

EXHIBIT "T"

TOWN OF HEMPSTEAD

MOODYS INVESTMENT SERVICES

FINANCIAL PRESENTATION

AUGUST 22, 2022 11AM



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FINANCIAL OVERVIEW

THE TOWN HAS PERSERVERED THROUGH THE COVID 19 CHALLENGES OF 2021 WITH BETTER-THAN-EXPECTED FINANCIAL RESULTS

- 2021 ADOPTED BUDGET PROPOSED USING \$19.8m OF TOWNWIDE FUND BALANCE
- CURRENT 2021 PROJECTIONS ANTICIPATE THE TOWN ADDING \$31.6m TO TOWNWIDE FUND BALANCE
- TOTAL ADJUSTED REVENUES YIELDED A \$33.1 MILLION SURPLUS (\$9.9M SALES TAX, \$17.3m MORTGAGE TAX AND \$4.6m WATER & \$1.3m ALL OTHER REVENUES)
- POSITIVE ADJUSTED EXPENDITURE VARIANCE OF \$3.1m
(See page 3 of the Reference Document for detail)

2021 NON-RECURRING

- AMERICAN RESCUE ASSISTANCE FUNDING OF REPURPOSED PAYROLL AND PAYROLL EXPENSES PER TREASURY GUIDELINES \$15.2m

2022 PROJECTIONS AS OF AUGUST 2022

- 2022 ADOPTED BUDGET PROPOSED USING \$22.6m IN FUND BALANCE
- 2022 TOWNWIDE PROJECTIONS ANTICIPATE THE TOWN ADDING \$1.8m
- PROJECTED REVENUES ARE UP BY \$22.5 m
LEAD BY POSITIVE BUDGET TO ACTUALS IN:
 - I. SALES TAX \$5.6m OR 12.5% OVER 2022 BUDGET
 - II. MORTGAGE TAX \$2.9m OR 9.7% OVER BUDGET

2022 NON-RECURRING

- AMERICAN RESCUE ASSISTANCE FUNDING OF REPURPOSED PAYROLL AND PAYROLL EXPENSES PER TREASURY GUIDELINES \$17.0m
(See page 4 of the Reference Document for detail)

2023 PROJECTIONS AS OF AUGUST 2022

- 2023 PROPOSED BUDGET ANTICIPATES A PLANNED SPEND DOWN OF FUND BALANCE AS PROJECTED TOTAL FUND BALANCE IS ESTIMATED TO BE \$231m AT 12/31/22 WHICH IS \$ 110m OVER REQUIRED FUND BALANCE POLICY LEVELS
(See page 9 of the Reference Document for detail)
- THE FUND BALANCE USAGE OF \$49.9m IS A PRELIMINARY ESTIMATE AS BUDGET REQUESTS FROM THE DEPARTMENTS FOR 2023 HAVE NOT BEEN EVALUATED AT THE TIME OF PRODUCTION OF THIS PRESENTATION
(See page 6 of the Reference Document for detail)

WATER INFRASTRUCTURE PROJECTS & FUNDING

THE TOWN AUTHORIZED \$138.4m IN WATER IMPROVEMENTS VIA THE ANNUAL CAPITAL PLAN. THESE IMPROVEMENTS ARE PRIMARILY FOR THE 1,4 DIOXANE ISSUE.

THE TOWN HAS BEEN AWARDED BY NYS A \$68.0m WATER GRANT FOR THE 1.4 DIOXANE ISSUE.

THIS GRANT WILL DRAMATICALLY REDUCE THE AMOUNT OF DEBT REQUIRED FOR THE \$138.4m 1,4 DIOXANE ISSUE.

AUTHORIZED	\$138.4m
DEBT ISSUED 2021	46.5m
NYS GRANT	68.0m
BALANCE TO BE RAISED	\$ 23.9m

The \$68.0 million dollar grant will avoid approximately \$5.9 in annual debt service at an estimated rate of 6% for the next 20 years.

OUTSTANDING DEBT OBLIGATIONS

LONG TERM OBLIGATIONS AS OF 1/1/22	\$ 440,714,299
GARBAGE TAX LITIGATION* (BANS 10/21)	
TO LONG TERM DEBT	26,031,844
ADJUSTED LONG TERM OBLIGATIONS AS OF 1/1/22	\$ 466,746,073
NEW MONEY ISSUED AUGUST 2022	58,954,799
2022 PRINCIPAL TO BE PAID	(42,706,205)
LONG TERM OBLIGATIONS AS OF 12/31/22	\$ 482,994,737
INCREASE IN LONG TERM DEBT OBLIGATIONS	\$ 42,280,438

*Per the 2017 Agreement with Nassau County, the County is responsible for reimbursing the Town for 70% of the Judgment amount over ten (10) years.

SUMMARY OF THE PROPOSED SALE

PAYMENT OF TWO TORTS	\$ 1,135,000
LONG TERM GARBAGE TAX LITIGATION (BANS 10/21)	26,031,844
NEW FUNDING FOR CAPITAL PROJECTS	57,819,799
TOTAL TOWN DIRECT DEBT	\$ 84,986,643
COMMISSIONER OPERATED WATER DISTRICT	1,247,000
TOTAL BOND ISSUE	\$ 86,233,643

ECONOMIC DEVELOPMENT UPDATES IN THE TOWN

AVALONBAY COMMUNITIES COMPLEX , ISLAND PARK



This 11.6 acre development sits on the site of what was a previously used as a petroleum-storage facility containing contaminated soil and groundwater. The developer remediated the site at a cost of \$9 million dollars and took a blighted piece of property and created luxury multifamily homes. The property was approved for a 15 Year PILOT by the Town of Hempstead IDA. The property previously generated \$ 97,000 a year in property taxes and will generate \$400,000 by year 4 and more importantly cleaned up an environmental hazard while repurposing the vacant land at no additional cost to the taxpayers. Apartments are now being rented.

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\$43 MILLION HILTON GARDEN INN, FREEPORT NAUTICAL MILE



NBD Holding plans to construct the 89,836 square foot tourist destination overlooking the Woodecleft Canal on the once existing Hunter Pointe Marina and the Schooner Restaurant property. The planned project will have 100 rooms, 125-person capacity ballroom with an attached restaurant. Site approval on the vacant land has been granted by the Village of Freeport. The Town of Hempstead IDA has proposed a 20-year PILOT. Currently, the real estate taxes being paid annually on the 1.6-acre lot is \$ 133,151. The project will generate approximately \$ 772,825 in annual property taxes after the two-decade PILOT agreement runs its course. The project is estimated to create 166 construction jobs and 35 full-time positions. The projected opening of this hotel is Spring 2024.

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DIOCESE OF ROCKVILLE CENTRE FORMER HEADQUARTERS



As a result of the Diocese of Rockville Centre filing for Bankruptcy, the former headquarters at 50 N. Park Ave was sold to Synergy Holding Partners for \$5.2 million dollars. The building was resold to Phillips International for \$ 9.8 million. Phillips plans to turn the building into a "Class A" office building by investing \$19 million dollars in renovation costs into the 60,000 square foot building. The Town of Hempstead IDA has approved a PILOT and the building will generate \$300,000 in PILOT revenue for 20 years and \$ 630,000 in annual Property Taxes once the 20-year PILOT runs its course.

CLIMATE AND ENVIRONMENTAL INITIATIVES IN THE TOWN

- THE TOWN RECIPIENT OF A \$87.9M GRANT BY THE NYS GOVERNOR'S OFFICE OF STORM RECOVERY FOR INFRASTRUCTURE DEFICIENCIES DISCOVERED DURING SUPER STORM SANDY. SINCE 2016 THE TOWN HAS BEEN MAKING INFRASTRUCTURE IMPROVEMENTS SUCH AS ROAD RAISINGS, BULKHEADS, TIDAL CHECK VALVES, HARDENING OF STRUCTURES AND INSTALLATION OF CRITICAL BACKUP GENERATORS.
- BULKHEAD REPLACEMENTS – THE TOWN IS THE RECIPIENT OF A FEDERAL GRANT FOR 75% OF THE COSTS TO REPLACE EXISTING BULKHEADS LOCATED IN VARIOUS TOWN PARKS DUE TO SOIL MIGRATION INTO EXISTING CANALS. THE ESTIMATED COST OF THE PROJECT IS \$8.8M AND WILL BE STARTING IN 2023.
- THE TOWN WAS THE RECIPIENT OF A \$60,000 GRANT FROM THE NYS ENVIRONMENTAL FACILITIES CORPORATION FOR THE PURCHASE OF A PUMPOUT BOAT. THE TOTAL COST OF THE PUMPOUT BOAT WAS \$84,510.71 AND IS CURRENTLY IN SERVICE.
- THE TOWN IS A RECIPIENT OF A \$297,125 NYS DEPARTMENT OF ENVIRONMENTAL CONSERVATION GRANT FOR THE HEAD OF THE BAY LOCATED WITHIN JAMAICA BAY OYSTER BED RESTORATION PROJECT. THIS PROJECT WILL SEED, INCUBATE AND MONITOR THE BREEDING OF OYSTERS TO REPOPULATE THE BAY AND AID IN THE INCREASE OF THE WATER QUALITY.
- SUPERSTORM SANDY DESTROYED THE TOWN'S MARINE NATURE STUDY BUILDING LOCATED IN OCEANSIDE. THE BUILDING WAS USED FOR EDUCATIONAL PURPOSES IN WHICH STUDENTS AND RESIDENTS ARE ABLE TO LEARN ABOUT THE LOCAL WATERWAYS MARINE LIFE AND ECOLOGY.