. This earlier study was conducted as a part of the DEIS for Stateline Retail Center in the Town of Southeast, Putnam County, New York. Dr. Roniger has over 40 years of experience as a professional economist for the public and private sectors and has conducted numerous market and feasibility studies for a range of commercial development projects in the New York area. The developer of the Stateline Retail Center is also the Applicant for the proposed Union Place project. Since there are similarities in the general location of the two projects and because the clientele are similar, data and conclusions from the earlier study, where relevant and applicable, were used in addition to and in support of the Union Place Market Study. Where the Stateline Retail Center Market Study data and conclusions were incorporated into this study, an appropriate reference has been made herein.

The analysis for the Union Place project examines the economies of Town of Carmel and Putnam County in detail, with an investigation of adjoining areas outside the County. The analysis examines potential demand for the following:

- 133,000 sf for anchor retail
- 80,000 sf for junior anchor retail
- 50,000 sf for a specialty grocer
- 28,000 sf for a book store
- 22,000 sf for restaurants
- 14,000 sf for a pharmacy
- 166,000 sf for other retail
- 125,000 square feet of professional office space above ground floor retail
- 350,000 square feet of corporate office space
- A 90 room hotel
- 180 two-bedroom rental units
- 300 two-bedroom condominium units (Union Heights)

A five-mile radius (primary trade area) was used for analysis purposes. The one and three mile radii were also assessed.

According to the *Economic Impact Analysis* prepared for Stateline Retail Center in Putnam County, residents located within County currently travel significant distances to shop. This fact indicates a broad based market from which the retail portion of the proposed project may be expected to draw.

The area within 15 miles (secondary trade area) of the project site, which includes all of Putnam County, was also considered in the study. Within Putnam County is the Town of Carmel which encompasses the site, the Town of Patterson northeast of the site; the Town of Southeast to the east; the Town of Kent to the north; and the Towns of Putnam Valley and Phillipstown to the west and northwest. Also within the 15-mile radius are portions of Westchester County to the south; and Dutchess County, including Pawling and part of East Fishkill, to the north. A small portion of Fairfield County, Connecticut, located to the east, is also included in the 15 mile arc.

Retail/Commercial

Methodology

Retail spending by the existing population within a one-mile, a three-mile, and a five-mile radius of the Union Place site was estimated. The estimates were based on demographic data and spending habits as reported on LoopNet.com³⁴, a commercial real estate information services provider with demographics from MapInfo, and verified by data from Claritas. The estimates were categorized by type of merchandise or service offered. The capture rate necessary to support the proposed retail development at Union Place was then determined. The capture rate

³⁴LoopNet.com is a high volume website for commercial real estate transactions. According to their website they are the largest commercial real estate listing service online, with \$450 billion of properties for sale, 6.7 billion sq. ft. of properties for lease, and 4 million members since 1995. LoopNet's property records aggregate data from the LoopNet marketplace, LoopNet research, leading independent data providers, public records and LoopNet members, providing comprehensive property research.

is the share of estimated spending within a primary trade area that must be attracted by a particular development in order for it to be economically feasible.

The primary trade area (PTA) is the geographic area from which most of the potential customers of the proposed Union Place development are likely to originate. Identification of the Primary Trade Area depends not only on distance from the proposed center, but also on the location of population, the location and type of competition, the availability of transportation facilities, and the type of stores likely to lease space. For the purposes of this analysis, the PTA is defined as a five-mile radius from the site. While it is anticipated that the proposed Smart Growth Village will draw from a much broader secondary trade area (fifteen miles and beyond), the analysis below demonstrates that the retail development at Union Place can be supported by the residents who are presently living within a five-mile radius of the site.

The capture rate analysis was further refined by analyzing merchandise lines available at nearby shopping centers and determining where there were gaps in types of retail offerings. Existing retail conditions in the area between Interstate 84 at Brewster to the east and Peekskill to the west were evaluated. In the immediate area of the proposed development, the two existing centers, Somers Commons and Mahopac Village, were examined in detail to determine the types of merchandise available (i.e. women's apparel, wines and liquors, pet food and supplies). The only businesses located outside of these existing shopping centers are auto shops, medical offices, restaurants, small convenience stores, and personal service and goods stores, which do not sell products that would be directly competitive with those likely to be sold at the retail centers of Union Place. It is unlikely, therefore, that the small businesses located along US Route 6 within several miles of the project site, would be adversely impacted by the Union Place project. Moreover, some businesses, such as restaurants along Route 6, likely would benefit from pass-by traffic generated by the proposed project.

Merchandise types either not represented or underrepresented at Somers Commons or Mahopac Village (see Tables 3.9-14 and 3.9-15) were selected as the basis for the capture rate analysis. It was assumed that these merchandise types would be most viable and the most likely to be supported by the existing population of the primary trade area. The market capture rates necessary to support the proposed development were based on this mix of merchandise types that are not represented or underrepresented at the nearest shopping centers.

Existing Conditions

This portion of the document provides an overview of the project site and the surrounding environs with particular emphasis on retail establishments within the five (5) mile radius. Figure 3.9-1 shows the existing shopping centers located within the study area and beyond as well as the areas within five miles of the project site. Generally, the shopping centers are located along US Route 6 between Brewster in Putnam County to the east and Peekskill in Westchester County to the west.

The proposed Union Place development is sited in an area of commercial, residential and office development and would be located at the center of the study area on US Route 6 between Interstates 84 and 684 and the Taconic State Parkway. Interstate 684 and the Taconic State Parkway run in a north/south direction and are both within five miles of the project site. Interstate 84 runs in an east/west direction about ten miles north of the project site and turns to the southeast about eight miles east of the project site.

The area in the vicinity of the project site can be characterized as suburban and exurban, with population centers limited to small villages and hamlets. To the east of the project site, the nearest super regional shopping complex is the Danbury Fair Mall, with more than 200 shops, restaurants and department stores. At the time of the study, major retail anchors in this mall included J.C. Penny, Lord & Taylor, Sears, and Macy's. This mall is located roughly 15 miles from the proposed project site (Figure 3.9-1).

The nearest regional shopping center to the west is the 1.1 million square foot Jefferson Valley Shopping Center. The mall, which is located on US Route 6 near its intersection with the Taconic State Parkway, is approximately three and a quarter miles by automobile from the Proposed Action. At the time of the study, this mall was anchored by Macy's and Sears and contained more than 90 specialty shops.

Further west on US Route 6, roughly six and a half miles by car from the Proposed Action, is the Cortlandt Towne Center, a 640,000 square foot regional center. This center was anchored by Wal-Mart, A&P Food Market, Marshalls, Barnes & Noble, Regal Entertainment Group and Best Buy when the study was completed.

To the northeast, at the intersection of Interstate 84 and NYS Route 312 (Exit 19) is Highland Plaza. This commercial development contained The Home Depot, Michael's, Marshalls, Mahopac National Bank and Kohl's along with roughly a dozen additional establishments.

Also in the vicinity of the Proposed Action are a number of small neighborhood commercial developments, and some larger, sub-regional shopping centers. The Town of Carmel currently contains numerous small, stand-alone retail businesses and a number of shopping centers, several of which are of substantial size and have moderate-size anchor stores. On US Route 6 in Carmel are Putnam Plaza and Meadow Plaza. Putnam Plaza contains 197,088 square feet located on a 16.6 acre site with 911 parking spaces. An 8,000 square foot space was available at \$20.00 per square foot per year. Meadow Plaza, across US Route 6 from Putnam Plaza at Stoneleigh Avenue, is a neighborhood center with 250 parking spaces. Both centers were anchored by supermarkets--Hannaford at Putnam Plaza and A&P Fresh Grocery at Meadow Plaza. In addition to the anchors, these two centers included a number of restaurants and fast food establishments, dry cleaners, salons and beauty supplies, gun and tackle, pet, toy and clothes shops, a video store, health club and opticians.

To the west of these plazas on US Route 6 there are a number of small retail establishments both free-standing and in neighborhood centers. The Lake Plaza Shopping Center is located on US Route 6 at Baldwin Lane, approximately three miles north of the Union Place site. This center was anchored by Kmart and Key Food Marketplace. At the time the surveys were conducted, there were two vacant stores within this development, with 4,000 and 4,500 square feet of space available. There was also a 14,600 square foot expansion that was unbuilt but offered by the leasing agent. Other stores in this development included a cafe, Mrs. Green's Natural Market, Fitness Unlimited, Lake Nails & Spa, a liquor store, card shop, pizzeria, pharmacy, and bank.

Two shopping centers, Mahopac Village and Somers Commons, are located in the immediate vicinity of the proposed Union Place development (see Figure 3.9-1). Somers Commons is situated on 27 acres and contained approximately 213,000 square feet of building space with 1,064 parking spaces. Mahopac Village is smaller at roughly 149,000 square feet of floor space

and 807 parking spaces. These centers are the closest competition to the proposed Union Place's development.

Details on the tenants, types of store, and size of the space occupied in these adjacent centers is provided below in Tables 3.9-14 and 3.9-15. This information was used to determine potential gaps in merchandise offered at the two centers and where they may also tend to overlap.

Table 3.9-14		
Mahopac Village Center, US Route 6 and Miller Road		
Tenants, Type of Merchandise or Service Offered, and Size of Store		
Name	Type	Size
Curves at Mahopac	Fitness and Weight Loss Facility for Women	1,500 SF
Hollywood Video	Video Rental	5,300 SF
Lauren Michael's	Beauty Salon	1,500 SF
Stanley's Deli	Delicatessen	1,500 SF
Sterling Cellars	Wines and Liquors	9,171 SF
Available	-	8,000 SF
Mandee Shops	Women's Apparel	9,285 SF
U.S. Post Office	Postal Facility	5,000 SF
Available	-	5,000 SF
Office Creations	Office Furniture, Supplies and Printing	1,000 SF
Feed Barn	Pet Food and Supplies	8,575 SF
Right Aid Pharmacy	Drug Store	9,875 SF
Gleneida Medical Care	Physical Therapy, Chiropractic, Massage Therapy	950 SF
Fraser's Hardware	Ace Hardware, Paint, Lawn and Garden	6,950 SF
Super A&P Supermarket	Full Line Grocery Store	62,000 SF
Dry Cleaner	Laundry and Dry Cleaning	1,800 SF
Queen Nails	Manicurists and Pedicurists	2,200 SF
Dante's Trattoria	Restaurant and Pizzeria	3,500 SF
McDonald's	Fast Food Restaurant	3,125 SF
Putnam Bank	Bank	2,650 SF
Total		148,881 SF

Source: Tim Miller Associates, Inc., (2009) staff survey and Mahopac Village Center web site.

Table 3.9-15 Somers Commons Center, US Route 6 and Miller Road Tenants, Type of Merchandise or Service Offered, and Size of Store		
Name	Type	Size
Route 6 Wine & Liquor	Wines and Liquors	2,800 SF
Sprint	Wireless Telephone Service	1,400 SF
Lyndy Jewelers, Ltd.	Jewelry Store	1,400 SF
Michelangelo's Hair Salon	Beauty Salon	1,000 SF
Dry Cleaning by Fredericks	Laundry and Dry Cleaning	1,000 SF
Somers Bagels	Bakery	2,000 SF
Momo Nails & Foot Spa	Manicurists and Pedicurists	2,500 SF
Hudson City Savings Bank	Bank	2,500 SF
Available	-	4,800 SF
Sleepy's	Bedding	3,600 SF
Chili's	Chain Restaurant	5,532 SF
New Bon Buffet	Hunan, Szechwan, Cantonese Cuisine	6,772 SF
Somers Sports Center	Sports Equipment and Supplies	1,548 SF
Cocomo Tans, Ltd.	Tanning Facility	2,076 SF
Subway	Sandwich Shop	1,345 SF
Peppino's Pizza	Restaurant and Pizzeria	1,856 SF
Better Living	Sunrooms and Prefabricated Buildings	1,770 SF
New York Sports Club	Gym and Exercise Facility	28,547 SF
HomeGoods, Inc.	Furniture, Lighting, Rugs, Bedding	30,000 SF
Goodwill Industries	Resale, Thrift Store, Used Merchandise	14,000 SF
Cold Stone Creamery	Ice Cream Store	1,642 SF
Art in Us	After School Care and Art Classes	2,368 SF
Radio Shack	Electronic and Computer Equipment and Supplies	2,565 SF
Educational Express	Children's Educational Toys	2,235 SF
Just a Buck	Dollar Store, Miscellaneous Merchandise	4,000 SF
Sally Beauty Supply	Care Products for Hair, Skin, and Nails	1,600 SF
Starbuck's	Coffee Shop In Stop & Shop	*
Raymond Opticians	Vision Care Including Exams, Glasses, Contacts	1,120 SF
Cardsmart	Greeting Cards and Gifts	2,880 SF
Super Stop and Shop	Full Line Grocery Store	78,000 SF
Total		212,856 SF

Source: Tim Miller Associates, Inc. (2009) staff survey and Urstadt Biddle Properties, Inc. Greenwich Ct. Web site.
Notes: * In Super Stop & Shop

An analysis of the stores within Mahopac Village Center and Somers Commons provides an indication of the retail/commercial demands that are well served (served by more than one retail outlet in either of the two centers); those that are minimally served (served by a single retail outlet in one of the two centers); and those that are not served at all (not served by a retail outlet at either of the adjoining centers). Each of the centers has the following types of store, indicating sectors (nine) that are well served:

- Grocery Store
- Gym and Fitness Center
- Beauty Salon
- Laundry and Dry Cleaner

- Wine and Liquor Store
- Manicurists and Pedicurists
- Bank
- Restaurants, including fast food chains, pizzerias, bakeries, and buffet
- Bedding and Furniture

The following fifteen sectors are served by a single retail outlet in one of the two centers, indicating minimally served market segments:

- Wireless Telephone Service
- Jewelry
- Women's Clothing
- Furniture
- Pet Store
- Pharmacy
- Hardware
- Video Rental
- Sports Equipment and Supplies
- Resale, Thrift Store, Used Merchandise
- Appliance/TV/Other Electronics Hobby/Toy/Game Store
- Dollar Store
- Vision Care, Greeting Cards and Gifts

The following seven major market segments are not served at either of the adjoining centers and should be considered prime potential retailers at the Union Place development:

- Children and Infants Clothing
- Men's Clothing
- Shoes
- Specialty Food
- General Merchandise
- Department Stores
- Book/Periodical/Music

The last four of these uses are proposed at the Union Place development. The remaining three could easily be accommodated in the undefined retail space that would be available at the proposed development. The presence of the Dollar Store and the Resale/Used Merchandise outlet at the adjoining centers indicates that they are designed to offer lower end merchandise. Thus, in addition to the merchandise lines that are unavailable at these centers, the quality of merchandise offered is below that proposed for Union Place.

The existing retail sales volume by type of merchandise/service within one, three, and five miles of the Union Place site is shown in Table 3.9-16. This information is from the LoopNet website, demographic information is provided by MapInfo. The sales volumes are reported for the location of Somers Commons, 86 Route 6, Baldwin Place, New York, across US Route 6 from the Union Place site. The data sheet has been provided for reference in Appendix J. Retail sales volumes are based upon data used in reporting NYS sales tax for the 1-mile, 3-mile and 5-mile radius. The consultant has verified this information through use of data from Claritas

(see below). These numbers indicate the relative spending patterns of the shoppers within the trade areas defined by LoopNet.

Telephone conversations with both LoopNet and MapInfo representatives indicate that the 'Retail Sales Volume' is an estimate of the money that will be spent by residents within the one-, three-, and five-mile radius of the site on each of the merchandise lines. It is an assessment of the consumer spending potential within the defined radius.

Table 3.9-16			
Retail Expenditures of Area Residents within One, Three, and Five Miles of the Union Place Site By Type of Merchandise or Service Offered			
Merchandise/Service	Retail Sales Volume		
	1 Mile	3 Miles	5 Miles
Children/Infants Clothing Stores	\$652,687	\$6,573,719	\$14,105,157
Jewelry Stores	\$434,299	\$4,546,638	\$9,680,150
Mens Clothing Stores	\$908,803	\$9,233,280	\$19,776,717
Shoe Stores	\$911,198	\$9,015,486	\$19,415,326
Womens Clothing Stores	\$1,494,270	\$15,273,453	\$32,674,222
Automobile Dealers	\$9,685,989	\$100,162,882	\$213,776,561
Auto Parts/Accessories/Repair Stores	\$1,282,091	\$13,133,999	\$28,084,683
Other Motor Vehicle Dealers	\$434,957	\$4,337,376	\$9,325,674
Tire Dealers	\$326,541	\$3,432,281	\$7,301,799
Hardware Stores	\$457,910	\$3,846,787	\$8,589,076
Home Centers	\$1,265,764	\$11,839,417	\$25,801,788
Nursery/Garden Centers	\$343,692	\$3,621,611	\$7,700,779
Outdoor Power Equipment Stores	\$88,625	\$948,988	\$2,011,547
Paint/Wallpaper Stores	\$37,356	\$370,335	\$797,205
Appliance/TV/Other Electronics Stores	\$1,040,689	\$10,650,387	\$22,778,517
Camera/Photographic Supplies Stores	\$174,260	\$1,740,453	\$3,740,890
Computer/Software Stores	\$481,689	\$4,878,206	\$10,455,408
Beer/Wine/Liquor Stores	\$721,051	\$7,193,483	\$15,465,100
Convenience/Specialty Food Stores	\$1,971,942	\$16,371,497	\$35,912,306
Restaurant Expenditures	\$10,692,316	\$91,473,344	\$202,567,832
Supermarket/Other Grocery excl Conv	\$7,501,714	\$74,954,436	\$161,092,196
Furniture Stores	\$1,024,457	\$10,457,722	\$22,377,890
Home Furnishings Stores	\$777,703	\$7,701,945	\$16,583,306
Genl Mdse/Appliance/Furniture Stores	\$9,363,529	\$94,792,597	\$203,183,023
Gasoline Stations w/ Convenience Stores	\$7,006,214	\$66,338,678	\$143,449,035
Other Gasoline Stations	\$5,034,272	\$49,967,180	\$107,536,728
Department Stores excl Leased Depts	\$10,404,219	\$105,442,982	\$225,961,539
General Merchandise Stores	\$8,339,071	\$84,334,874	\$180,805,131
Other Health/personal Care Stores	\$631,614	\$6,477,365	\$13,847,667
Pharmacies/Drug Stores	\$3,510,343	\$35,315,756	\$75,794,006
Pet/Pet Supplies Stores	\$515,861	\$5,106,724	\$10,996,373
Book/Periodical/Music Stores	\$129,556	\$1,419,845	\$2,996,200
Hobby/Toy/Game Stores	\$95,917	\$950,905	\$2,046,979
Musical Instrument/Supplies Stores	\$89,577	\$923,098	\$1,971,533
Sewing/Needlework/Piece Goods Stores	\$34,806	\$339,871	\$733,938
Sporting Goods Stores	\$888,370	\$8,619,182	\$18,637,838
Video Tape Stores - Retail Stores	\$83,928	\$855,624	\$1,831,384
Total	\$88,837,280	\$872,642,406	\$1,879,805,503

Source: LoopNet.com, Demographics from MapInfo.

Data obtained from Claritas provides similar results regarding potential retail expenditures (disposable income). Claritas defines disposable income as “effective buying income” which it calculates based on spending per household. Claritas estimated that there were 25,774 households within a five mile radius of the project site in 2008 with an estimated median effective disposable income of \$72,450 per household. The total disposable income in the five mile radius market area estimated by Claritas for 2008 is approximately \$1.87 billion. This number is consistent with the 2008 total of \$1.88 billion from LoopNet and MapInfo.

Potential Impacts

In this section, market demand was assessed using two different methodologies. This information along with the current conditions in conjunction with the Proposed Action was used to consider potential impacts to the existing business community.

Market Demand - Supported Square Footage

One way to evaluate market demand is to look at disposable income and the amount of square footage it would support based on sales per square foot.

In an HdL Companies 2007 report which identified 2007 Retail Store Taxable Sales Estimate, store types are tabulated with expected ranges of sales per gross feet. Based on the store types in the area, a median sales figure of \$500 per square foot was chosen as a conservative indication of this measure. Taking the disposable income in the five mile radius of Union Place, and dividing it by \$500 per square foot indicates that the spending power in market area of Union Place could support a total of 3.74 million square feet of retail space. If sales were lower than \$500 per square foot, more retail square footage could be supported, and vice-versa.

As referenced earlier the Market Analysis for the Stateline Retail Center, conducted by Ronigernger, PhD, used similar methodology to the Union Place Market Analysis. As referenced in the Stateline Study, "the Urban Land Institute finds that in 2005/2006, the average dollar value of sales at the larger stores in a super community/community shopping center located in a suburban area was \$297 per square foot of gross leasable area per year." Adjusting this figure by the inflation rate between January 2006 and December 2009 of 8.9³³ percent indicates that retail sales per square foot can be estimated to be approximately \$325 per square foot, thus the \$500 per square foot utilized above provides a conservative estimate. Locally, the Jefferson Valley Mall sales per square foot for the period September 2008 to September 30, 2008 were \$438 per square foot.³⁴

It should be noted that the proposed Union Place project used a conservative figure of \$300 per square foot to project sales tax revenue earlier in this chapter.

There are four major retail centers within the five mile radius (Lake Plaza, Mahopac Village Center, Somers Commons, and the Jefferson Valley Mall) which contain approximately 1.1 million square feet. In addition, numerous smaller commercial establishments are located throughout the primary trade area. Therefore, it was conservatively estimated, based on aerial photography and visits to the area, that an additional 130 percent, or 1.4 million square feet of existing retail space, is available in these smaller commercial establishments throughout the

³³ See data from inflationdata.com included in Appendix J.

³⁴ Simon Property Annual Report, summary included in Appendix J.

five mile radius for a total of approximately 2.5 million square feet of available commercial space. Assuming the market area could support a total of 3.74 million square feet, a shortfall of over 1.2 million square feet of retail space currently exists in the market area surrounding the Union Place site. This suggests that substantial amounts of local dollars are being spent outside the trade area and that money and associated sales tax dollars are being exported to other counties and potentially other states. The development of the commercial portion of Union Place would benefit the area by helping keep those sales dollars within the local trade area and help satisfy this unmet demand for retail space.

The proposed Union Place retail development will include an anchor store of 133,000 square feet, a specialty grocery store of 50,000 square feet, two junior anchor retail stores of 40,000 square feet each, a pharmacy of 14,000 square feet and other smaller retail and restaurant spaces. The anchor and junior anchors could be tenanted by any number of retailers from a variety of market sectors including general merchandise, home improvement, sporting goods, outdoor equipment, electronics and office supply.

The larger retail uses proposed are expected to draw customers from approximately 10 to 15 miles. Many of these customers would then patronize the smaller retail uses proposed at Union Place and elsewhere in the area. The proposed pharmacy is anticipated to draw customers from the general vicinity of the project site including those residents living in Union Heights. Potential pharmacy customers are also expected from those initially drawn by the anchor stores.

Market Demand - Expenditures by Merchandise/Service Type

A second way to evaluate market demand is to compare disposable income by merchandise and service type with current expenditures on comparable merchandise and services at existing retail establishments.

The combined retail expenditures by area residents for the seven lines of merchandise not represented (not served) at Somers Commons or Mahopac Village Center, is \$23,317,000 within a one-mile radius; \$232,392,000 within a three-mile radius; and \$498,972,000 within a five-mile radius (see Table 3.9-17).

In addition to the seven merchandise lines for which there is no competition in the adjacent centers, the following eight of the fifteen market segments for which there is limited competition (not more than one store) may reasonably be expected to locate at the proposed Union Place development:

- Jewelry
- Women's Clothing
- Appliance/TV/Other Electronics
- Pharmacy
- Other Health/Personal Care
- Sporting Goods
- Pet/Pet Supplies
- Hobby/Toy/Games

Based on the LoopNet analysis of retail sales volumes, the combined estimated purchases by area residents for these eight lines is \$8,611,000 in a one-mile radius; \$86,940,000 within a three-mile radius; and \$186,456,000 within a five-mile radius.

In addition, the proposed Union Place development will contain restaurants and a gasoline station with a convenience store. While there is more competition in these two lines than in the other market segments analyzed, Union Place is expected to capture a share of these markets as well as similar markets from outside the five mile radius because of its location and its draw for shoppers, office workers, and residents of the development alike. The proposed gas station/convenience store will replace a similar existing use on the project site that will be lost to the construction of main entrance into the proposed development; therefore, no additional competition would result. Within a one-mile radius, there is retail sales volume of \$10,692,000 for restaurants and \$7,006,000 for gasoline/convenience stores. In the three-mile radius of the site, the retail sales volumes are \$91,473,000 for restaurants and \$66,339,000 for gasoline/convenience stores. Within the five-mile radius of the site, the retail sales volume for restaurants is \$202,568,000 and for gasoline/convenience stores it is \$143,449,000.

The combined retail sales volume from which the proposed Union Place retail development may be expected to draw most of its potential business is shown in Table 3.9-17 by merchandise line. This is based on the existing population in the primary trade area and does not include the residents and employees of the development nor the draw of patrons and visitors from beyond the five mile radius.

Table 3.9-17			
Retail Expenditures of Area Residents within One, Three, and Five Miles of the Union Place Site by Type of Merchandise and Level of Competition			
Merchandise by Level of Competition	Retail Sales Volume		
No Immediate Area Competition	1 Mile	3 Miles	5 Miles
Children/Infants Clothing Stores	\$652,687	\$6,573,719	\$14,105,157
Department Stores	\$10,404,219	\$105,442,982	\$225,961,539
Mens Clothing Stores	\$908,803	\$9,233,280	\$19,776,717
Shoe Stores	\$911,198	\$9,015,486	\$19,415,326
General Merchandise Stores	\$8,339,071	\$84,334,874	\$180,805,131
Convenience/Specialty Food Stores	\$1,971,942	\$16,371,497	\$35,912,306
Book/Periodical/Music Stores	\$129,556	\$1,419,845	\$2,996,200
Total	\$23,317,476	\$232,391,683	\$498,972,376
Minimal Immediate Area Competition	1 Mile	3 Miles	5 Miles
Jewelry Stores	\$434,299	\$4,546,638	\$9,680,150
Womens Clothing Stores	\$1,494,270	\$15,273,453	\$32,674,222
Appliance/TV/Other Electronics Stores	\$1,040,689	\$10,650,387	\$22,778,517
Other Health/personal Care Stores	\$631,614	\$6,477,365	\$13,847,667
Pharmacies/Drug Stores	\$3,510,343	\$35,315,756	\$75,794,006
Pet/Pet Supplies Stores	\$515,861	\$5,106,724	\$10,996,373
Hobby/Toy/Game Stores	\$95,917	\$950,905	\$2,046,979
Sporting Goods Stores	\$888,370	\$8,619,182	\$18,637,838
Total	\$8,611,363	\$86,940,410	\$186,455,752
General Area Competition	1 Mile	3 Miles	5 Miles
Restaurant Expenditures	\$10,692,316	\$91,473,344	\$202,567,832
Gasoline Stations w/ Convenience Stores	\$7,006,214	\$66,338,678	\$143,449,035
Total	\$17,698,530	\$157,812,022	\$346,016,867
Grand Total	\$49,627,369	\$477,144,115	\$1,031,444,995

Source: LoopNet.com, Demographics from MapInfo.

The total estimated sales for the retail portion of the Union Place development (exclusive of the hotel sales) are \$168 million annually. See 'Other Taxes After Development', in this chapter, and Appendix J, Table 1-1 for sales calculations.

In order to achieve this level of sales volume, the Union Place development would have to capture eleven percent of the estimated purchases by area residents within a five-mile radius of the site for those merchandise lines shown in Table 3.9-17 above. These lines were selected for the limited competition offered by Somers Commons and Mahopac Village Center. If the Union Place development only drew customers from a three-mile radius for those selected merchandise lines, it would have to capture 24 percent of the retail sales volume generated by those buyers.

The eleven percent capture rate over a five mile radius for a typical retail center would be achievable. For Union Place, a new, well designed Smart Growth Village that would stand apart from all other existing local "retail only" developments due to its unique mix of uses and village center character, in the Applicant's opinion this projected capture rate should be easily achievable.

While it has been demonstrated that the retail portion of the project can be supported by that volume of retail spending within a five-mile radius of the site, the Union Place development would also be expected to draw customers and many of its employees from the secondary trade area thereby increasing the development's viability and potential success.

The establishment of a new Village Center that combines retail, corporate and professional office space as well as for-rent and for-sale residential units as part of the Union Place project would provide a regional destination for customers and managerial, office and retail employees. As a destination for customers and employees, the project will draw individuals from distances greater than they would normally travel just to shop.

Future residents would utilize area retail, personal service, and other commercial services. It is estimated that approximately 30 percent³⁵ of a typical household's income is spent on retail goods and services. A household income of approximately \$99,000 annually would be required to support a residence valued at \$375,000. Thus, it is estimated that 480 households would spend upwards of approximately \$14,256,000 annually. A portion of these expenditures would be made at area restaurants, supermarkets, local convenience stores, apparel stores, and service businesses such as gas stations and hair salons.

Furthermore, the synergy produced by the addition of Union Place to the existing retail developments in the area will create a draw greater than that of a regional retail center. It will have the ability to draw patrons from greater distances than other, smaller retail formats due to the variety of shopping opportunities.

The project's ability to draw from this larger area would be a direct result of the synergy of on-site and off-site uses, the proposed recreational amenities, the incorporation of living and working populations within the project, and the overall appeal resulting from "placemaking". Placemaking design connects main streets, village greens, plazas, landscaping, etc. in a manner that draws people to a place with its mixture of land uses, wide offering of shopping opportunities, and distinctive amenities such as a Village Green with walking paths, a gazebo, and fishing pier. The Union Place development would create a shopping experience more reminiscent of a stroll down Main Street than a trip to the mall. Patrons from the secondary trade area would be expected to provide increased sales volumes to Union Place thereby contributing to the development's viability and success.

The eleven percent capture rate does not account for the additional retail spending that will be generated by the estimated 1,031 residents who will live within the development, the roughly 2,739 employees who will work there and those patrons traveling from outside of the primary trade area. It was not necessary to estimate the potential spending from these residents, employees and patrons since the analysis indicates that the retail portion of the project is feasible based on the retail spending of existing residents within five miles of the development site.

Impacts

The Shopping Center Development Handbook, Second Edition, published by the Urban Land Institute (ULI) defines the characteristics of shopping centers by size. According to the

³⁵According to figures from the US Bureau of Economic Analysis published in the ULI Development Assessment Handbook, up to 40 percent of Total Personal Consumption Expenditures is composed of Shopping goods and Convenience goods. To provide a conservative analysis an estimate of 30 percent has been used for this DEIS.

Handbook, Community Centers contain between 100,000 and 300,000 square feet of gross leasable area and have a junior department store, large variety, discount, or department store. Regional Centers contain between 300,000 and 900,000 square feet of gross leasable area and have one or more full-line department store. Super Regional Centers are more than 500,000 square feet and contain three or more full-line department stores.

The largest store in the Union Place development is planned at 133,000 square feet and currently programmed for a general merchandise, moderately priced store. It is one that would have no direct competition with large, branded general merchandise anchor stores in the Town of Carmel. Similarly, no competition of like stores exists with regard to the second largest stores planned for the Union Place development within about five miles of the project site to the east. Such stores would face stronger competition to the west in Westchester County from the Jefferson Valley Shopping Center and the Cortlandt Towne Center at distances of roughly 3.25 and 6.50 miles from the Proposed Action respectively.

The Proposed Action would provide expanded shopping opportunities in stores not currently represented in the Town or portions of Putnam County and beyond. These new retail outlets would fill a void in merchandise currently unavailable to the Town's residents and those in the Primary Trade Area.

Rather than diluting the market for Union Place, it is expected that the existing retail establishments will strengthen the draw of the proposed development. It is anticipated that Union Place will attract retailers that will complement the existing retail outlets in Somers Commons and Mahopac Village Centers, thereby developing a synergy between the retailers so that shoppers will be able to find full lines of merchandise that they might otherwise find only in a larger regional center, without having to deal with the remote parking and walking distances often encountered at such regional centers. This synergy will increase retail vitality in the Applicant's opinion, making it easier to attract and retain tenants at both the proposed and existing commercial developments.

It should be noted that Union Place is the only retail destination in the region that is being designed and developed as a Smart Growth Village with a true mix of uses. This unique project with its "Main Street", village green, recreational amenities, etc., will create a destination for people from across the region to work, visit, shop, recreate and spend time. Since the project would provide a full complement of resources and amenities on-site including opportunities to live, work and play, it will result in a community with a strong sense of place, counter the trend towards sprawl and decrease the need for car travel and gas consumption. Refer to Chapter 2.0, Project Description, herein for additional text detailing "Smart Growth" development.

As there is no retail development near the project site similar to the proposed center's anchor store, the Union Place project is expected to attract customers from the outskirts of the trade area who would not otherwise shop in the Town of Carmel. Furthermore, it is expected that the main street village, the vast array of businesses and shopping opportunities, as well as the village green, recreational amenities and other unique features of this Smart Growth Village will draw patrons and employees from beyond the defined primary trade area. Some of these shoppers and employees would be new to this area. As such, they would be expected to find goods and services in other nearby retail establishments, providing additional customers for these developments, resulting in positive, synergistic economic impacts throughout Carmel, Somers, Yorktown and beyond.

The proposed development will provide a resource to reduce the current loss of Carmel residents' retail purchases to stores outside of the Town. In fact, the development will likely reverse this trend and attract shoppers from adjoining Westchester and Dutchess Counties as well as from Connecticut.

There is potential for the Union Place to draw customers from existing shopping centers located within and near the Town of Carmel. However, the current lack of higher quality merchandise and total absence of certain market segments suggests that Union Place will fill existing retail and service voids in the primary trade area, rather than create an oversupply of retail facilities.

In the analysis of market segments at the two adjoining centers (Somers Commons and Mahopac Village) it has been shown that the following market segments are not served at all:

- Children and Infants Clothing
- Men's Clothing
- Shoes
- Specialty Food
- General Merchandise
- Department Stores
- Book/Periodical/Music

In addition, fifteen lines of merchandise are served by a single retail outlet in one of the two centers, indicating minimally served market segments. These twenty-two segments offer significant opportunities for merchants at Union Place to tap these under served markets. As noted elsewhere, the proposed Union Place development has the potential to draw new economic activity to the area including the potential to add, at a minimum, more than 2,700 employees to the employment base and the potential for further additions in later years. In addition, based on the proposed residential housing mix, it is estimated that over 1,000 new residents will move into the area. These new employees and residents represent a significant increase in the patron base within the area and would be expected to generate new economic activity in the form of local purchases at all of the existing retail establishments including all of those along the roads leading to the project site (i.e. Somers Commons sited Jefferson Valley Mall).

Based on these findings, the proposed project is not expected to result in significant adverse economic impacts on the Towns of Carmel, Somers or Yorktown or their existing businesses. Displacement of existing stores leading to adverse impacts on the neighborhood character of these Towns is, therefore, not anticipated because of the expected synergy between existing and proposed retail, the introduction of a large number of employees and residents that would patronize all the retail and service outlets (both new and existing) as well as the ability of this unique development to be a destination for people from all over the region.

In addition, the retail development at Union Place will help to counter the "Putnam Paradox" by attracting spending within the County. Residents will have a broader range of merchandise from which to select without having to travel outside the County. Union Place would also increase the number of shoppers at existing retail outlets as the project will introduce a large number of employees, residents, visitors and patrons to the area. The market analysis demonstrates that the development can be fully supported by the existing residents living within a five-mile radius of the Union Place site. As such, the introduction of new residents, employees and patrons will provide surplus spending power that will be expected to support all existing and proposed

retailers and service providers within and beyond the primary trade area. Furthermore, merchandise lines, both quality and type, that are not currently available within this radius can be offered at Union Place without infringing on existing merchants' businesses in the area.

Mitigation Measures

There are positive economic impacts anticipated from the development of the retail portions the proposed Union Place. It has been shown that the tax implications are positive for the Town, the County, and the State. The proposed development is not expected to cause significant displacement of existing stores nor significant reductions in potential sales. Rather, it should provide a further draw to an existing retail area offering merchandise not currently available in the adjacent centers.

As a mixed-use community, the individual elements of Union Place will contribute to the overall viability of the development and will help mitigate any minor impacts that may accompany populating a new village. The residential, corporate, and retail elements within the community will create a synergy among the uses and increase their viability. This variety of uses incorporated into a "Main Street" type development also allows for parking to be shared between and amongst uses. This benefit of Smart Growth projects lessens traffic (fewer car trips are required between uses), reduces the impervious surface area (fewer parking spaces are required when compared with typical suburban developments offering the same uses), and decreases sprawl through the condensation and centralization of complimentary uses.

No economic market mitigation measures are proposed because significant negative impacts would not result from the development of the Proposed Action.

Residential

Existing Conditions

The proposed development is located within the five-square-mile hamlet of Mahopac. Mahopac has been rated as one of America's best places to live by CNNMoney.com, according to an article from the New York Times.³⁶ The article discusses the attributes of Mahopac, and calls Lake Mahopac, "the shimmering centerpiece of the hamlet". According to Paul Jonke, Carmel's Assessor, there were 8,289 single-family homes in the Town (there are no separate numbers for Mahopac), 727 two-family homes, 824 condominiums, and 38 multifamily dwellings at the time the article was written a year ago. As will be shown below, only 20 residential units received building permits during 2008, so the residential unit count has changed little.

According to the Times article, the median price for a single-family home in the area served by the Mahopac Central School District was \$432,500 in 2007, down from \$462,500 in 2006. The median price of a condominium in 2007 was \$340,000, versus \$368,500 in 2006. The average number of days on the market for a single-family house in 2007 was 174, up from 154 in 2006 and 149 in 2002. As a result of the current recession, home prices have dropped further and the average time on the market has continues to increase.

Table 3.9-18 shows the number of residential building permits issued by the Town of Carmel and within Putnam County (which includes those issued by Carmel) for the period 2001 through 2008. The units permitted are shown by single family and multi family. During the eight year

³⁶ The New York Times, Nature Has Protectors Here, Living In Mahopac, N.Y., January 20, 2008.

period studied, there have been 1,382 single family units and 182 multi family units permitted in the County. More than one-third of the total single family units were permitted in the Town of Carmel and just under one-quarter of the total multi family units were issued by the Town.

Permitting activity has declined significantly in recent years. In 2001, 2002, and 2003, more than 300 units were permitted annually. Between 2004 and 2007, the number dropped to under 150 units, half the number of the previous three years. In 2008, only 72 units were permitted in the County.

The level of permitting reflects the recent recession that has had a significant affect upon the housing industry throughout the nation.

Table 3.9-18						
Single- and Multi-Family Building Dwelling Units Permitted from 2001 to 2008						
Town of Carmel and Putnam County						
Year	Single-Family Units Permitted		Multi-Family Units Permitted		Total Units Permitted	
	Town of Carmel	Putnam County	Town of Carmel	Putnam County	Town of Carmel	Putnam County
2001	141	304	0	0	141	304
2002	127	307	0	0	127	307
2003	68	232	0	136	68	368
2004	5	128	0	0	5	128
2005	44	139	0	0	44	139
2006	36	124	14	14	50	138
2007	36	82	24	26	60	108
2008	14	66	6	6	20	72
8-year Total	471	1,382	44	182	515	1,564

Source: U.S. Census Bureau, Building Permit Data and Tim Miller Associates, Inc. 2009.
Notes: Data is 'Reported Only' and does not include 'Estimates with Imputation'.

A review of residential properties that are currently offered was conducted as a part of this study. The primary source for this analysis was www.miketrinch.com, a comprehensive guide to Putnam County Real Estate. The site includes all homes listed in the Putnam County Multiple Listing Service (MLS). While there are additional offerings of homes for sale by owner and by brokers who may not be members of the MLS, the source used is comprehensive enough to provide an overall picture of the current sales and rental markets in Putnam County and the Town of Carmel.

A general search was conducted for the County as a whole to determine the volume of properties currently offered. More detailed searches were conducted of the properties offered within the Town of Carmel and those specifically in the hamlet of Mahopac. More detail is also provided on units classified as new construction since that is the market that most specifically compares with the Union Place development. The townhouse/condominium sales market and the rental market are also detailed as to price.

In Putnam County, there were 777 single family homes offered as of early February, 2009. The prices for these homes ranged from \$39,000 to \$9.5 million. Of the single family homes offered, 86 were new construction. These ranged in price from \$399,999 to \$1,875,000.

There were 124 town-homes and condominiums offered at prices ranging from \$129,900 to \$599,900 in the County. There were 15 town-homes and condominiums that were offered for rent at monthly rates ranging from \$1,050 to \$2,350.

In Carmel, exclusive of the hamlet of Mahopac, there were 177 listings of single family homes for sale. The offering prices for these homes ranged from \$39,900 to \$1,995,000. There were 11 single family homes offered that were new construction. These ranged in price from \$439,000 to \$1,495,000.

There are 57 townhouses and condominiums currently listed in Carmel. The units range from \$129,900 to \$399,900. According to the source used in this research (www.miketrinch.com), there are 15 townhouse and condominium developments in Carmel. These developments range in age from 25 years old to new, active adult condominium complexes. The complexes with current offerings are:

- Sparrow Ridge Townhouses, a development of 116 sales units, with five units currently listed between \$299,000 and \$379,900.
- Hunter's Glen Townhouses is a 382 unit complex with full amenities. There are 9 units currently listed at prices ranging from \$228,500 to \$365,000.
- Twin Brook Manor Townhouses is a tri-level townhouse community of 49 homes. There are no units currently on the MLS listings.
- The Fairways Townhouses has 4 units currently offered at prices ranging from \$239,900 to \$299,900.
- Misty Hills Townhouses is a 49 unit complex on 79 acres. Two units are offered at \$239,900 and \$299,900 currently.
- Kings Grant Townhouses is a 150 unit tri-level complex where 5 units are currently offered at prices ranging from \$257,000 to \$308,000.
- Stoneleigh Woods at Carmel Condominiums is a new active adult community that currently has one unit listed at \$289,900. Units were originally offered on a pre-construction basis 'as low as \$319,000'.
- The Retreat at Carmel Condominiums is a new, active adult community of 101 units. There are currently 7 on the MLS listings at prices ranging from \$504,900 to \$599,900.
- Country Villas at Stoneleigh Townhouses is a new development. Four units are currently offered at prices ranging from \$419,900 to \$499,900.
- Fox Run Condos has six units listed at prices ranging from \$129,000 to \$229,900.
- Clearing in the Woods has three units offered at \$194,500 to \$239,500.
- Woodland Trail has one unit offered at \$259,000.
- Vista on the Lake currently has 3 units on the MLS listings. They are offered at a range of \$200,000 to \$260,000.

There are currently 29 rentals in the Town of Carmel that are shown in the MLS listings. These range in price from \$1,000 to \$7,500 per month. The units are offered in the following monthly rental ranges:

- 2 units offered at \$5,000 and above
- 1 unit offered at \$3,600
- 3 units offered at \$2,500 to \$3,000
- 3 units offered at \$2,000 to \$2,499
- 6 units offered at \$1,750 to \$1,999

- 4 units offered at \$1,500 to \$1,749
- 6 units offered at \$1,250 to \$1,499
- 3 units offered at \$1,000 to \$1,249
- 1 unit offered at less than \$1,000

In the Hamlet of Mahopac, there are 134 single family homes listed for sale at prices ranging from \$ \$256,405 to \$1,995,000. Of these, 38 are listed under 'New Construction'. The newly constructed units are in the following developments:

- Baldwin Estates, a nine lot development where there are four listings currently offered at \$599,000 to \$1,494,000
- Grand Meadow Estates, located across Baldwin Place Road from the Union Place site, a 15 lot subdivision where 12 units are currently offered at prices ranging from \$599,000 to \$1,399,900
- Kirkwood Estates offering 17 homes on 55 acres with listings ranging from \$ \$749,000 to \$859,999
- Reserve at Lake Mahopac is a 14 lot subdivision where 6 homes are currently offered at \$949,990 to \$999,900
- Heights at Wixon Pond offers 14 homes on 56 acres with 2 currently listed at \$949,000 and \$1,025,000

There are 15 townhouses and condominiums currently listed for sale in Mahopac. The units range from \$199,900 to \$389,900, virtually the same price range as the townhouses and condominiums offered in Carmel. The following six townhouse and condominium developments in Mahopac are listed by the source used in this research. These developments range from single level waterfront condominiums on Lake Mahopac to tri-level town-homes:

- Williamsburg Ridge Townhouses offers 89 tri-level units of which 5 are currently listed at prices ranging from \$325,000 to \$379,000.
- Society Hill Townhouses is a development of 100 town-homes where one is currently listed at an offering price of \$360,000.
- Maple Hill Estates Townhouses has 75 units of which 5 are currently offered at prices ranging from \$345,000 to \$389,900.
- Hunters Run is a planned unit development of 49 mostly detached homes on more than 40 acres. No units are currently offered in the MLS listings.
- White Sail Condominiums is a complex overlooking Lake Mahopac. There are currently 3 units listed in a price range between \$289,000 and \$325,000.
- Water Club Condominiums is another complex with units overlooking Lake Mahopac. There are no units listed currently.

There are currently 12 rentals in Mahopac that are shown in the MLS listings. These range in price from \$1,450 to \$7,400 per month. The units are offered in the following monthly rental ranges:

- 1 unit offered at \$7,400
- 1 unit offered at \$4,995
- 3 units offered at \$2,500 to \$3,000
- 2 units offered at \$2,000 to \$2,499
- 3 units offered at \$1,500 to \$1,999
- 1 unit offered at less than \$1,500

None of these units is in a rental apartment complex. They are all either single family homes or, in one instance, a condominium unit that is offered for rent.

Potential Impacts

The Claritas data for the Town of Carmel and for the County provide a good indication of the current housing conditions. According to Claritas, most of the dwellings in the Town (84.5 percent) are owner occupied. For the County, the estimate indicates that 67.1 percent of the dwellings are owner occupied. This explains the low number of rental units available, and particularly the lack of rental units in Mahopac as all of the units offered for rent are either single family homes or condominium units.

Most of the units in the Town and the County are single family detached. In Carmel, Claritas estimates that 80.8 percent of all units are detached and for the County, the estimate is 79.6 percent. Nationally, only 60.8 percent of the total dwellings are estimated to be single family, detached units.

The number of households in the Town of Carmel is projected by Claritas to grow by 3.16 percent between 2008 and 2013. This is an increase of 365 households. In the County, there is an anticipated increase of 1,111 households or 3.19 percent between 2008 and 2013. The proposed development is expected to attract 480 households by the time of completion in 2016. If the household growth trends projected by Claritas continue through 2016, there would be an increase of approximately 2,000 households in the County from which the development could attract buyers and renters.

In the current economic recession, there is a trend to 'doubling up', with two or more generations of a family sharing one housing unit. With an anticipated economic recovery by the time the development is under construction and offering units for rent or for sale, it is probable that these households will 'undouble' and again seek separate living units. The demand that may be generated by this phenomenon could add to the demand anticipated from normal household formations.

It is anticipated that the development will attract home buyers and renters from those persons who will be employed in the office and retail space that is to be developed. It is estimated that 2,739 persons will be employed within the development upon completion. More than one-third of these will be employed in corporate offices, with the resultant level of managers and supervisors who may be attracted to the housing within the development because of the convenience to work.

The residential portions of the proposed development include 180 rental units and 300 for-sale condominium units. All residences will be within walking distance to all other components of the proposed development. The two bedroom rental units, sized at 1,250 to 1,500 square feet, will be situated on the upper floors of the buildings along the Village Main Street above the proposed commercial and professional business uses. Rents are anticipated at around \$1,800.

The 300 for-sale units in the Union Heights portion of the Proposed Action will be offered in three different layouts; 64 flats, 110 townhouses and 126 cottages. These units will be offered for-sale with prices starting at approximately \$375,000 each.

The 64, two bedroom flats would be housed in four, two and a half to three story buildings containing sixteen flats each. These units will range in size from 1,500 to 1,700 square feet and include a variety of amenities.

A total of 110 single-family, attached, two bedroom townhouse units would be housed in 28, 2-story buildings. The square footage of these units would be in the range of 1,700 to 2,000 and like the flats include a variety of amenities.

Thirty-two, 2-story buildings located in the Union Heights development would contain 126 two bedroom cottage units with a variety of amenities. The square footage of these units would start at 2,000 with an approximate maximum size of 2,400.

The condominium configuration (two bedroom) and the anticipated amenities are intended to offer alternatives to the single family home for empty nesters, young people, singles, divorcees and small families who would have few, if any, children seeking housing in the Town.

The proposed sales prices for the condominiums (\$375,000 and up) and the monthly rental rates for the 180 units in the village (\$1,800 and up) are well within the current market rates for both sales and rental units in this area.

Based upon the anticipated increase in the number of direct and indirect jobs resulting from the development and the overall appeal that will be generated by the Smart Growth Village, which will provide a village center situated around a main street with a village green, a mix of housing and businesses, numerous recreational opportunities in a walkable community with a strong sense of place, the increase in the residential units and associated residential population resulting from the development should easily be absorbed by the housing and job markets respectively.

Mitigation Measures

The residential portion of the proposed development is expected to have positive economic impacts on the Town of Carmel and on Putnam County. Property taxes are expected to meet or exceed the increased public service costs, including costs to the school district, that will be generated as a result of the development. Refer to sections 3.9-1 and 3.9-2 for details on the project related impacts on local services and taxing jurisdictions.

Putnam County, including the Town of Carmel, has experienced substantial residential growth in the past 20 years. The project would help to meet an ongoing demand in population growth in the region, in a way that promotes a healthy lifestyle and offers alternatives to the single family home for empty nesters, young people, and others seeking housing in the Town. The residential component of the development would make available a variety of "for-sale" and rental housing with a diversified housing stock not readily available in this area of Putnam County thereby increasing benefits of the project to the Town.

Housing that is proposed will provide quality, moderately priced residences for a wide range of individuals including those who choose to live and work in the development as well as others in the local work force. No mitigation measures are proposed because significant impacts would not result from the development of the Proposed Action.

Office

Existing Conditions

Offerings of office space for lease in Putnam and Westchester Counties were researched for this analysis and selected for comparison. The availability of quality space seems limited. The following seven complexes in Putnam were identified as having space available, ranging from \$17.50 to \$26.00 per square feet, depending upon the type of lease, location, and amenities³⁷.

- The Barns, 667 Stoneleigh Avenue, Carmel, across from Putnam Hospital, has 3,000 square feet of space available in a 10,000 square foot building. This space is offered at \$26.00 per square foot and is suitable for a health care group or professional practice.
- Clock Tower Commons, NYS Route 22, Brewster, consists of seven office buildings located on ten acres with perimeter parking. Office space can be finished to meet the tenant's requirements. There are two suites listed, both offered at \$19.00 per square foot. One is 1,750 square feet and the other is 900 square feet.
- Orchard Ridge Corporate Park, 301 Fields Lane, Brewster, consists of two 81,000 square foot office/warehouse/labratory buildings. A second floor suite in Building 1 of 1,350 square feet is currently offered for \$17.50 per square foot. Additional space is available in suites ranging from 1,341 to 5,800 for up to \$22.00 per square foot.
- South Patterson Business Park, 2022 NYS Route 22, Brewster, has two office suites for lease. A 1,400 square foot unit and a 2,000 square foot unit are offered at \$17.50 per square foot gross, including heat, air conditioning and electricity.
- Space in Patterson Park, 2050 NYS Route 22, Brewster, is offered for lease at \$22 per square foot gross.
- Millbrooke Office Centre, 22 Milltown Road, Brewster, has space currently offered at \$19.00 per square foot, net-net-net.
- Professional office space is available in the Southeast Executive Park, 185 Route 312, Brewster at \$26.00 per square foot gross.

The following additional offerings in Putnam were identified at rates ranging from \$8 to \$30 per square foot:

- Six additional office complexes in Brewster are offering small suites (under 2,000 square feet) for \$15.00 to \$22.00 per square foot.
- In Carmel, there are six additional office developments that are offering suite ranging from 1,000 square feet to 14,848 square feet (entire building) at rents from \$10.00 to \$30.33 per square foot.
- In Mahopac, there are two offerings. A 630 square foot space in a 3,700 square foot building is offered at \$29.00 per square foot. A 4,500 square foot suite in a building of 11,121 square feet is available at \$21.00 per square foot.
- In Patterson, there are three offerings of office space ranging from 460 square feet to 10,000 square feet at rents ranging from \$8.00 to \$26.00 per square foot.

In northern Westchester County, office space also is of limited availability. Using Loopnet.com, a search for office space for lease by zip code was conducted. The zip codes searched

³⁷ www.mrofficespace.com

<http://www.cityfeet.com/PutnamCountyCommercialRealEstateLocal/PutnamCountyIncomeProperty.aspx>

<http://www.loopnet.com/New-York/Carmel-Commercial-Real-Estate/>

included 10501, 10505, 10517, 10518, 10526, 10527, 10535, 10536, 10541, 10547, 10560, 10566, 10567, 10588, 10589, 10590, 10597, and 10598. Only sixteen properties offered office space in these zip codes. Rental rates were generally in the \$20.00 to \$30.00 per square foot range, with extremes of \$9.86 and \$42.86 reported (one offering at \$1.32 per square foot is believed to be in error and could not be verified). The search produced the following results:

- Park Mall in Peekskill offers space ranging from 500 to 12,00 square feet at \$17.00 per square foot in a 27,000 square foot office building.
- A 702 square foot suite in Peekskill Plaza is available for \$25.04 per square foot. This space is located in the 'DMV Building' and is reportedly heavily trafficked.
- 1001 Park Street in Peekskill offers a 2,800 square foot suite for \$9.86 per square foot. This space is located in a 6,000 square foot building.
- 2 John Walsh Boulevard, Peekskill, offers suites ranging from 760 to 1,872 square feet in a two story building containing 21,600 square feet. Rentals are shown in the Loopnet listing at \$1.32 to \$15.00 per square foot.
- A 1,300 square foot suite is available at 1112 Main Street in Peekskill at \$18.00 per square foot. This suite is in a 3,150 square foot building.
- RAE Park in Peekskill offers suites ranging from 375 to 6,990 square feet at rents of \$9.50 to \$20.34 per square foot. This is a multi-use office/retail/industrial park. The office building contains 136,000 square feet.
- Suites ranging from 800 to 2,800 square feet are offered at 12 North Division in Peekskill. The annual rental is \$15.00 per square foot. The building contains 10,000 square feet.
- The Hudson View, a LEEDS Certified building in Peekskill, is a 93,300 square foot building offering space at \$29.25 per square foot.
- Pike Plaza in Cortlandt Manor offers suites ranging from 1,024 to 12,040 square feet in a 43,000 square foot building. The space is offered at \$20.00 per square foot.
- In Yorktown Heights, an 11,000 square foot space is available in the Triangle Shopping Center at \$25.00 per square foot. Also available in this Center are suites ranging from 800 to 10,000 square feet at rates of \$25.00 to \$45.00 per square foot.
- A 100,000 square foot space is available in the Taconic Corporate Park #2 in Yorktown Heights at \$22.50 per square foot. This space is located in a 'Class A, 145,000 square foot office property'.
- Suites are available in a medical office building in Yorktown Heights at \$25.00 to \$25.20 per square foot. The suites range from 1,000 to 1,200 square feet.
- Space is being offered at 1922 East Main Street in Mohegan Lake for \$25.00 per square foot. The space is under construction and consists of two buildings, one with 3,450 square feet and the other containing 2,300 square feet.
- Office space is available on Route 6 at Mohegan Avenue in Mohegan Lake. This is an office/medical building containing 20,000 square feet. Suites from 3,500 to 16,250 square feet are available at rentals ranging from \$23.00 to \$42.86 per square foot.
- Space in the former Pepsi Cola Bottling Headquarters in Somers is offered at \$26.00 per square foot. This is a 522,800 square foot, nine story office building located on 200 acres. Suites of 15,000 to 80,000 square feet are available.
- North End at Somers is offering 1,000 to 40,000 square foot suites in a 90,000 square foot complex of seven buildings. The space is offered at \$30.00 per square foot and is new construction. It is a village concept with retail/office space on the ground level and residential units above.

Based upon the data listed above, of the total of approximately 1,705,510 square foot of office space, approximately 420,000 square foot is considered vacant. If only the Class A office space is considered, the total space as listed is 1,149,100 square foot of which approximately 230,000 square foot is considered as vacant. A analysis of all vacant office space reported compared to the total office space identified indicated there is approximately a 25 percent vacancy rate. However the review of the Class A office space available indicates this percentage drops to approximately 20 percent.

Potential Impacts

As a part of the Union Place development, a total of 475,000 square feet of office space will be offered. The space will consist of the following:

- 125,000 square feet of professional office space above ground floor retail
- 350,000 square feet of corporate office space

Based upon the research conducted for this study, the current office market in Putnam and Westchester Counties seems to have limited availability, particularly in Class A buildings. The office rental prices are sufficient to support new construction, particularly in a recovering economy which is anticipated by the time the Union Place development comes on the market. Of the office properties offered for lease in the Loopnet data base, North End at Somers appears to be most comparable to the professional office space proposed at Union Place. This space is offered at \$30.00 per square foot and is located in a village setting with retail and office space on the ground level with residential above. Corporate office space offering at Union Place should be superior to any of the listings found in the research. The only building of comparable size was the Pepsi Cola Bottling Headquarters in Somers. This building is larger in scale than that proposed at Union Place. Rentals are \$26.00 per square foot.

The development of Class A office space within a Smart Growth Village is anticipated to have positive potential impacts on the Town of Carmel, Putnam County and the region. The development will attract large corporate office tenants which will employ local residents living in nearby existing housing as well as from locales further away. It will also provide employment for residents of the Village. The office tenants will support the retail and restaurant spaces in the Village, contributing to the vibrancy of the main street concept. The development of the office space will permit the Town and County to capture taxes that are now going to adjoining areas. The proposed site is one of a few viable locations in the area for large, Class A office space development.

Incorporating large corporate office tenants in the mix of uses at Union Place brings with it benefits to the Town or Carmel and Putnam County. This type of use increases tax ratables, ratables currently exported to surrounding jurisdictions, without introducing school aged children into the school district. Furthermore, this use requires significantly less need for other community services when compared with similar size residential developments. Refer to Chapter 3.8, Community Services, for details on the existing conditions, potential impacts and proposed mitigation to the school district and emergency services.

Traffic patterns associated with corporate offices are essentially the opposite of those for the residential and, to an extent, the retail components of this Smart Growth Village. Incorporating large corporate office space into the fabric of the Union Place Smart Growth Village, amongst existing and future residential areas, will result in less traffic congestion and less driving than

would be generated by a typical suburban development, the type that has been the norm throughout the United States. Chapter 3.7 herein, addresses existing conditions, potential impacts and proposed mitigation associated with the Proposed Action.

Mitigation Measures

The proposed offices to be developed will meet a demand for quality office space in the Town of Carmel and in Putnam County. Both small professional offices and major corporate office space will be available. As a part of the proposed Smart Growth Development, the offices will complement the adjoining retail and residential developments, providing a return to the concept of living and working within the same area.

No mitigation is proposed as a positive impact is anticipated from the mix of office space proposed.

Hotel

Existing Conditions

The availability of quality hotel rooms in the Town of Carmel and throughout Putnam County is extremely limited. There are several small inns located in Cold Spring and Garrison in the western part of the County on the Hudson River that offer a limited number of rooms at rates that range from \$150 to \$250 per night. The Town of Brewster has three modest lodging facilities that offer rooms at rates ranging from \$65 to \$130 per night. There is only one lodging facility that was identified within the immediate vicinity of the site. The Budget Motor Inn on US Route 6 just west of Miller Road near the Mahopac Village Shopping Center is a 24 unit, single-story, modest motel offering rooms at \$75 to \$85 per night. It is accessible from the Putnam Trailway, a Rails-to-Trails paved bike/walking path that extends from Seminary Hill Road in Carmel to Baldwin Place near the development site.

Finally, a hotel on the Gateway Summit project site, located on U. S. Route 6 in Carmel approximately 9.5 miles northeast of the Union Place project site, has been approved by the Town of Carmel. This hotel is proposed as a Staybridge Suites and is to include a banquet facility. The proposed hotel would include 123 rooms offered at rates of around \$150 per night. Ground breaking for this hotel is for sometime between June 2010 and June 2011. Refer to Figure 3.9-2, Hotels and Motels in the Vicinity of Union Place Site, for the locations of the facilities identified above.

The available lodging that was identified within Putnam County was clustered at the low end and the high end of the market. Facilities are either modest, budget priced (under \$100 per night) motels or luxury inns with rates up to \$250 per night.

To determine the locations, availability, and rates for hotels in the area, a number of searches were conducted, both physically and electronically. Requests for availability of rooms in hotels and motels using travel search engines produced no results for 'Carmel' or for 'Mahopac'. Using 'Brewster, New York' as the desired location produced 40 hotel/motel sites on two travel search engines. None of these facilities were located in Putnam County, however. The searches returned hotels located in Westchester and Dutchess Counties, New York, and in Connecticut.

The Putnam County Visitors Bureau web site (www.visitputnam.org) lists the following facilities under 'Lodging':

Brewster

- Bel-Aire Motor Lodge, Route 22
- Heidi's Inn, Route 22, offering rooms with kitchens at \$79 to \$130 per night

Cold Spring

- Country Side Motel, Route 9, has 22 rooms at \$65 and up per night
- Hudson House Inn, 2 Main Street, overlooks the Hudson River and offers 11 rooms and 2 suites at rates ranging from \$165 to \$250 per night. These rates include breakfast.
- Pig Hill Inn, 73 Main Street, has 9 rooms at rates ranging from \$150 to \$250 per night.
- Plumbush Inn, Route 9D, has 3 rooms at rates ranging from \$215 to \$235 per night.

Garrison

- Bird and Bottle Inn, 1123 Old Albany Post Road, has 3 rooms and a separate cottage. The rate for the cottage is \$230 per night. The rooms range from \$165 to \$210 per night.
- The Inn at Garrison. 2015 Route 9, is a resort offering rooms at \$250 per night. During the winter months, the Inn is open Wednesday through Saturday nights at a rate of \$175.

At the time of several inquiries during the winter of 2008-2009, there was general availability of rooms during the week among the inns and motels within Putnam County, but for the weekends, rooms were limited.

Travel search engines using Peekskill as the desired location produced an indication of the hotel market within northern Westchester County. The following were identified:

Peekskill

- The Peekskill Inn is a two-star facility offering 53 guest rooms targeted to the business traveler. The rates start at \$145 per night.

Tarrytown

- The Tarrytown House Estate is a four-star hotel offering 209 guest rooms. Rates range from \$169 to \$239 per night.
- The Doubletree Hotel in Tarrytown offers rooms ranging in price from \$144 to \$169 in a three and one-half star facility containing 247 guest rooms.

Mount Kisco

- The Holiday Inn, Mount Kisco, is a three-star hotel offering 122 rooms with rates beginning at \$143 per night.

Searches using other towns in both Putnam and Westchester Counties as the desired location produced results in Danbury, Connecticut and in White Plains, Ridgefield and Armonk, New York. The hotels identified by these searches were typically national chains such as Holiday Inn, Days Inn, Comfort Suites, Hilton Garden Inn, and La Quinta. Rates are generally in the \$100 to \$150 per night range for two- to three-star hotels and in the \$200 to \$250 range for a four-star hotel.

Potential Impacts

The proposed 90 room hotel in the Union Place development would help to fill several voids that exist in the local lodging market. As detailed above, lodging that is predominately available in Putnam County is at the market extremes--low-end budget motels and luxury, expensive inns. The hotel at Union Place would help to meet the need for mid-priced, quality lodging in the Town of Carmel and in Putnam County. It would provide support to the corporate offices within the development and would serve other business travelers and vacationers eliminating the need to travel to locations in Westchester County for mid-rate accommodations.

Mitigation Measures

The proposed hotel will not create undue competition for the existing inns and motels in Putnam County since it is proposed as mid-priced, quality lodging that is not widely available in the market. No mitigation is proposed.

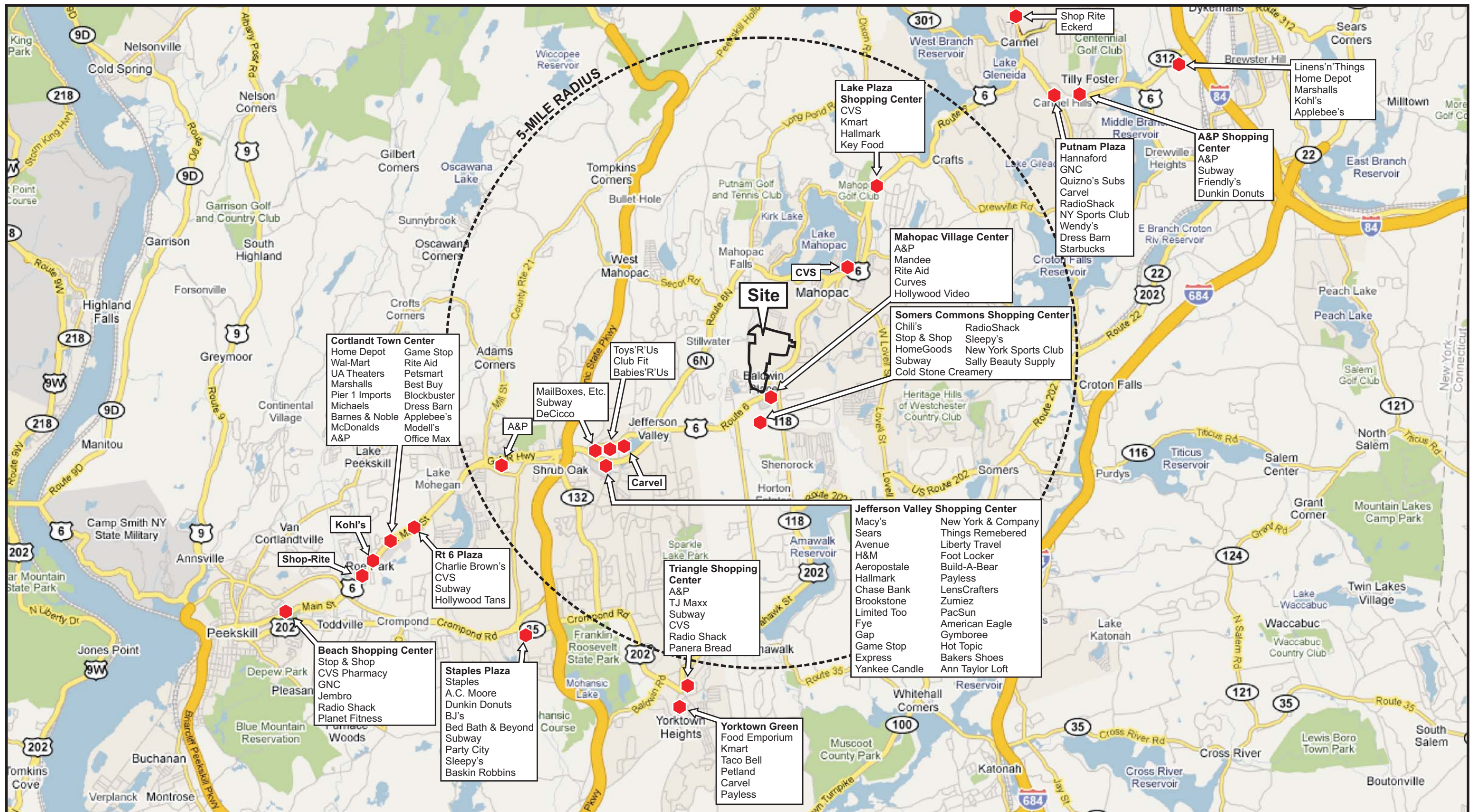
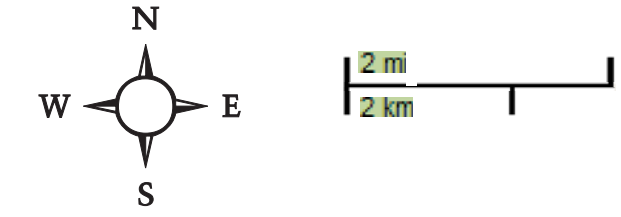


Figure 3.9-1: Competitive Retail Market Analysis
 Union Place
 Town of Carmel, Putnam County, New York
 Base: Google Maps
 Approx. Scale: 1" = 1.5 mi.



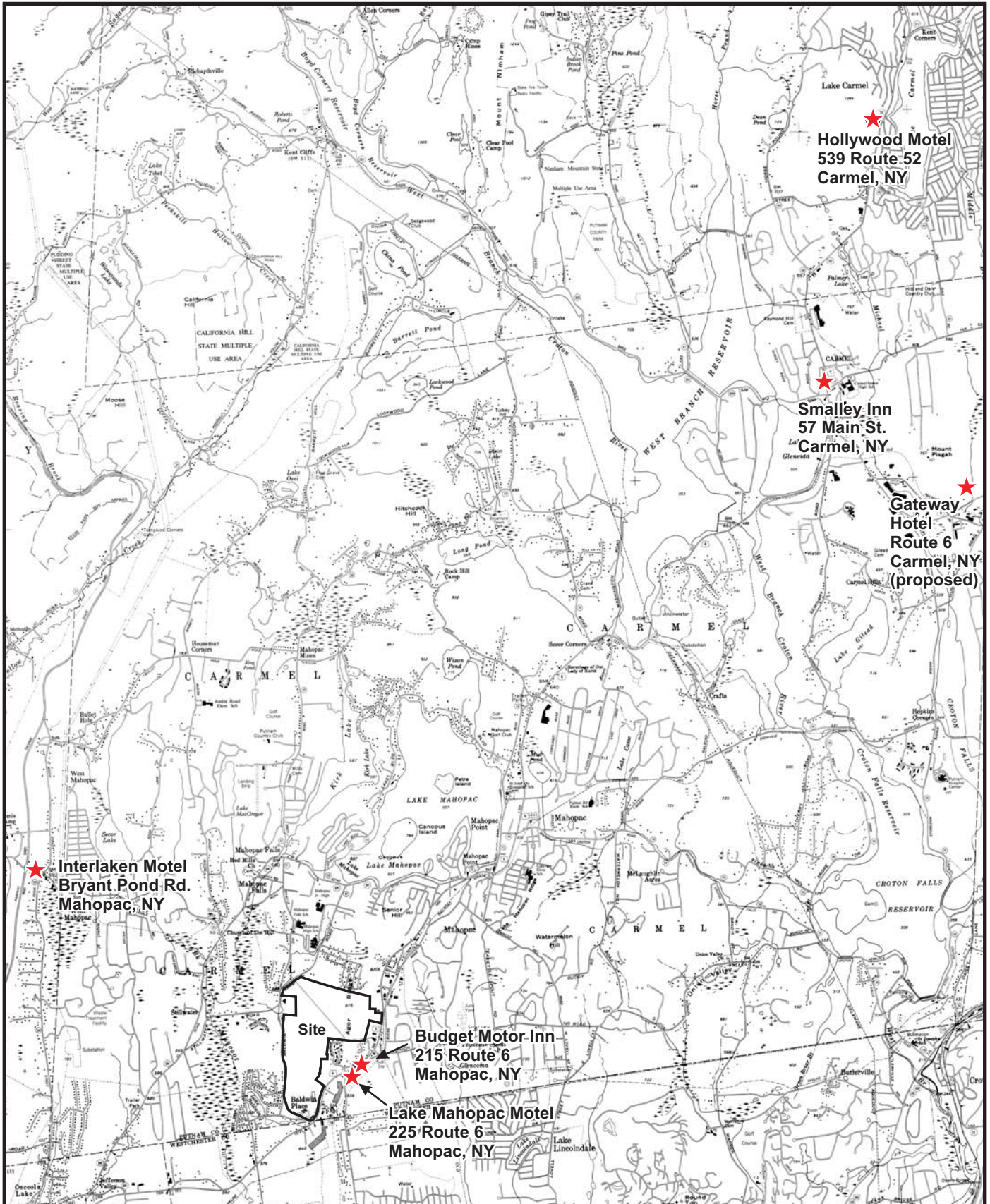


Figure 3.9-2: Hotels and Motels in the Vicinity
of Union Place Site

Union Place

Town of Carmel, Putnam County, New York

Base Map: US DOT Planimetric Map

Approx. Scale: 1" = 1 mi.

