



FISCAL IMPACT ANALYSIS FOR FUTURE DEVELOPMENT

TRANSIT-RELATED GROWTH AREA
HERNDON, VA

Prepared for Skidmore, Owings & Merrill
October 17, 2023

Since 1967, RCLCO has been the “first call” for real estate developers, investors, the public sector, and non-real estate companies and organizations seeking strategic and tactical advice regarding property investment, planning, and development.

RCLCO leverages quantitative analytics and a strategic planning framework to provide end-to-end business planning and implementation solutions at an entity, portfolio, or project level. With the insights and experience gained over 50 years and thousands of projects—touching over \$5B of real estate activity each year—RCLCO brings success to all product types across the United States and around the world.

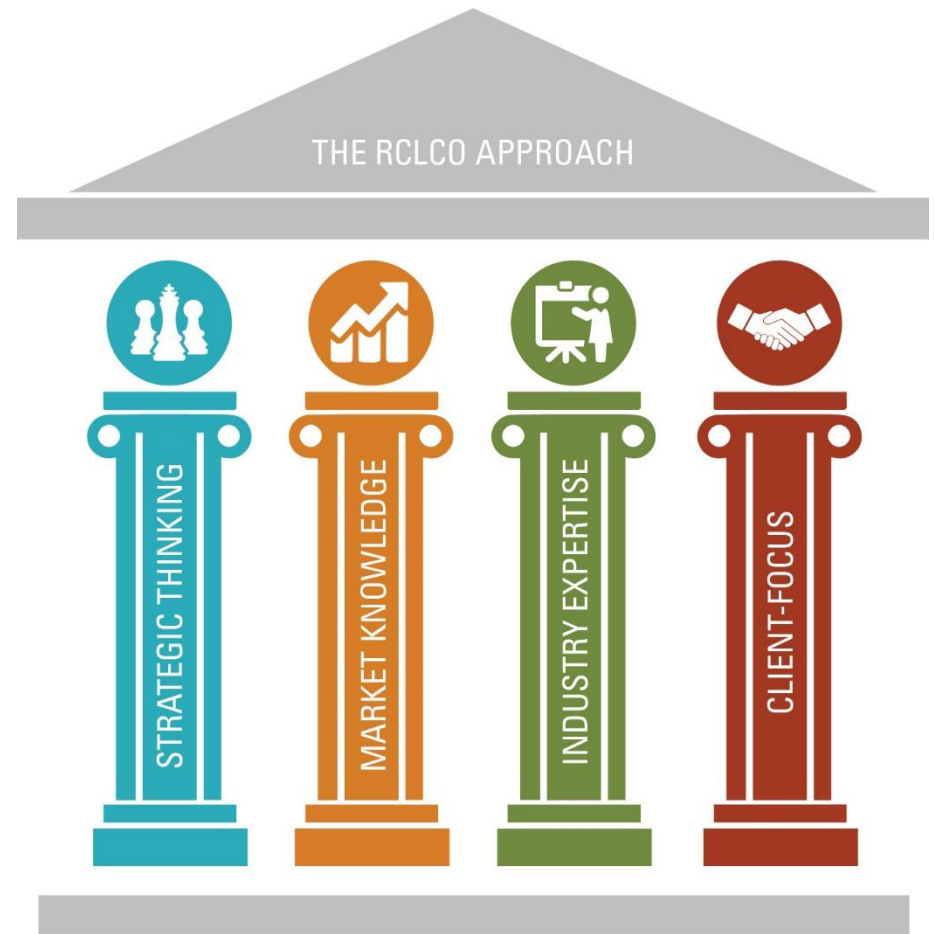
Learn more about RCLCO at www.RCLCO.com.

REPORT AUTHORS

Project Director:

Jacob Ross, Principal

► P: (240) 404-6811 | E: JROSS@RCLCO.COM



CONTENTS

OBJECTIVES & KEY FINDINGS	4
ASSUMPTIONS & METHODOLOGY	7
▶ Definition of Net Fiscal Impact	8
▶ Revenues	9
▶ Expenditures	12
OPPORTUNITIES FOR COST SHARING	13
DISCLAIMERS	15
APPENDIX: SUPPORTING EXHIBITS	18

OBJECTIVES & KEY FINDINGS

OBJECTIVES

Skidmore, Owings & Merrill (“SOM”) is working with the Town of Herndon to create a transit-related small area plan, which would guide the development of approximately 25 privately owned parcels—collectively referred to as the Transit-Related Growth Area (“TRG”)—near the future Herndon Metrorail Station. As they do so, SOM and the Town of Herndon are considering the extent to which sites in the TRG might support a number of potential land uses, including rental housing, for-sale housing, office, retail, hotel, and self-storage.

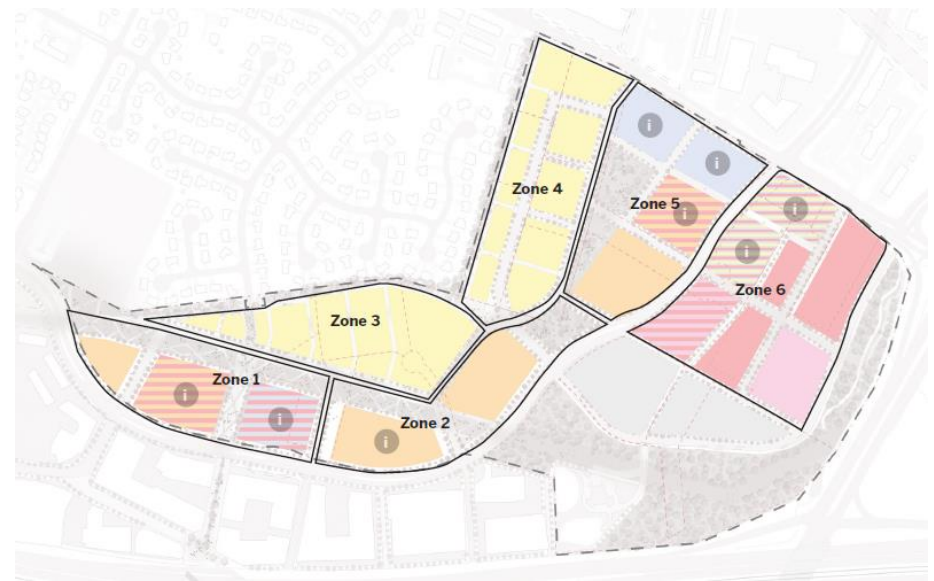
With this background in mind, SOM brought RCLCO onto the consultant team for this effort. RCLCO is a national real estate advisory firm with more than 50 years of experience serving as the “first call” for real estate developers, investors, the public sector, and non-real estate companies and organizations seeking strategic and tactical advice regarding property investment, planning, and development.

One objective of RCLCO’s work on the consultant team is to provide an independent fiscal impact analysis, outlining the revenues that new development in the TRG is likely to generate to the Town of Herndon, as well as the expenditures the Town of Herndon is likely to incur while serving the users of that new development. For the purpose of this analysis, RCLCO relied on SOM for assumptions regarding the quantities of development in the TRG. These assumptions, which are shown to the right and hereafter referred to as the “Proposed Use Scenario,” included:

- ▶ 2,787 housing units, including 2,369 rental apartments, 175 for-sale townhomes, and 244 for-sale two-over-twos;
- ▶ 463 hotel keys;
- ▶ 1,189,400 square feet of office, including 1,122,600 square feet of corporate office and 66,800 square feet of creative office; and
- ▶ 293,600 square feet of retail, including 63,600 square feet of grocery, 155,300 square feet of restaurants and services, and 74,700 square feet of entertainment and fitness.

RCLCO supplemented this information with data from its separately produced market analysis, which RCLCO completed in September 2022. RCLCO also incorporated data from third party sources, including public assessor’s databases.

Transit-Related Small Area Plan, October 2023;
Proposed Use Scenario



	ZONE1	ZONE 2	ZONE 3	ZONE 4	ZONE 5	ZONE 6	TOTAL
Residential	532	781	178	240	561	495	2,787 Units
Multifamily	532	781			561	495	2,369 Units
Townhome			107	68			175 Units
Two-Over-Two			71	172			244 Units
Hotel	0	0	0	0	0	463	463 Keys
Hotel						463	463 Keys
Office	641,700	0	0	0	480,900	66,800	1,189,400 SF
Corporate Office	641,700				480,900		1,122,600 SF
Creative Office						66,800	66,800 SF
Retail	43,100	0	0	0	86,800	163,700	293,600 SF
Grocery					50,900	12,700	63,600 SF
Restaurants & Services	43,100				35,900	76,300	155,300 SF
Entertainment & Fitness						74,700	74,700 SF

Image Source: Town of Herndon, Esri

KEY FINDINGS

CUMULATIVE NET FISCAL IMPACT

From 2023 to 2045, RCLCO estimates the Proposed Use Scenario will generate roughly \$221,608,000 (in nominal dollars) in revenues to the Town of Herndon. Property taxes represent the largest portion of this total (32%), followed by business license revenues (30%), transient occupancy taxes (13%), and meals taxes (11%).

Meanwhile, RCLCO estimates the Town of Herndon will incur roughly \$53,067,000 (in nominal dollars) in expenditures to serve users of the Proposed Use Scenario during the same forecast period from 2023 to 2045. As a result, the Proposed Use Scenario is projected to generate a positive net fiscal impact of \$168,541,000 to the Town of Herndon during this time, providing the Town of Herndon with key revenues it can use to help offset any necessary infrastructural investments. For more information, please see the table below as well as Exhibit I-1a in the appendix.

Summary of Cumulative Fiscal Impact Analysis, 2023-2045;
Proposed Use Scenario

ESTIMATED REVENUES		DIST.
Property Taxes	\$69,929,000	32%
Other Local Taxes	\$137,425,000	62%
Business License Revenues	\$66,894,000	30%
Meals Taxes	\$24,602,000	11%
Transient Occupancy Taxes	\$28,093,000	13%
Local Sales Taxes	\$9,570,000	4%
Other	\$8,266,000	4%
Permits, Fees, and Licenses	\$2,532,000	1%
Fines and Forfeitures	\$1,092,000	0%
Parks and Recreation Fees	\$10,630,000	5%
Total Revenues	\$221,608,000	100%
ESTIMATED EXPENDITURES		DIST.
Total Operating Expenditures	\$53,067,000	100%
Total Expenditures	\$53,067,000	100%
Net Fiscal Impact	\$168,541,000	

ANNUAL NET FISCAL IMPACT AT BUILDOUT

Looking at the amount of revenue generated by the Proposed Use Scenario in any given year, this analysis suggests that, at buildout, the redevelopment will produce an estimated \$15,803,000 to the Town of Herndon each year, in 2023 dollars. This revenue compares with \$3,433,000 in annual town expenditures, for an annual net fiscal impact of \$12,370,000 in 2023 dollars.

RESIDENTS AND EMPLOYEES AT BUILDOUT

At buildout, RCLCO estimates the Proposed Use Scenario will support approximately 5,648 residents, including approximately 942 schoolchildren. In addition, RCLCO estimates the Proposed Use Scenario will support approximately 6,765 employees—including 5,462 office employees and 1,302 retail, hospitality, and apartment employees—at an average salary of \$102,000, in 2023 dollars.

Summary of Annual Fiscal Impact Analysis, At Buildout (in 2023 Dollars);
Proposed Use Scenario

ESTIMATED REVENUES		DIST.
Property Taxes	\$4,613,000	29%
Other Local Taxes	\$10,287,000	65%
Business License Revenues	\$5,946,000	38%
Meals Taxes	\$2,040,000	13%
Transient Occupancy Taxes	\$1,141,000	7%
Local Sales Taxes	\$593,000	4%
Other	\$568,000	4%
Permits, Fees, and Licenses	\$174,000	1%
Fines and Forfeitures	\$69,000	0%
Parks and Recreation Fees	\$660,000	4%
Total Revenues	\$15,803,000	100%
ESTIMATED EXPENDITURES		DIST.
Total Operating Expenditures	\$3,433,000	100%
Total Expenditures	\$3,433,000	100%
Net Fiscal Impact	\$12,370,000	

ASSUMPTIONS & METHODOLOGY

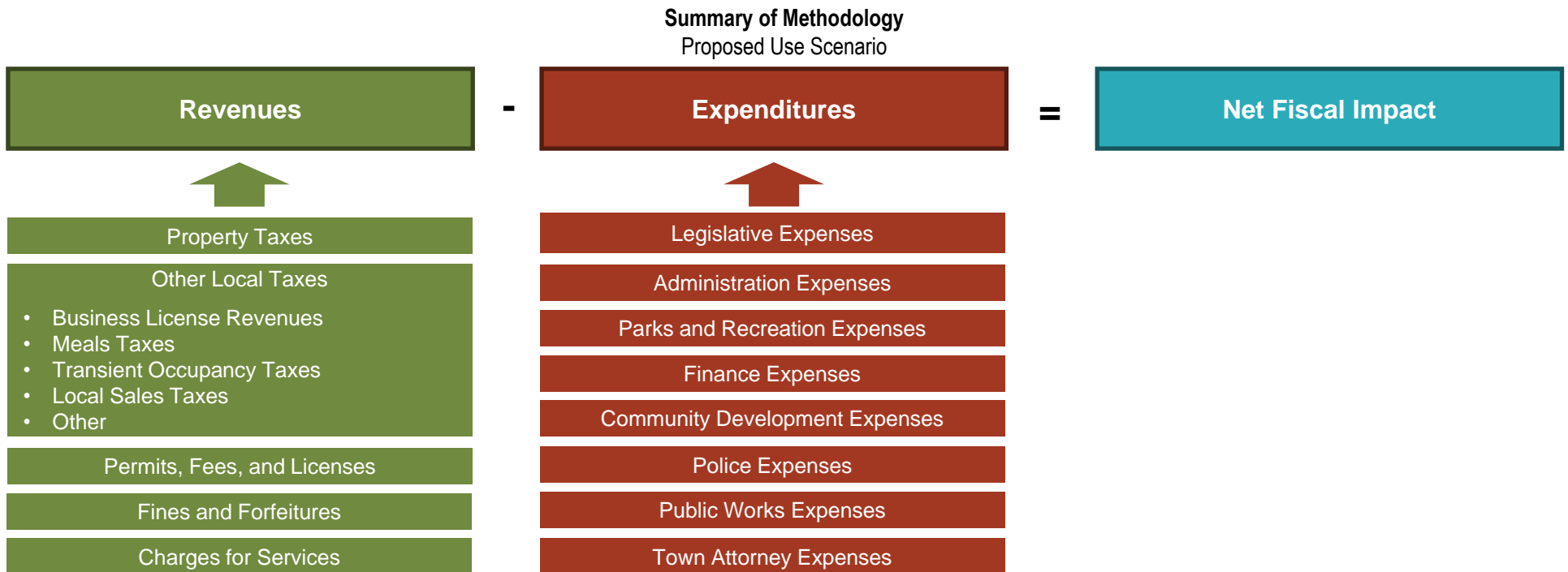
DEFINITION OF NET FISCAL IMPACT

METHODOLOGY

To project the net fiscal impact of the Proposed Use Scenario, RCLCO first determined estimated revenues based on the taxes and fees that residents, businesses, and property owners are likely to pay. Then, RCLCO subtracted operating expenditures from town revenues, based on the town services the Proposed Use Scenario is likely to require. Revenues less expenditures each year are the General Fund net fiscal impact. Please see below for more information.

Exhibit I-2 shows the model assumptions for the Proposed Use Scenario, and Exhibits I-3 and I-4 show the allocation of revenues and expenditures from the adopted Fiscal Year 2024 budget. Exhibit I-5 shows the properties used to estimate the assessed value of the rental apartments, hotels, office, and retail in the Proposed Use Scenario.

Using the above assumptions and below methodology, RCLCO calculated the annual revenues, expenditures, and net fiscal impact for the Proposed Use Scenario at buildout, in 2023 dollars. In addition, RCLCO also calculated the cumulative revenues, expenditures, and net fiscal impact for the Proposed Use Scenario through 2045, based on an assumed delivery schedule of new development in the Proposed Use Scenario. Exhibit I-6 shows this assumed delivery schedule, which RCLCO developed based on a combination of the Transit-Related Small Area Plan Visioning Report from SOM, the separately produced market analysis by RCLCO, and estimated parcel-by-parcel delivery timing from the Town of Herndon. The goal of this effort was to ensure new development is not assumed to occur before there is sufficient demand to support it or land to accommodate it.



REAL PROPERTY TAX REVENUES

For the Proposed Use Scenario, RCLCO estimated the likely assessment of rental apartments to be \$285,000 per unit, limited-service hotel to be \$102,000 per key, full-service hotel to be \$138,000 per key, corporate office to be \$525 per square foot, creative office to be \$243 per square foot, and retail to be \$368 per square foot, based on assessments of properties in the Town of Herndon and the remainder of Fairfax County. Please see Exhibit I-5 for more information. As shown on Exhibit I-2, RCLCO estimated the likely assessment of for-sale townhomes to be \$800,000 per unit and for-sale two-over-twos to be \$650,000 per unit, based on the market analysis that RCLCO completed in September 2022. Using these estimates, RCLCO projected the overall site value and applied the Town of Herndon's tax rate of \$0.26 per \$100 valuation from the adopted Fiscal Year 2024 budget to project annual real property tax revenue. When projecting the cumulative net fiscal impact of the Proposed Use Scenario through 2045, RCLCO assumed property values would escalate at a rate of 2.5% per year.

TRANSIENT OCCUPANCY TAXES

For the Proposed Use Scenario, RCLCO assumed all hotels would deliver as limited- or select-service hotels considering the flags of hotels that operate in the area today. Next, RCLCO estimated stabilized occupancy rates of 75%, based on its experience in the market. RCLCO then relied upon the projected average daily rates ("ADRs") from the September 2022 market analysis to calculate annual gross hotel receipts for the Proposed Use Scenario. After calculating these annual gross hotel receipts, RCLCO applied the Town of Herndon's transient occupancy tax rate of 6.0% to project transient occupancy tax revenue under the Proposed Use Scenario. When projecting the cumulative net fiscal impact of the Proposed Use Scenario through 2045, RCLCO assumed hotel rates would escalate at a rate of 2.5% per year.

MEALS TAXES

For on-site restaurants in the Proposed Use Scenario, RCLCO estimated average sales of \$450 per square foot, based on information from brokers and developers as well as experience in the local market. After multiplying this number by the expected amount of restaurant space in the Proposed Use Scenario, RCLCO applied the Town of Herndon's meals tax rate of 3.75% in order to project meals tax revenue generated by on-site retail under the Proposed Use Scenario.

In addition to the above, RCLCO estimated meals tax revenue generated by on-site households and employees in the Proposed Use Scenario elsewhere in the Town of Herndon.

- ▶ For on-site employees, RCLCO projected employee incomes based on data from the U.S. Census Bureau, and then estimated the percent of those incomes that is likely to go towards daytime meal purchases based on the same data from the U.S. Census Bureau as well as additional data from the International Council of Shopping Centers ("ICSC"). RCLCO multiplied these numbers to project daytime meals spending, and then assumed that 40% of this spending is likely to take place within the Town of Herndon. Finally, RCLCO applied the Town of Herndon's meals tax rate of 3.75% in order to project off-site meals tax revenue generated by on-site employees under the Proposed Use Scenario.
- ▶ For on-site residents, RCLCO projected household incomes based on the projected housing rents and prices according to the September 2022 market analysis. RCLCO then estimated the percent of those incomes that is likely to go toward restaurant purchases based on data from Esri. RCLCO multiplied these numbers to project restaurant spending, and then assumed that 40% of this spending is likely to take place within the Town of Herndon. Finally, RCLCO applied the Town of Herndon's meals tax rate of 3.75% in order to project off-site meals tax revenue generated by on-site households under the Proposed Use Scenario.

When projecting the cumulative net fiscal impact of the Proposed Use Scenario through 2045, RCLCO assumed sales would escalate at a rate of 2.5% per year.

BPOL TAXES

For the Proposed Use Scenario, RCLCO estimated annual revenues for on-site businesses, which generate business, professional, and occupational license (“BPOL”) revenues to the Town of Herndon. To do so, RCLCO relied upon data from its September 2022 market analysis for retail and hospitality uses, as well as data from the U.S. Census Bureau for office uses. After projecting annual revenues for each of these uses, RCLCO applied the Town of Herndon’s corresponding BPOL tax rate. These tax rates were \$0.3515 per \$100 in gross receipts for office, \$0.1485 per \$100 in gross receipts for retail, \$0.1300 per \$100 in gross receipts for restaurant, and \$0.2600 per \$100 in gross receipts for hospitality. In some cases, these tax rates reflect weighted averages for different types of businesses, the details for which are outlined on Exhibit I-2. When projecting the cumulative net fiscal impact of the Proposed Use Scenario through 2045, RCLCO assumed business revenues would escalate at a rate of 2.5% per year.

LOCAL SALES TAXES

Currently, Fairfax County levies a sales tax rate of 1.0%, half of which is distributed to jurisdictions within Fairfax County based on share of school-aged children who live within each jurisdiction. RCLCO thus calculated an effective local sales tax rate of 0.0106% based on the share of school-aged children in Fairfax County who live within the Town of Herndon.

To determine local sales taxes associated with the Proposed Use Scenario, RCLCO considered 1) on-site retail purchases, 2) off-site retail purchases from on-site households elsewhere in Fairfax County, and 3) off-site retail purchases from on-site employees elsewhere in Fairfax County, as well as 4) off-site retail purchases from all other users in Fairfax County that flow back to the Town of Herndon on the basis of it having a greater number of school-aged children under the Proposed Use Scenario.

- ▶ To determine local sales taxes from the first source, RCLCO relied upon assumptions from its September 2022 market analysis to project on-site retail sales. RCLCO then applied the effective local sales tax rate of 0.0106% to determine local sales tax revenue from on-site retail purchases.
- ▶ To determine local sales taxes from the second source, RCLCO estimated household incomes based on the projected housing rents and prices according to the September 2022 market analysis. RCLCO then estimated the percent of those incomes that is likely to go toward retail purchases based on data from Esri. RCLCO multiplied these numbers to project retail spending, and then assumed that 75% of this spending is likely to take place within Fairfax County. Finally, RCLCO applied the Town of Herndon’s effective local sales tax rate of 0.0106% to project off-site local sales tax revenue generated by on-site households under the Proposed Use Scenario.
- ▶ To determine local sales taxes from the third source, RCLCO projected employee incomes based on data from the U.S. Census Bureau, and then estimated the percent of those incomes that is likely to go towards daytime retail purchases based on the same data from the U.S. Census Bureau as well as additional data from the ICSC. RCLCO multiplied these numbers to project daytime retail spending, and then assumed that 75% of this spending is likely to take place within Fairfax County. Finally, RCLCO applied the Town of Herndon’s effective local sales tax rate of 0.0106% to project off-site local sales tax revenue generated by on-site employees under the Proposed Use Scenario.
- ▶ To determine local sales taxes from the fourth source, RCLCO determined the local sales taxes the Town of Herndon receives for each resident at present time. RCLCO then multiplied this number by the number of residents in the Proposed Use scenario to project off-site local sales tax revenue that is generated elsewhere in Fairfax County, but that is likely to flow back to the Town of Herndon on the basis of it having a greater number of school-aged children under the Proposed Use Scenario.

When projecting the cumulative net fiscal impact of the Proposed Use Scenario through 2045, RCLCO assumed sales would escalate at a rate of 2.5% per year.

MISCELLANEOUS REVENUES

In addition to real property tax revenues, transient occupancy taxes, meals taxes, BPOL taxes, and local sales taxes, RCLCO estimated the generation of other revenues—such as permits, fees, and licenses; fines and forfeitures; and charges for services—on a per resident and/or per employee basis. To do so, RCLCO typically identifies the total amount of each type of miscellaneous revenue collected by a jurisdiction in a given year, and then estimates the portion of those revenues that are attributable to employees in the jurisdiction and the portion attributable to residents. RCLCO followed a similar approach for this analysis, allocating 47.3% to employees and 52.7% to residents based on the current employee to population ratio in Herndon. RCLCO made certain exceptions for line items that were more attributable to residents over employees, or vice versa. Using this approach, RCLCO estimated miscellaneous revenues per resident and per employee. These estimates are summarized on Exhibit I-3.

Next, RCLCO multiplied these values by the expected number of residents and employees in the Proposed Use Scenario. The number of residents per unit by type and the amount of office and retail square footage per employee were determined from the Loudoun County Fiscal Impact Guidelines, which provide helpful benchmarks for these thresholds in the Washington region. When projecting the cumulative net fiscal impact of the Proposed Use Scenario through 2045, RCLCO assumed per person miscellaneous revenues would escalate at a rate of 2.5% per year.

OPERATING EXPENDITURES

The estimation of operating expenditures follows a similar methodology to that of miscellaneous revenues. RCLCO divided the total annual expenditures, as shown in the adopted Fiscal Year 2024 budget, among the estimated number of residents and employees in the Town of Herndon to arrive at average expenditure estimates per resident and per employee. RCLCO also estimated that some of these expenditures are fixed; in these cases, RCLCO either 1) did not scale these costs upward with each additional resident or employee or 2) scaled these costs upward but to a lesser extent than others, depending on the exact cost in question. These estimates are summarized on Exhibit I-4.

To convert the operating expenditure estimates into expenditures per household or per employee, the expenditures per resident were multiplied by the average number of residents per unit and the number of employees per square foot as discussed above. When projecting the cumulative net fiscal impact of the Proposed Use Scenario through 2045, RCLCO assumed per person operating expenditures would escalate at a rate of 2.5% per year.

OPPORTUNITIES FOR COST SHARING

POTENTIAL FOR COST SHARING

In addition to the fiscal impact analysis, the Town of Herndon requested RCLCO comment on the potential for a cost sharing model with property owners, to help cover future infrastructure costs under the Preferred Use Scenario.

In general, RCLCO expects most property owners will be willing to accept the costs of local infrastructural improvements necessary to serve their own developments. For example, the size of the Shorenstein property is likely to require interior roads within Zones 1 and 3, regardless of any broader plans for the TRG. In these cases, property owners may be willing to work with the Town of Herndon to develop infrastructure in a way that serves their own needs, while being consistent with plans for the broader TRG.

Tax Increment Financing (“TIF”) represents a potential public financing strategy for the Town of Herndon. If the Town of Herndon were to pursue this strategy, it would ideally establish the TIF in the very near term, so the baseline represents the value of property in the TRG today but then accrues over time. However, the Town of Herndon should be careful to specify the reasons for—and potential recipients of—TIF support, in order to manage requests in situations when the support may not be necessary for project feasibility.



Source: SOM; RCLCO

DISCLAIMERS

CRITICAL ASSUMPTIONS

Our conclusions are based on our analysis of the information available from our own sources and from the client as of the date of this report. We assume that the information is correct, complete, and reliable.

We made certain assumptions about the future performance of the global, national, and local economy and real estate market, and on other factors similarly outside either our control or that of the client. We analyzed trends and the information available to us in drawing these conclusions. However, given the fluid and dynamic nature of the economy and real estate markets, as well as the uncertainty surrounding particularly the near-term future, it is critical to monitor the economy and markets continuously and to revisit the aforementioned conclusions periodically to ensure that they are reflective of changing market conditions.

We assume that the economy and real estate markets will experience a period of slower growth in the next 12 to 24 months, and then return to a stable and moderate rate in 2025 and beyond. However, stable and moderate growth patterns are historically not sustainable over extended periods of time, the economy is cyclical, and real estate markets are typically highly sensitive to business cycles. Further, it is very difficult to predict when inflection points in economic and real cycles will occur.

With the above in mind, we assume that the long-term average absorption rates and price changes will be as projected, realizing that most of the time performance will be either above or below said average rates.

Our analysis does not consider the potential impact of future economic shocks on the national and/or local economy, and does not consider the potential benefits from major "booms" that may occur. Similarly, the analysis does not reflect the residual impact on the real estate market and the competitive environment of such a shock or boom. Also, it is important to note that it is difficult to predict changing consumer and market psychology.

As such, we recommend the close monitoring of the economy and the marketplace, and updating this analysis as appropriate.

Further, the project and investment economics should be "stress tested" to ensure that potential fluctuations in revenue and cost assumptions resulting from alternative scenarios regarding the economy and real estate market conditions will not cause failure.

In addition, we assume that the following will occur in accordance with current expectations:

- ▶ Economic, employment, and household growth
- ▶ Other forecasts of trends and demographic and economic patterns, including consumer confidence levels
- ▶ The cost of development and construction
- ▶ Tax laws (i.e., property and income tax rates, deductibility of mortgage interest, and so forth)
- ▶ Availability and cost of capital and mortgage financing for real estate developers, owners and buyers
- ▶ Competitive projects will be developed as planned (active and future) and that a reasonable stream of supply offerings will satisfy real estate demand
- ▶ Major public works projects occur and are completed as planned

Should any of the above change, this analysis should be updated, with the conclusions reviewed accordingly (and possibly revised).

GENERAL LIMITING CONDITIONS

Reasonable efforts have been made to ensure that the data contained in this study reflect accurate and timely information and are believed to be reliable. This study is based on estimates, assumptions, and other information developed by RCLCO from its independent research effort, general knowledge of the industry, and consultations with the client and its representatives. No responsibility is assumed for inaccuracies in reporting by the client, its agent, and representatives or in any other data source used in preparing or presenting this study. This report is based on information that to our knowledge was current as of the date of this report, and RCLCO has not undertaken any update of its research effort since such date.

Our report may contain prospective financial information, estimates, or opinions that represent our view of reasonable expectations at a particular time, but such information, estimates, or opinions are not offered as predictions or assurances that a particular level of income or profit will be achieved, that particular events will occur, or that a particular price will be offered or accepted. Actual results achieved during the period covered by our prospective financial analysis may vary from those described in our report, and the variations may be material. Therefore, no warranty or representation is made by RCLCO that any of the projected values or results contained in this study will be achieved.

Possession of this study does not carry with it the right of publication thereof or to use the name of "Robert Charles Lesser & Co." or "RCLCO" in any manner without first obtaining the prior written consent of RCLCO. No abstracting, excerpting, or summarization of this study may be made without first obtaining the prior written consent of RCLCO. This report is not to be used in conjunction with any public or private offering of securities or other similar purpose where it may be relied upon to any degree by any person other than the client without first obtaining the prior written consent of RCLCO. This study may not be used for any purpose other than that for which it is prepared or for which prior written consent has first been obtained from RCLCO.



APPENDIX: SUPPORTING EXHIBITS

I. FISCAL IMPACT ANALYSIS

20

Exhibit I-1a	Summary of Cumulative Net Fiscal Impact; Subject Site; 2023-2045
Exhibit I-1b	Summary of Annual Net Fiscal Impact; Subject Site; At Buildout (In Constant 2023 Dollars)
Exhibit I-2	List of Assumptions; Proposed Use Scenario; August 2023
Exhibit I-3	Allocation of General Fund Revenues; Town of Herndon; FY 2024
Exhibit I-4	Allocation of General Fund Expenditures; Town of Herndon; FY 2024
Exhibit I-5	Select Assessed Value Comparables; Fairfax County, VA; August 2023
Exhibit I-6	Assumed Delivery Schedule; Subject Site; 2025-2045

I. FISCAL IMPACT ANALYSIS

Exhibit I-1a

Summary of Cumulative Net Fiscal Impact

Subject Site

2023-2045

PROPOSED USE SCENARIO		
ESTIMATED REVENUES		DIST.
Property Taxes	\$69,929,000	32%
Other Local Taxes	\$137,425,000	62%
Business License Revenues	\$66,894,000	30%
Meals Taxes	\$24,602,000	11%
Transient Occupancy Taxes	\$28,093,000	13%
Local Sales Taxes	\$9,570,000	4%
Other	\$8,266,000	4%
Permits, Fees, and Licenses	\$2,532,000	1%
Fines and Forfeitures	\$1,092,000	0%
Parks and Recreation Fees	\$10,630,000	5%
Total Revenues	\$221,608,000	100%
ESTIMATED EXPENDITURES		DIST.
Total Operating Expenditures	\$53,067,000	100%
Total Expenditures	\$53,067,000	100%
Net Fiscal Impact	\$168,541,000	

Source: RCLCO

Exhibit I-1b

Summary of Annual Net Fiscal Impact
Subject Site
At Buildout (In Constant 2023 Dollars)

PROPOSED USE SCENARIO		
ESTIMATED REVENUES		DIST.
Property Taxes	\$4,613,000	29%
Other Local Taxes	\$10,287,000	65%
Business License Revenues	\$5,946,000	38%
Meals Taxes	\$2,040,000	13%
Transient Occupancy Taxes	\$1,141,000	7%
Local Sales Taxes	\$593,000	4%
Other	\$568,000	4%
Permits, Fees, and Licenses	\$174,000	1%
Fines and Forfeitures	\$69,000	0%
Parks and Recreation Fees	\$660,000	4%
Total Revenues	\$15,803,000	100%
ESTIMATED EXPENDITURES		DIST.
Total Operating Expenditures	\$3,433,000	100%
Total Expenditures	\$3,433,000	100%
Net Fiscal Impact	\$12,370,000	

Source: RCLCO

Exhibit I-2

List of Assumptions Proposed Use Scenario August 2023

	VALUE	SOURCE	NOTES
Inflation Rate	0.00%	RCLCO	0.0% to reflect answer in today's (2023) dollars
Existing Property Assessed Value	\$214,898,820	Fairfax County	
Land Assessed Value	\$71,533,810	Fairfax County	
Building Assessed Value	\$143,365,010	Fairfax County	
Real Property Tax Rate	\$0.2600 per \$100 AV	Town of Herndon Adopted FY 24 Budget	
Penalties and Interest as Percent of Real Estate Taxes	0.5%	Town of Herndon Adopted FY 24 Budget	Assumes fair share as percent of property taxes
Limited-Service Average Daily Rate	\$150	RCLCO	
Full-Service Average Daily Rate	\$200	RCLCO	
Herndon Transient Occupancy Tax Rate	6.0%	Town of Herndon Website	
Sales Tax Rate	6.00%	State of Virginia	
Sales Tax of Food and Hygiene Items	1.00%	State of Virginia	
Virginia State Sales Tax Rate	4.30%	Fairfax County	
• Allocated to Schools based on School Age Population	1.13%	Fairfax County	
• School Funding - Standards of Quality Formula	0.25%	Fairfax County	
• Transportation	0.90%	Fairfax County	
• Unrestricted state general fund	2.03%	Fairfax County	
Fairfax County Sales Tax Rate	1.00%	Fairfax County	
Herndon Effective Sales Tax Rate	0.011%	Esri; Fairfax County Department of Management and Budget	Sales Tax Formula; based on share of school-aged population in Fairfax County
Special Sales Tax Rate	0.70%	Fairfax County	

Exhibit I-2

List of Assumptions Proposed Use Scenario August 2023

	VALUE	SOURCE	NOTES
Federal Research and Development	\$0.0300 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Wholesale Merchants	\$0.0500 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Builders and Developers	\$0.0500 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Real Estate Brokers	\$0.4000 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Contractors	\$0.1300 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Retail Merchants	\$0.1300 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Commissioned Merchants	\$0.2700 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Retail/Wholesale Merchants	\$0.1300 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Restaurants	\$0.1300 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Other Business and Personal Services	\$0.2100 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Repair Services	\$0.1300 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Money Lenders	\$0.2000 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Utilities	\$0.5000 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Telephone Companies	\$0.5000 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Amusements	\$0.3600 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Hotels/Motels	\$0.2600 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
Professional and Specialized	\$0.4000 per \$100 in Gross Receipts	Town of Herndon Adopted FY 24 Budget	
BPOL Rate for Construction	\$0.0900 per \$100 in Gross Receipts	RCLCO	Assumes 50% Builders and Developers, 50% Contractors
BPOL Rate for Retail	\$0.1485 per \$100 in Gross Receipts	RCLCO	Assumes 80% Retail Merchants, 5% Commissioned Merchants, 5% Retail/Wholesale Merchants, 5% Repair Services, and 5% Amusements
BPOL Rate for Restaurant	\$0.1300 per \$100 in Gross Receipts	RCLCO	Assumes 100% Restaurants
BPOL Rate for Office	\$0.3515 per \$100 in Gross Receipts	RCLCO	Assumes 75% Professional and Specialized, 15% Other Business and Personal Services, 10% Money Lenders, and 5% Real Estate Brokers
BPOL Rate for Hotel	\$0.2600 per \$100 in Gross Receipts	RCLCO	Assumes 100% Hotels/Motels
BPOL Rate for Self-Storage	\$0.2100 per \$100 in Gross Receipts	RCLCO	Assumes 100% Other Business and Personal Services
Subject Site Restaurant Sales Per Square Foot	\$450 per SF	RCLCO	
Subject Site Grocery & Drug Sales Per Square Foot	\$500 per SF	RCLCO	
Subject Site Entertainment & Fitness Sales Per Square Foot	\$250 per SF	RCLCO	
Subject Site Services Sales Per Square Foot	\$400 per SF	RCLCO	
Subject Site Hard & Soft Goods Sales Per Square Foot	\$375 per SF	RCLCO	
Subject Site Self-Storage Annual Rent Per Square Foot	\$24 per SF	RCLCO	
Herndon Meals Tax	3.75%	Town of Herndon Website	
% of Employee Income Spent on Day-Time Meals	1.6%	ICSC; RCLCO	
% of Employee Day-Time Meal Spending in Herndon	40.0%	RCLCO	
% of Resident Income Spent on Restaurants	3.5%	Esri; RCLCO	
% of Resident Restaurant Spending in Herndon	40.0%	RCLCO	

Exhibit I-2

List of Assumptions Proposed Use Scenario August 2023

	VALUE	SOURCE	NOTES
% of Employee Income Spent on Day-Time Retail	2.2%	ICSC; RCLCO	
% of Employee Day-Time Retail Spending in Fairfax County	75.0%	RCLCO	
% of Employee Retail Spending in Herndon	35.0%	RCLCO	
% of Resident Income Spent on Retail	23.0%	Esri; RCLCO	
% of Resident Retail Spending in Fairfax County	75.0%	RCLCO	
% of Resident Retail Spending in Herndon	50.0%	RCLCO	
Residents in Herndon	24,574	Town of Herndon Adopted FY 24 Budget	
Employees in Herndon	22,045	ESRI	
Total	46,619	Calculation	
% Residents in Herndon	52.71%	Calculation	
% Employees in Herndon	47.29%	Calculation	
Residents per Employee in Herndon	1.11	Calculation	
Office Square Feet per Employee	438	Moody's; CoStar	Based on ratio of occupied office space in the Washington, D.C., MSA and the number of office-using employees
2022 Virginia Population Age: 5-19	1,622,203	ESRI	
2022 Fairfax County Population Age: 5-19	225,189	ESRI	
2022 Herndon Population Age: 5-19	4,791	ESRI	
% Herndon of Fairfax County Population Age 5-19	2.13%	Calculation	
Construction Cost			
Mid-Rise Apartment	\$180 / SF	Marshall & Swift; RCLCO	
High-Rise Apartment	\$290 / SF	Marshall & Swift; RCLCO	
Rental Townhome	\$130 / SF	Marshall & Swift; RCLCO	
Townhome	\$135 / SF	Marshall & Swift; RCLCO	
Two-Over-Two	\$160 / SF	Marshall & Swift; RCLCO	
Flat	\$180 / SF	Marshall & Swift; RCLCO	
Limited-Service Hotel	\$195 / SF	Marshall & Swift; RCLCO	
Full-Service Hotel	\$225 / SF	Marshall & Swift; RCLCO	
Corporate Office	\$360 / SF	Marshall & Swift; RCLCO	
Creative Office	\$285 / SF	Marshall & Swift; RCLCO	
Grocery & Drug	\$170 / SF	Marshall & Swift; RCLCO	
Restaurant	\$295 / SF	Marshall & Swift; RCLCO	
Entertainment & Fitness	\$195 / SF	Marshall & Swift; RCLCO	
Services	\$140 / SF	Marshall & Swift; RCLCO	
Hard & Soft Goods	\$195 / SF	Marshall & Swift; RCLCO	
Self-Storage	\$110 / SF	Marshall & Swift; RCLCO	

Exhibit I-2

List of Assumptions Proposed Use Scenario August 2023

	VALUE	SOURCE	NOTES
Construction Costs Attributable to Materials	50%	RCLCO	
% Materials Purchased in Fairfax County	15%	Esri; RCLCO	Based on share of building materials and supplies spending in the Washington region
Occupancy Rate			
Mid-Rise Apartment	93.5%	Loudoun County 2020 Fiscal Impact Guidelines	
High-Rise Apartment	93.5%	Loudoun County 2020 Fiscal Impact Guidelines	
Rental Townhome	97.5%	Loudoun County 2020 Fiscal Impact Guidelines	
Townhome	97.5%	Loudoun County 2020 Fiscal Impact Guidelines	
Two-Over-Two	94.4%	Loudoun County 2020 Fiscal Impact Guidelines	
Flat	93.5%	Loudoun County 2020 Fiscal Impact Guidelines	
Limited-Service Hotel	75.0%	RCLCO	
Full-Service Hotel	70.0%	RCLCO	
Corporate Office	90.0%	Loudoun County 2020 Fiscal Impact Guidelines	
Creative Office	90.0%	Loudoun County 2020 Fiscal Impact Guidelines	
Grocery & Drug	100.0%	RCLCO	
Restaurant	94.0%	Loudoun County 2020 Fiscal Impact Guidelines	
Entertainment & Fitness	94.0%	Loudoun County 2020 Fiscal Impact Guidelines	
Services	94.0%	Loudoun County 2020 Fiscal Impact Guidelines	
Hard & Soft Goods	94.0%	Loudoun County 2020 Fiscal Impact Guidelines	
Self-Storage	100.0%	RCLCO	
Residential Pricing			
Mid-Rise Apartment	\$2,425 / Month	RCLCO	Based on Market Analysis for TRG
High-Rise Apartment	\$2,850 / Month	RCLCO	Based on Market Analysis for TRG
Rental Townhome	\$3,750 / Month	RCLCO	Based on Market Analysis for TRG
Townhome	\$800,000	RCLCO	Based on Market Analysis for TRG
Two-Over-Two	\$650,000	RCLCO	Based on Market Analysis for TRG
Flat	\$575,000	RCLCO	Based on Market Analysis for TRG
Household Size			
Mid-Rise Apartment	2.06	Loudoun County 2020 Fiscal Impact Guidelines	
High-Rise Apartment	2.06	Loudoun County 2020 Fiscal Impact Guidelines	
Rental Townhome	3.12	Loudoun County 2020 Fiscal Impact Guidelines	
Townhome	3.12	Loudoun County 2020 Fiscal Impact Guidelines	
Two-Over-Two	2.41	Loudoun County 2020 Fiscal Impact Guidelines	
Flat	2.06	Loudoun County 2020 Fiscal Impact Guidelines	

Exhibit I-2

List of Assumptions Proposed Use Scenario August 2023

	VALUE	SOURCE	NOTES
Student Generation Rate			
Mid-Rise Apartment	0.32	Loudoun County 2020 Fiscal Impact Guidelines	
High-Rise Apartment	0.32	Loudoun County 2020 Fiscal Impact Guidelines	
Rental Townhome	0.72	Loudoun County 2020 Fiscal Impact Guidelines	
Townhome	0.72	Loudoun County 2020 Fiscal Impact Guidelines	
Two-Over-Two	0.48	Loudoun County 2020 Fiscal Impact Guidelines	
Flat	0.32	Loudoun County 2020 Fiscal Impact Guidelines	
Avg. Household Income			
Mid-Rise Apartment	\$97,000	RCLCO	Assumes 30% of income is spent on housing
High-Rise Apartment	\$114,000	RCLCO	Assumes 30% of income is spent on housing
Rental Townhome	\$150,000	RCLCO	Assumes 30% of income is spent on housing
Townhome	\$165,000	RCLCO	Assumes 25% of income is spent on mortgage payments, at a rate of 5% and with a down-payment of 20%
Two-Over-Two	\$134,000	RCLCO	Assumes 25% of income is spent on mortgage payments, at a rate of 5% and with a down-payment of 20%
Flat	\$119,000	RCLCO	Assumes 25% of income is spent on mortgage payments, at a rate of 5% and with a down-payment of 20%
Employees Per SF			
Mid-Rise Apartment	0.03 / Unit	RCLCO	
High-Rise Apartment	0.03 / Unit	RCLCO	
Rental Townhome	0.03 / Unit	RCLCO	
Limited-Service Hotel	0.80 / Key	RCLCO	
Full-Service Hotel	1.10 / Key	RCLCO	
Corporate Office	195 / SF	Loudoun County 2020 Fiscal Impact Guidelines	
Creative Office	214 / SF	Loudoun County 2020 Fiscal Impact Guidelines	
Grocery & Drug	325 / SF	Loudoun County 2020 Fiscal Impact Guidelines	
Restaurant	325 / SF	Loudoun County 2020 Fiscal Impact Guidelines	
Entertainment & Fitness	325 / SF	Loudoun County 2020 Fiscal Impact Guidelines	
Services	325 / SF	Loudoun County 2020 Fiscal Impact Guidelines	
Hard & Soft Goods	325 / SF	Loudoun County 2020 Fiscal Impact Guidelines	
Self-Storage	850 / SF	Loudoun County 2020 Fiscal Impact Guidelines	

Exhibit I-2

List of Assumptions Proposed Use Scenario August 2023

	VALUE	SOURCE	NOTES
Gross Receipts Per Employee			
Mid-Rise Apartment	\$132,000	2017 Economic Census Core Statistics; RCLCO	
High-Rise Apartment	\$132,000	2017 Economic Census Core Statistics; RCLCO	
Rental Townhome	\$132,000	2017 Economic Census Core Statistics; RCLCO	
Limited-Service Hotel	\$166,000	2017 Economic Census Core Statistics; RCLCO	
Full-Service Hotel	\$166,000	2017 Economic Census Core Statistics; RCLCO	
Corporate Office	\$295,000	2017 Economic Census Core Statistics; RCLCO	
Creative Office	\$295,000	2017 Economic Census Core Statistics; RCLCO	
Grocery & Drug	\$380,000	2017 Economic Census Core Statistics; RCLCO	
Restaurant	\$84,000	2017 Economic Census Core Statistics; RCLCO	
Entertainment & Fitness	\$111,000	2017 Economic Census Core Statistics; RCLCO	
Services	\$99,000	2017 Economic Census Core Statistics; RCLCO	
Hard & Soft Goods	\$190,000	2017 Economic Census Core Statistics; RCLCO	
Self-Storage	\$113,000	2017 Economic Census Core Statistics; RCLCO	
Avg. Employee Salary			
Mid-Rise Apartment	\$62,000	2017 Economic Census Core Statistics; RCLCO	
High-Rise Apartment	\$62,000	2017 Economic Census Core Statistics; RCLCO	
Rental Townhome	\$62,000	2017 Economic Census Core Statistics; RCLCO	
Limited-Service Hotel	\$30,000	2017 Economic Census Core Statistics; RCLCO	
Full-Service Hotel	\$30,000	2017 Economic Census Core Statistics; RCLCO	
Corporate Office	\$120,000	2017 Economic Census Core Statistics; RCLCO	
Creative Office	\$120,000	2017 Economic Census Core Statistics; RCLCO	
Grocery & Drug	\$36,000	2017 Economic Census Core Statistics; RCLCO	
Restaurant	\$23,000	2017 Economic Census Core Statistics; RCLCO	
Entertainment & Fitness	\$14,000	2017 Economic Census Core Statistics; RCLCO	
Services	\$31,000	2017 Economic Census Core Statistics; RCLCO	
Hard & Soft Goods	\$38,000	2017 Economic Census Core Statistics; RCLCO	
Self-Storage	\$43,000	2017 Economic Census Core Statistics; RCLCO	

Exhibit I-2

List of Assumptions Proposed Use Scenario August 2023

	VALUE	SOURCE	NOTES
Assessed Value of New Development			
Mid-Rise Apartment	\$285,000 / Unit	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
High-Rise Apartment	\$353,000 / Unit	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Rental Townhome	\$391,000 / Unit	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Townhome	\$800,000 / Unit	RCLCO	Based on projected sales prices of homes
Two-Over-Two	\$650,000 / Unit	RCLCO	Based on projected sales prices of homes
Flat	\$575,000 / Unit	RCLCO	Based on projected sales prices of homes
Limited-Service Hotel	\$102,000 / Key	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Full-Service Hotel	\$138,000 / Key	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Corporate Office	\$525 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Creative Office	\$243 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Grocery & Drug	\$368 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Restaurant	\$368 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Entertainment & Fitness	\$368 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Services	\$368 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Hard & Soft Goods	\$368 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5
Self-Storage	\$168 / GSF	Fairfax County; RCLCO	Based on assessed value of other new properties; see Exhibit I-5

Source: RCLCO

Exhibit I-3

Allocation of General Fund Revenues Town of Herndon FY 2024

Employees	22,045	47%
Residents	24,574	53%
Total	46,619	

	FY23 ADOPTED	ALLOCATION			ALLOCATED REVENUES	
		UNALLOCATED	EMPLOYEE	RESIDENT	PER EMPLOYEE	PER RESIDENT
PROPERTY TAXES						
Real Property Tax	\$13,869,500	100%	0%	0%	\$0.00	\$0.00
Public Service Corp Tax	\$320,000	100%	0%	0%	\$0.00	\$0.00
Elderly Tax Relief	-\$125,000	100%	0%	0%	\$0.00	\$0.00
Penalties and Interest	\$56,400	100%	0%	0%	\$0.00	\$0.00
TOTAL PROPERTY TAX	\$14,120,900	100%	0%	0%	\$0.00	\$0.00
OTHER LOCAL TAXES						
Consumer Utility Tax	\$775,000	0%	47%	53%	\$16.62	\$16.62
Rights of Way Use Fee	\$120,000	0%	47%	53%	\$2.57	\$2.57
Cigarette Tax	\$165,000	0%	47%	53%	\$3.54	\$3.54
Transient Occupancy Tax	\$1,642,000	100%	0%	0%	\$0.00	\$0.00
Meals Tax	\$3,500,000	100%	0%	0%	\$0.00	\$0.00
Bank Stock Tax	\$425,000	0%	47%	53%	\$9.12	\$9.12
Cable TV PEG Fees	\$145,000	0%	47%	53%	\$3.11	\$3.11
Business Licenses - BPOL	\$5,600,000	100%	0%	0%	\$0.00	\$0.00
Utility Consumption Tax	\$83,000	0%	47%	53%	\$1.78	\$1.78
Vehicle License Fee	\$420,000	0%	47%	53%	\$9.01	\$9.01
Local Sales Tax	\$2,520,000	0%	0%	100%	\$0.00	\$102.55
TOTAL OTHER LOCAL TAX	\$15,395,000	70%	7%	24%	\$45.75	\$148.30
PERMITS, FEES, LICENSES						
Residential Parking Permits	\$300	0%	0%	100%	\$0.00	\$0.01
Planning Fees	\$130,000	0%	47%	53%	\$2.79	\$2.79
VA Storm Water Mgmt Permit Fee	\$4,000	0%	47%	53%	\$0.09	\$0.09
Bldg Inspect Fees/Permits	\$504,000	0%	47%	53%	\$10.81	\$10.81
Right of Way Permit Fee	\$15,000	0%	47%	53%	\$0.32	\$0.32
TOTAL PERMITS, FEES, LICENSES	\$653,300	0%	47%	53%	\$14.01	\$14.02

Exhibit I-3

Allocation of General Fund Revenues Town of Herndon FY 2024

Employees	22,045	47%
Residents	24,574	53%
Total	46,619	

	FY23 ADOPTED	ALLOCATION			ALLOCATED REVENUES PER EMPLOYEE PER RESIDENT	
		UNALLOCATED	EMPLOYEE	RESIDENT		
FINES AND FORFEITURES						
Fines/Local (Parking)	\$29,000	0%	10%	90%	\$0.13	\$1.06
Fines/Fairfax County Court	\$235,000	0%	10%	90%	\$1.07	\$8.61
Fines/Court Maintenance Fees	\$5,000	0%	10%	90%	\$0.02	\$0.18
Fines/E-Summons Fees	\$20,000	0%	10%	90%	\$0.09	\$0.73
Fines/Zoning Fines	\$1,500	0%	10%	90%	\$0.01	\$0.05
TOTAL FINES AND FORFEITURES	\$290,500	0%	11%	97%	\$1.32	\$10.64
USE OF MONEY & PROPERTY						
Interest on Investments	\$1,298,000	N/A	N/A	N/A	\$0.00	\$0.00
Interest on SNAP Investments	\$39,740	N/A	N/A	N/A	\$0.00	\$0.00
Interest on Notes Rec	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Interest Drug Asset Forfeiture	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Escrow Bank Interest	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Adjustment for FMV	-\$7,900	N/A	N/A	N/A	\$0.00	\$0.00
Rental Income	\$8,408	N/A	N/A	N/A	\$0.00	\$0.00
Interest on Lease	\$8,642	N/A	N/A	N/A	\$0.00	\$0.00
TOTAL USE OF MONEY & PROPERTY	\$1,346,890	N/A	N/A	N/A	\$0.00	\$0.00

Exhibit I-3

Allocation of General Fund Revenues Town of Herndon FY 2024

Employees	22,045	47%
Residents	24,574	53%
Total	46,619	

	FY23 ADOPTED	ALLOCATION			ALLOCATED REVENUES	
		UNALLOCATED	EMPLOYEE	RESIDENT	PER EMPLOYEE	PER RESIDENT
CHARGES FOR SERVICES						
Franchise Lease	\$75,110	0%	100%	0%	\$3.41	\$0.00
Special Refuse Collection	\$25,000	0%	0%	100%	\$0.00	\$1.02
Recycle Collection Fee	\$395,000	0%	0%	100%	\$0.00	\$16.07
Recreation Programs	\$1,475,475	0%	0%	100%	\$0.00	\$60.04
Admission Fees	\$174,300	0%	0%	100%	\$0.00	\$7.09
Park Operation	\$31,000	0%	0%	100%	\$0.00	\$1.26
Herndon Festival	\$305,000	0%	0%	100%	\$0.00	\$12.41
Concession	\$5,500	0%	0%	100%	\$0.00	\$0.22
P&R Rental Income	\$138,000	0%	0%	100%	\$0.00	\$5.62
Tennis/Multi-Use Facility	\$195,000	0%	0%	100%	\$0.00	\$7.94
UB Penalties & Late Payments	\$0	0%	0%	100%	\$0.00	\$0.00
Annual Parking Space Maint Fee	\$15,522	0%	0%	100%	\$0.00	\$0.63
Newspaper Sales	\$10,000	0%	0%	100%	\$0.00	\$0.41
Quasi Revenue from Water&Sewer	\$0	0%	0%	100%	\$0.00	\$0.00
Quasi Revenue From Cemetery	\$0	0%	0%	100%	\$0.00	\$0.00
Quasi Revenue From Golf Fund	\$0	0%	0%	100%	\$0.00	\$0.00
Lease Revenue	\$430,127	0%	0%	100%	\$0.00	\$17.50
TOTAL CHARGES FOR SERVICES	\$3,275,034	0%	3%	97%	\$3.41	\$130.22
MISCELLANEOUS REVENUES						
VRSA Safety Grant	\$4,000	N/A	N/A	N/A	\$0.00	\$0.00
Not Otherwise Classified	\$10,000	N/A	N/A	N/A	\$0.00	\$0.00
Sponsorships and Donations	\$0	N/A	N/A	N/A	\$0.00	\$0.00
TOTAL MISCELLANEOUS REVENUES	\$14,000	0%	0%	0%	\$0.00	\$0.00

Exhibit I-3

Allocation of General Fund Revenues Town of Herndon FY 2024

Employees	22,045	47%
Residents	24,574	53%
Total	46,619	

	FY23 ADOPTED	ALLOCATION			ALLOCATED REVENUES	
		UNALLOCATED	EMPLOYEE	RESIDENT	PER EMPLOYEE	PER RESIDENT
ADDITIONAL REVENUES						
INTERGOV REVENUES						
FFX County Grants	\$140,000	N/A	N/A	N/A	\$0.00	\$0.00
State-Vehicle Rental Tax	\$50,000	N/A	N/A	N/A	\$0.00	\$0.00
State-5% Communications Tax	\$1,240,000	N/A	N/A	N/A	\$0.00	\$0.00
State-ICAC Grant	\$40,000	N/A	N/A	N/A	\$0.00	\$0.00
State-Police 599 Funds	\$640,000	N/A	N/A	N/A	\$0.00	\$0.00
State-LOLE Block Grant	\$5,000	N/A	N/A	N/A	\$0.00	\$0.00
State-Seized Assets	\$0	N/A	N/A	N/A	\$0.00	\$0.00
State-Fire Programs Funds	\$90,000	N/A	N/A	N/A	\$0.00	\$0.00
State-VDOT Street Const/Maint	\$2,100,000	N/A	N/A	N/A	\$0.00	\$0.00
State-Litter Control Grant	\$7,800	N/A	N/A	N/A	\$0.00	\$0.00
State-Forestry Grant	\$0	N/A	N/A	N/A	\$0.00	\$0.00
State-Dept of Emergency Mgmt	\$0	N/A	N/A	N/A	\$0.00	\$0.00
State-VDOT Revenue Sharing	\$0	N/A	N/A	N/A	\$0.00	\$0.00
State-CTB Paving Grant	\$0	N/A	N/A	N/A	\$0.00	\$0.00
State-Commission for Arts Grnt	\$4,500	N/A	N/A	N/A	\$0.00	\$0.00
Fed Grnt-Bullet Proof Vests	\$4,995	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grnt-Byrne Jag	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grnt-DMV Speed	\$50,755	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grnt-DMV Alcohol	\$15,770	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grant-HIDTA	\$20,000	N/A	N/A	N/A	\$0.00	\$0.00
Fed thru Vienna-Gang Task Frc	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grnt-FEMA	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grant-CARES Act	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grnt-Seized Assets	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Federal Grant-CD Bloc Grant	\$167,000	N/A	N/A	N/A	\$0.00	\$0.00
TOTAL INTERGOV REVENUES	\$4,575,820	N/A	N/A	N/A	\$0.00	\$0.00

Exhibit I-3

Allocation of General Fund Revenues Town of Herndon FY 2024

Employees	22,045	47%
Residents	24,574	53%
Total	46,619	

	FY23 ADOPTED	ALLOCATION			ALLOCATED REVENUES	
		UNALLOCATED	EMPLOYEE	RESIDENT	PER EMPLOYEE	PER RESIDENT
OTHER FINANCE SOURCE						
Surplus/Obsolete Property	\$50,000	N/A	N/A	N/A	\$0.00	\$0.00
Other Sources of Proceeds	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Insurance Recoveries	\$50,000	N/A	N/A	N/A	\$0.00	\$0.00
Transfer In from IS Improv Fnd	\$0	N/A	N/A	N/A	\$0.00	\$0.00
Use of Fund Balance	\$1,002,167	N/A	N/A	N/A	\$0.00	\$0.00
Other Sources Lease Fin GASB87	\$0	N/A	N/A	N/A	\$0.00	\$0.00
TOTAL OTHER FINANCE SOURCE	\$1,102,167	N/A	N/A	N/A	\$0.00	\$0.00
TOTAL GENERAL FUND REVENUES	\$40,773,611				\$64	\$303

Source: Adopted Budget Fiscal Year 2023; RCLCO

Exhibit I-4

Allocation of General Fund Expenditures Town of Herndon FY 2024

Employees	22,045	47.3%
Residents	24,574	52.7%
Total	46,619	

	FY 24 ADOPTED	NEW DEVELOPMENT, GENERALLY	APPLICABLE TO:		FY 24 ADOPTED	APPLICABLE TO:		ALLOCATION		ALLOCATED EXPENSES	
			SUBJECT SITE, SPECIFICALLY	SUBJECT SITE		EMPLOYEES	RESIDENTS	EMPLOYEE	RESIDENT	PER EMPLOYEE	PER RESIDENT
LEGISLATIVE EXPENSES											
Personnel Services	\$668,237	10%	100%	10%	\$66,824	No	Yes	0%	100%	\$0.00	\$2.72
Operations and Maint	\$233,287	10%	100%	10%	\$23,329	No	Yes	0%	100%	\$0.00	\$0.95
TOTAL LEGISLATIVE EXPENSES	\$901,524	10%	100%	10%	\$90,152					\$0.00	\$3.67
ADMINISTRATION EXPENSES											
Personnel Services	\$2,328,278	25%	100%	25%	\$582,070	No	Yes	0%	100%	\$0.00	\$23.69
Operations and Maint	\$1,403,089	50%	100%	50%	\$701,545	No	Yes	0%	100%	\$0.00	\$28.55
Capital Outlay	\$71,750	0%	100%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00
TOTAL ADMINISTRATION EXPENSES	\$3,803,117	34%	100%	34%	\$1,283,614					\$0.00	\$52.23
PARKS AND RECREATION EXPENSES											
Administration	\$752,181	25%	100%	25%	\$188,045	No	Yes	0%	100%	\$0.00	\$7.65
Recreation Programs	\$1,614,713	100%	100%	100%	\$1,614,713	No	Yes	0%	100%	\$0.00	\$65.71
Community Center Operations	\$1,266,501	90%	100%	90%	\$1,139,851	No	Yes	0%	100%	\$0.00	\$46.38
Aquatics Programs & Operations	\$869,187	25%	100%	25%	\$217,297	No	Yes	0%	100%	\$0.00	\$8.84
Park Ops & Development	\$200,348	100%	100%	100%	\$200,348	No	Yes	0%	100%	\$0.00	\$8.15
TOTAL PARKS AND RECREATION EXPENSES	\$4,702,930	71%	100%	71%	\$3,360,254					\$0.00	\$136.74
FINANCE EXPENSES											
Revenue Operations	\$1,658,514	50%	100%	50%	\$829,257	Yes	Yes	47%	53%	\$17.79	\$17.79
Administration	\$172,656	25%	100%	25%	\$43,164	Yes	Yes	47%	53%	\$0.93	\$0.93
TOTAL FINANCE EXPENSES	\$1,831,170	48%	100%	48%	\$872,421					\$18.71	\$18.71
COMMUNITY DEVELOPMENT EXPENSES											
Community Planning	\$2,464,108	50%	100%	50%	\$1,232,054	Yes	Yes	47%	53%	\$26.43	\$26.43
Community Inspections	\$251,869	75%	100%	75%	\$188,902	Yes	Yes	47%	53%	\$4.05	\$4.05
TOTAL COMMUNITY DEVELOPMENT EXPENSES	\$2,715,977	52%	100%	52%	\$1,420,956					\$30.48	\$30.48

Exhibit I-4

Allocation of General Fund Expenditures Town of Herndon FY 2024

Employees	22,045	47.3%
Residents	24,574	52.7%
Total	46,619	

	FY 24 ADOPTED	NEW DEVELOPMENT, GENERALLY	APPLICABLE TO:		FY 24 ADOPTED	APPLICABLE TO:		ALLOCATION		ALLOCATED EXPENSES	
			SUBJECT SITE, SPECIFICALLY	SUBJECT SITE		EMPLOYEES	RESIDENTS	EMPLOYEE	RESIDENT	PER EMPLOYEE	PER RESIDENT
POLICE EXPENSES											
Personnel Services	\$9,769,694	25%	100%	25%	\$2,442,424	Yes	Yes	47%	53%	\$52.39	\$52.39
Operations and Main	\$904,700	75%	100%	75%	\$678,525	Yes	Yes	47%	53%	\$14.55	\$14.55
Capital Outlay	\$241,400	25%	100%	25%	\$60,350	Yes	Yes	47%	53%	\$1.29	\$1.29
TOTAL POLICE EXPENSES	\$10,915,794	29%	100%	29%	\$3,181,299					\$68.24	\$68.24
PUBLIC WORKS EXPENSES											
Administration	\$1,175,720	25%	100%	25%	\$293,930	Yes	Yes	47%	53%	\$6.30	\$6.30
Engineering	\$933,766	50%	100%	50%	\$466,883	Yes	Yes	47%	53%	\$10.01	\$10.01
Program & Project Management	\$725,012	50%	100%	50%	\$362,506	No	Yes	0%	100%	\$0.00	\$14.75
Building Inspections	\$715,031	100%	100%	100%	\$715,031	Yes	Yes	47%	53%	\$15.34	\$15.34
Building Maintenance	\$1,695,042	100%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00
Grounds Maintenance	\$1,206,341	100%	10%	10%	\$120,634	Yes	Yes	47%	53%	\$2.59	\$2.59
Street Maintenance & Construct	\$2,001,253	100%	100%	100%	\$2,001,253	Yes	Yes	47%	53%	\$42.93	\$42.93
Refuse/Recycling	\$2,254,308	100%	9%	9%	\$202,066	No	Yes	0%	100%	\$0.00	\$8.22
General Services	\$1,796,421	100%	100%	100%	\$1,796,421	No	Yes	0%	100%	\$0.00	\$73.10
Traffic Engineering	\$440,445	100%	100%	100%	\$440,445	Yes	Yes	47%	53%	\$9.45	\$9.45
Right of Way Inspections	\$433,000	100%	100%	100%	\$433,000	Yes	Yes	47%	53%	\$9.29	\$9.29
TOTAL PUBLIC WORKS EXPENSES	\$13,376,339	87%	64%	51%	\$6,832,169					\$95.91	\$191.99
TOWN ATTORNEY EXPENSES											
Personnel Services	\$733,174	50%	100%	50%	\$366,587	Yes	Yes	47%	53%	\$7.86	\$7.86
Operations and Maint	\$129,395	50%	100%	50%	\$64,698	Yes	Yes	47%	53%	\$1.39	\$1.39
Capital Outlay	\$0	0%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00
TOTAL TOWN ATTORNEY EXPENSES	\$862,569	50%	100%	50%	\$431,285					\$9.25	\$9.25

Exhibit I-4

Allocation of General Fund Expenditures Town of Herndon FY 2024

Employees	22,045	47.3%
Residents	24,574	52.7%
Total	46,619	

	FY 24 ADOPTED	NEW DEVELOPMENT, GENERALLY	APPLICABLE TO:		FY 24 ADOPTED	APPLICABLE TO:		ALLOCATION		ALLOCATED EXPENSES		
			SUBJECT SITE, SPECIFICALLY	SUBJECT SITE		EMPLOYEES	RESIDENTS	EMPLOYEE	RESIDENT	PER EMPLOYEE	PER RESIDENT	
TRANSFERS AND RESERVES EXPENSES												
Grants	\$19,738	0%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00	
Commercial Leases	\$149,500	0%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00	
CARES ACT	\$0	0%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00	
Transfers	\$250,000	0%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00	
Non-Departmental	-\$32,483	0%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00	
Debt Service	\$1,277,434	0%	0%	0%	\$0	No	No	N/A	N/A	\$0.00	\$0.00	
TOTAL TRANSFERS AND RESERVES EXPENSES	\$1,664,189	0%	0%	0%	\$0					\$0.00	\$0.00	
TOTAL GENERAL FUND EXPENDITURES	\$40,773,609	55%	84%	43%	\$17,472,149					\$222.59	\$511.31	

Source: Adopted Budget Fiscal Year 2023; RCLCO

Exhibit I-5

Select Assessed Value Comparables Fairfax County, VA August 2023

MAP KEY	PARCEL NUMBER	NAME	ADDRESS	YEAR BUILT	SF	UNITS	ASSESSED VALUE					
							LAND	IMPROVED	TOTAL	TOTAL / SF	TOTAL / UNIT	WEIGHT
MID-RISE APARTMENT												
1	0164 27 0002	The Ian	2249 Woodland Grove Pl	2021	408,315	375	\$13,500,000	\$91,755,240	\$105,255,240	\$319	\$285,020	100%
2	0174 141A0003A	The Point at Reston	1925 Roland Clarke Pl	2021	291,650	306	\$12,540,950	\$102,830,520	\$115,371,470	\$396	\$377,031	14%
3	0174 12 0011B1	Russell at Reston Station	11500 Commerce Park Dr	2020	221,000	260	\$9,880,000	\$81,391,040	\$91,271,040	\$413	\$351,042	14%
4	0174 19 A	The Aperture	11410 Reston Station Blvd	2017	336,800	412	\$22,228,800	\$94,332,360	\$116,561,160	\$346	\$282,915	14%
5	0183 06 0006A	Faraday Park	11201 Reston Station Blvd	2021	252,680	407	\$10,440,960	\$66,621,620	\$77,062,580	\$305	\$189,343	14%
6	0173 08 0001C3	The Edmund	2025 Fulton Pl	2021	336,465	353	\$16,340,000	\$81,694,870	\$98,034,870	\$291	\$277,719	14%
7	0163 01 0004D1	Passport Apartments	13455 Sunrise Valley Dr	2022	359,900	344	\$10,322,630	\$71,001,600	\$81,324,230	\$226	\$236,408	14%
HIGH-RISE APARTMENT												
1	0172 01 0024	Harrison at Reston Town Center	1800 Jonathan Way	2015	380,000	360	\$18,662,400	\$120,183,590	\$138,845,990	\$365	\$385,683	25%
2	0173 20 0300	Avant at Reston Town Center	12025 Town Square St	2013	329,195	359	\$17,232,000	\$108,280,450	\$125,512,450	\$381	\$349,617	25%
3	0171 37 0004	The Signature	11850 Freedom Dr	2018	517,783	508	\$24,424,410	\$160,332,890	\$184,757,300	\$357	\$363,695	25%
4	0174 01 0007B & 0174 37 B	Exo Reston	1900 Oracle Way	2018	520,151	457	\$21,660,220	\$120,788,280	\$142,448,500	\$274	\$311,704	25%
RENTAL TOWNHOME												
1	0162 02 0315	The Townes at Herndon Center	508 Pride Ave	2002	349,520	216	\$11,449,840	\$73,094,090	\$84,543,930	\$242	\$391,407	100%
LIMITED-SERVICE HOTEL												
1	0183 08 0010A3	Homewood Suites by Hilton Reston	1735 Business Center Dr	2020	82,242	135	\$2,955,000	\$11,303,300	\$14,258,300	\$173	\$105,617	60%
2	0154 05 0004A	Courtyard Dulles Airport Herndon	13715 Sayward Blvd	2009	106,260	187	\$4,968,000	\$3,285,400	\$8,253,400	\$78	\$44,136	10%
3	0171 02 0016	Hampton by Hilton Inn & Suites Herndon-Reston	435 Herndon Pky	2007	117,184	96	\$2,592,000	\$6,998,110	\$9,590,110	\$82	\$99,897	10%
4	1013 01 0096	TownPlace Suites Alexandria Fort Belvoir	8632 Woodlawn Ct	2016	131,396	93	\$2,116,000	\$9,989,380	\$12,105,380	\$92	\$130,165	10%
5	0513 01 0001C	Hampton by Hilton Inn & Suites Falls Church	6430 Arlington Blvd	2016	75,000	160	\$3,840,000	\$14,022,910	\$17,862,910	\$238	\$111,643	10%
FULL-SERVICE HOTEL												
1	0174 31 H	Westin Reston Heights	11750 Sunrise Valley Dr	2009	309,113	191	\$6,876,000	\$7,946,240	\$14,822,240	\$48	\$77,603	33%
2	0303 28 D3	Archer Hotel Tysons	7599 Colshire Dr	2021	72,312	178	\$5,252,090	\$12,716,700	\$17,968,790	\$248	\$100,948	33%
3	0294 01 0035F	Hyatt Regency Tysons Corner Center	7901 Tysons One Pl	2015	289,249	300	\$9,930,850	\$61,032,360	\$70,963,210	\$245	\$236,544	33%
CORPORATE OFFICE												
1	0171 16 0005A1	17Fifty	1750 Presidents St	2020	276,000		\$12,432,280	\$143,180,140	\$155,612,420	\$564		20%
2	0174 01 0017E	Reston Station - Phase I, II & III	1900 Reston Metro Plz	2017	792,957		\$60,028,110	\$531,584,570	\$591,612,680	\$746		20%
3	0173 22 0003	RTC Next - Tower A & B	2000 Opportunity Wy	2022	1,061,987		\$46,753,260	\$400,267,340	\$447,020,600	\$421		20%
4	0183 01 0011B2	General Dynamics HQ	11011 Sunset Hills Rd	2020	160,000		\$12,273,130	\$44,798,650	\$57,071,780	\$357		20%
5	0342 01 0002C2	Dulles Discovery 2	3453 Historic Sully Way	2018	480,000		\$11,820,780	\$115,174,960	\$126,995,740	\$265		20%
6	0342 01 0003C2	Dulles Discovery 3	3443 Historic Sully Way	2018	471,994		\$9,019,520	\$120,231,670	\$129,251,190	\$274		20%
CREATIVE OFFICE												
1	0332 04 0008A4	4140 Pleasan Valley Rd	4140 Pleasan Valley Rd	2012	9,800		\$556,730	\$1,673,300	\$2,230,030	\$228		50%
2	0161 02 0019C	Elden Place	1141 Elden St	2009	51,627		\$5,076,750	\$8,220,300	\$13,297,050	\$258		50%

Exhibit I-5

Select Assessed Value Comparables Fairfax County, VA August 2023

MAP KEY	PARCEL NUMBER	NAME	ADDRESS	YEAR BUILT	SF	UNITS	ASSESSED VALUE					WEIGHT
							LAND	IMPROVED	TOTAL	TOTAL / SF	TOTAL / UNIT	
RETAIL											\$368	100%
1	0064 21 B	CVS Pharmacy	1020 Seneca Rd	2017	12,351		\$2,026,730	\$4,624,730	\$6,651,460	\$539		20%
2	0162 51 0001	700 Lynn St	700 Lynn St	2018	3,414		\$175,000	\$1,215,810	\$1,390,810	\$407		20%
3	123-45-6789	902 Alabama Dr	902 Alabama Dr	2019	10,000		\$1,244,770	\$2,462,180	\$3,706,950	\$371		20%
4	0163 02 0001B	Worldgate Center	13001-13079 Worldgate Dr	1990/2001	229,568		\$13,219,750	\$40,692,130	\$53,911,880	\$235		20%
5	0251 01 0018F	2655 West Ox Rd	2655 West Ox Rd	2015	15,969		\$1,093,500	\$3,525,010	\$4,618,510	\$289		20%
SELF-STORAGE											\$168	100%
1	0183 05 0006	Self Storage Plus	1808 Michael Faraday Ct	2020	93,700		\$4,190,480	\$15,187,980	\$19,378,460	\$207		25%
2	0162 02 0182A1	Extra Space Storage	250 Spring Street	2000	87,130		\$2,613,900	\$13,939,890	\$16,553,790	\$190		25%
3	0162 02 0173B	Security Public Storage	385 Spring St	1985/2004	49,000		\$900,660	\$6,123,880	\$7,024,540	\$143		25%
4	0173 083A0003D	Public Storage	2055 Mercator Dr	2007	113,472		\$3,905,400	\$11,131,880	\$15,037,280	\$133		25%

Source: RCLCO

Exhibit I-6

Assumed Delivery Schedule Subject Site 2025-2045

	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045
ANNUAL DELIVERY SCHEDULE																					
RENTAL HOUSING				532 Units		406 Units					272 Units			375 Units		245 Units		316 Units		223 Units	
Mid-Rise Apartment				532 Units		406 Units					272 Units			375 Units		245 Units		316 Units		223 Units	
FOR-SALE HOUSING				42 Units		53 Units		64 Units	47 Units	41 Units			19 Units	45 Units		60 Units	47 Units				
Townhome				32 Units		36 Units		19 Units	13 Units	12 Units			19 Units	13 Units		17 Units	13 Units				
Two-Over-Two				10 Units		17 Units		45 Units	34 Units	30 Units			32 Units		43 Units	34 Units					
HOSPITALITY				200 Rooms		263 Rooms															
Limited-Service Hotel				200 Rooms		263 Rooms															
OFFICE											676,600 SF					223,400 SF		257,500 SF	31,900 SF		
Corporate Office											641,700 SF					223,400 SF		257,500 SF			
Creative Office											34,900 SF									31,900 SF	
RETAIL				42,800 SF							28,300 SF					66,000 SF	20,800 SF		135,700 SF		
Grocery & Drug																50,900 SF				12,700 SF	
Restaurant				22,050 SF							19,810 SF					10,570 SF	14,560 SF		41,720 SF		
Entertainment & Fitness				11,300 SF															63,400 SF		
Services				9,450 SF							8,490 SF					4,530 SF	6,240 SF		17,880 SF		
CUMULATIVE DEVELOPMENT																					
RENTAL HOUSING				532 Units	532 Units	938 Units	938 Units	938 Units	938 Units	938 Units	1,210 Units	1,210 Units	1,210 Units	1,585 Units	1,585 Units	1,830 Units	1,830 Units	2,146 Units	2,146 Units	2,369 Units	2,369 Units
Mid-Rise Apartment				532 Units	532 Units	938 Units	938 Units	938 Units	938 Units	938 Units	1,210 Units	1,210 Units	1,210 Units	1,585 Units	1,585 Units	1,830 Units	1,830 Units	2,146 Units	2,146 Units	2,369 Units	2,369 Units
FOR-SALE HOUSING				42 Units	42 Units	95 Units	95 Units	95 Units	159 Units	206 Units	247 Units	247 Units	247 Units	266 Units	311 Units	311 Units	371 Units	418 Units	418 Units	418 Units	418 Units
Townhome				32 Units	32 Units	68 Units	68 Units	68 Units	87 Units	101 Units	112 Units	112 Units	112 Units	132 Units	144 Units	144 Units	161 Units	175 Units	175 Units	175 Units	175 Units
Two-Over-Two				10 Units	10 Units	26 Units	26 Units	26 Units	71 Units	105 Units	135 Units	135 Units	135 Units	135 Units	167 Units	167 Units	210 Units	244 Units	244 Units	244 Units	244 Units
HOSPITALITY				200 Rooms	200 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms
Limited-Service Hotel				200 Rooms	200 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms	463 Rooms
OFFICE											676,600 SF	676,600 SF	676,600 SF	676,600 SF	676,600 SF	900,000 SF	900,000 SF	900,000 SF	1,157,500 SF	1,189,400 SF	1,189,400 SF
Corporate Office											641,700 SF	641,700 SF	641,700 SF	641,700 SF	641,700 SF	865,100 SF	865,100 SF	865,100 SF	1,122,600 SF	1,122,600 SF	1,122,600 SF
Creative Office											34,900 SF	34,900 SF	34,900 SF	34,900 SF	34,900 SF	34,900 SF	34,900 SF	34,900 SF	34,900 SF	34,900 SF	66,800 SF
RETAIL				42,800 SF	42,800 SF	42,800 SF	42,800 SF	42,800 SF	42,800 SF	42,800 SF	71,100 SF	71,100 SF	71,100 SF	71,100 SF	71,100 SF	137,100 SF	137,100 SF	157,900 SF	157,900 SF	293,600 SF	293,600 SF
Grocery & Drug																50,900 SF	50,900 SF	50,900 SF	50,900 SF	63,600 SF	63,600 SF
Restaurant				22,050 SF	22,050 SF	22,050 SF	22,050 SF	22,050 SF	22,050 SF	22,050 SF	41,860 SF	41,860 SF	41,860 SF	41,860 SF	41,860 SF	52,430 SF	52,430 SF	66,990 SF	66,990 SF	108,710 SF	108,710 SF
Entertainment & Fitness				11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	11,300 SF	74,700 SF	74,700 SF
Services				9,450 SF	9,450 SF	9,450 SF	9,450 SF	9,450 SF	9,450 SF	9,450 SF	17,940 SF	17,940 SF	17,940 SF	17,940 SF	17,940 SF	22,470 SF	22,470 SF	28,710 SF	28,710 SF	46,590 SF	46,590 SF

Source: RCLCO



AUSTIN

501 Congress Ave, Suite 150
Austin, TX 78701

LOS ANGELES

11601 Wilshire Boulevard, Suite 1650
Los Angeles, CA 90025

ORLANDO

964 Lake Baldwin Lane, Suite 100
Orlando, FL 32814

WASHINGTON, DC

7200 Wisconsin Avenue, Suite 1110
Bethesda, MD 20814