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HOWARD COUNTY DEPARTMENT OF FINANCE

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January 18, 2013

**To:** Lonnie R. Robbins  
Chief Administrative Officer

**From:** Stanley J. Milesky  
Director, Department of Finance *Stanley J. Milesky*

**Subject:** Testimony for:  

- Council Bill CB 4-2013 Multiyear MOU with Annapolis Junction Town Center, LLC
- Council Bill CB 5-2013 Bond Ordinance and Collection of a Special Tax
- Council Resolution CR 10-2013 Establishment of a Tax Increment Financing District and Fund and Special Taxing District and Fund

and  
Fiscal Analysis of the TIF Project

Summary of Legislative Package and Prior Legislative History:

1. The State of Maryland, through the Maryland Department of Transportation, owns 12.73 acres of land at the site of the MARC Savage Commuter Rail Station:
  - The site is used exclusively for parking for MARC's commuter rail patrons. The improvements on the site presently include: the commuter rail station, boarding platform, and surface parking for the commuter rail patrons.
2. The Maryland Department of Transportation awarded Petri Ross Ventures D.C., LLC the rights to develop a mixed-use town center consisting of residential units, retail and office space, and a hotel on the site of the existing surface parking lots. Parking for MARC commuter rail patrons is to be provided by a garage dedicated for that purpose.
3. The Maryland Department of Transportation subsequently requested the County to designate the site as a TIF district and fund construction of the garage from the real property tax increment that will be realized by the County as the property values generated from the project accrue to the County.
4. Petri Ross Ventures D.C., LLC, the original developer for this site, has changed its name to Annapolis Junction Town Center, LLC. Annapolis Junction Town Center, LLC is referenced as the developer throughout the legislative package being presented; however, Petri Ross Ventures D.C., LLC is transferring its development rights and other interests in this project to a new entity, Savage Town Center Ventures, LLC (STCV).
5. The Maryland Department of Transportation has agreed to transfer the development rights for this site to the new development team, STCV, in return for commitments by STCV to construct a 704 parking space garage for MARC commuter rail patrons, and other station improvements, on the portion of the site retained by the State, and other commitments to develop the remainder of the

site being transferred. STCV is comprised of Somerset Savage, LLC and OA Savage, LLC will be further described in this memorandum.

6. The construction of a State-owned garage and development of a multi-use town center at this site was previously considered by the Council. Legislation, CB 20-2009, CB 21-2009, and CR 14-2009, was adopted by the Council May 4, 2009 and approved by the County Executive May 6, 2009. The sunset provisions established at that time were extended by Council on May 2, 2011 (CB 14-2011 and CR 40-2011).
7. The project and legislation being presented herein is fundamentally similar as the original project; but with several notable changes as follows:
  - Petri Ross Ventures (PRV), the original developer, is being replaced by the new development team, STCV. STCV is comprised of two separate entities: Somerset Savage, LLC and OA Savage, LLC. Somerset Savage, LLC is an entity managed and controlled by Neil Greenberg and Michael Caruthers. Messrs. Greenberg and Caruthers are the sole members of Somerset Savage, LLC and they are the principal partners of Somerset Construction Company, of Bethesda, Maryland. OA Savage, LLC, is owned by OA Partners, LLC, of Annapolis, Maryland. OA Partners, LLC is owned by Peter Zadoretzky.
  - The project has been renamed as the Annapolis Junction Town Center.
  - The project boundaries now include the adjoining 5.96 acre Boise Cascade Company site. The Boise Cascade Company site was previously identified by PRV for possible future acquisition. The Boise Cascade Company property will be acquired by STCV at the time of closing on the bonds to be issued by Howard County to fund construction of the MARC commuter rail parking garage.
  - The STCV development program remains largely consistent with the PRV program presented in 2009:
    - Residential Units are unchanged at 416 dwelling units; however the number of affordable units decreased from 64 dwelling units to 32 dwelling units.
    - Office space increases by 22,000 sq ft to 100,000 sq ft.
    - Retail space of 20,964 sq ft decreases to 14,000 sq ft and an additional 3,200 sq ft designated for a bank, and 250 sq ft for a kiosk (17,450 sq ft total retail space).
    - The 152 room hotel is now proposed as a 150 room hotel.
    - The 704 space parking garage for MARC commuter rail patrons remains unchanged.
    - Two additional parking garages are proposed including a 407 space parking garage to support office and retail parking needs and a 697 space residential parking garage.
8. The State and STCV have requested the County to designate the development site as a Tax Increment Financing District and pledge the increase in real property taxes resulting from the proposed improvements to repayment of the debt to be issued by the County for the construction of the parking garage.
9. The County will also create a companion special tax district, with boundaries identical to the TIF District, as a backup for the special obligation bonds.
  - Special taxes will be imposed on property owners, located within the special tax district, in any year where the tax increment collections are lower than the next year's debt service obligation and TIF District expenses.

- The Special taxes are also to be pledged for the repayment of the special obligation bonds to be issued for the construction of the parking garage.
10. The County is requested to issue special obligation tax increment financing bonds in an amount not to exceed \$17,000,000, including construction funding for the garage in an amount not to exceed \$14,000,000.
  11. The County's pledge for the repayment of the special obligation tax increment financing bonds will be solely from the real property tax increment to be realized from the TIF District, any special taxes imposed and collected from the companion Special Tax District, and any BRAC Zone Grant funds from the State of Maryland.
    - The first 36-months of debt service will be paid from capitalized interest funded from the sale of the bonds.
  12. The property tax increment, by itself, is initially projected to be insufficient to meet the debt service obligation (TY 2016 through TY 2026).
    - Special taxes are projected to be necessary to make-up for the deficit in real property taxes during that period, although the special tax obligation declines steadily each year.
    - As the property tax value of the district appreciates, however, the tax increment is projected to produce a net surplus for the remainder of the bond's term; increasing to a projected \$2.3M per year in TY 44 and each year thereafter.
    - After TY 2016 the debt service coverage (revenues to obligations) remains in excess of 100%, although current projections remain marginal for the entire outstanding term of the bonds.
    - The property owners' obligation to pay any special tax required to pay debt service is likely to remain an important consideration throughout the outstanding term of the bonds.
  13. The rationale for the project is predicated upon several mutually supporting objectives including:
    - State Transit Oriented Development Project (TOD) intended to develop State-owned real property holdings to encourage opportunities for local economic development by putting tax-exempt property on the local tax roll while improving transportation infrastructure.
    - Location of the project at the MARC Savage Commuter Rail Station.
    - Location of the project within the Rt. 1 Re-development Corridor.
    - Location of the project in proximity to Ft. Meade may provide opportunities resulting from, and support the County's efforts to respond to anticipated BRAC and Cyber Command-generated growth.
    - The project's profile and location made it an ideal candidate for designation as a BRAC Zone and BRAC Zone funding grant. The project was approved for designation as a BRAC Zone in June 2009.
    - STCV estimates the cost to construct the parking garage is \$11.4 million. STCV is requesting \$14 million in TIF financing. Additional cost to cover Capitalized Interest for three years and issuance costs raise the total amount of bonds to be issued to \$17,000,000
  14. The legislative package for this project includes:

**CB 4-2013      Multi-year MOU with Annapolis Junction Town Center**

This legislation is to approve the multi-year Memorandum of Understanding governing the proposed Tax Increment Financing (TIF) project with the developer, Annapolis Junction Town Center, LLC (formally

known as Petrie Ross Ventures D.C., LLC), and to be transferred to Savage Town Center Ventures, LLC. The TIF project is at the Savage MARC Station.

The MOU lays out the parameters of the TIF agreement. It sets certain limits and restrictions on how much and under what circumstances the TIF bonds will be issued. Those parameters are summarized below:

- Bonds will have a 30 year final maturity (maximum time permitted under State law)
- A maximum of \$17,000,000 will be sold with a maximum interest rate of 6.25%
- Bonds will be sold at a limited public offering in minimum denominations of \$100,000 to only sophisticated investors who understand the risks of the project.
- Adequate private financing or contracts must be in place prior to the issuance of the bonds to support the likelihood of the completion of the private improvements in a timely manner and the generation of sufficient incremental property taxes.
- Land use approvals in place to allow the development to proceed as proposed.
- Appraisal value of privately owned land and improvements to lien (TIF bonds) of at least equal to the greater of (i) two to one or (ii) the level required by the bond market.

#### **CB 5-2013      Bond Ordinance and Collection of a Special Tax**

This legislation authorizes the issuance of the special obligation TIF bonds and the collection of a special tax. A special tax will be imposed on property owners located within the special tax district in any year where the real property tax increment collections are projected to be lower than the debt service obligation and TIF District expenses

The Special Taxing District Tax Report documents the basis of the *Maximum* Special Tax liability for the District and the special benefit to the property owners in the District. The Rate and Method of Apportionment of Special Taxes establishes how the Special Tax will be apportioned among the properties located in the district in a reasonable and fair manner. The total actual amount of Special Taxes levied annually cannot be determined until the bonds have been issued. Both reports are based on issuance of a maximum of \$17,000,000 of bonds at an interest rate of 6.25% - the maximum amount that can be funded by the proposed project. The actual interest rate, principal amount and debt service schedule will not be set until the time of the sale.

The Maximum Special Tax will be calculated at the level necessary to generate enough revenue to fund 100% of the annual debt service and administrative costs of the District. That maximum amount will then be reduced by the amount of the incremental real property tax collected by parcel. Special Taxes will only be collected to the extent the incremental tax revenues and BRAC Zone grant funds received are insufficient to cover the cost of debt service and administrative cost of the District. If the incremental property tax revenues collected exceed the costs of the TIF District the surplus will be transferred to the General Fund or used to pre-pay the principal on the bonds as allowed by the State law.

#### **CR 10-2013      Establishment of a Tax Increment Financing District and Fund and Special Taxing District and Fund**

The State and STCV have requested the County to designate the development site as both a Tax Increment Financing District and a Special Taxing District and to pledge the increase in real property taxes resulting from the proposed improvements to repayment of the debt to be issued by the County for the construction of the parking garage. The purpose of the companion Special Tax District is to create a backup funding source to pay the debt service on the special obligation TIF bonds. All incremental real property taxes and special taxes collected will be deposited in a designated fund and are pledged to the repayment of the debt service on the special obligation TIF bonds. The TIF bonds are not backed by the full faith and credit of the County.

**Fiscal Analysis**  
Tax Increment Financing Projections

Attached is the detailed Fiscal Analysis for the Annapolis Junction Town Center project prepared by the County's Financial Advisor for Tax Increment Financing projects. The scenario used reflects the highest cost bonds (6.25% interest rate) the project can support. Selected report sections have been summarized to identify significant dimensions of the financing transaction to be considered.

1. Calculation of debt service and administrative costs of TIF bonds
  - a. See pages 1-4
  - b. Assumptions: 30 year maximum maturity at 6.25% interest
2. Calculated the Maximum Special Tax
  - a. See page 6
  - b. The Maximum Special Tax is set at the level needed to generate enough revenue to fund 100% of the debt and administrative costs of the district.
3. Projects incremental real property tax revenue from the project
  - a. Pages 10-11: Met with officials from the State Department of Assessments and Taxation to determine a reasonable assessed value to use for each property type (rental residential, office, retail and hotel) and then took into consideration a timeline for market absorption (based on the construction timeline provided by the developer)
  - b. Page 14: Calculated the incremental real property taxes to be generated by the development (assumes no increase in the real property tax rate)
  - c. Page 15: Compares the debt service costs with the projected incremental tax revenues. This chart projects that the incremental revenues will not be sufficient to cover costs in the first four years which means that the Special Tax will need to be levied to make up the difference.
4. Projects other revenues to the County as well as increased costs of services resulting from the development. The Chart on page 26 projects that the on-going revenues generated by the development will exceed the additional cost of services by \$17.6 million over 30 years. One time revenues such as Road Excise Tax, School Surcharge, Recordation Tax and Transfer Tax are not included in this analysis.
  - a. Page 23 shows the projections for Real Property Tax (in excess of the Incremental Tax needed to fund the costs), Personal Income Tax, Personal Property Tax, Hotel Occupancy (Room Rental Tax), other taxes and fees. The supporting schedules are on pages 17-22.
  - b. Page 25: Estimates the cost to the County of additional services required by the development based on interviews with Budget, Police Department, Fire Department, and Howard County Public Schools.

Please advise if I am able to provide any additional information or assistance to you in this regard.

Attachments:  
Tax Increment Financing Projections  
CB 20-2013 w/MOU  
CB 21-2013  
CR 14-2013

cc: Jessica Feldmark  
Nicole Hogue

Annapolis Junction Town Center  
TIF Legislation - Testimony  
January 18, 2013  
Page 6 of 6

Rafiu Ighile  
Allyson Owens  
Jennifer Sager

**Annapolis Junction Town Center  
Howard County, Maryland**

**Tax Increment Financing Projections  
Projection No. 3 (Revised)**

**Assumptions:**

**Includes All Development Phases  
\$17,000,000 in Total Bond Proceeds  
30 Year Bonds  
Bonds Issued Pre-Construction  
Limited Public Offering  
6.25% Interest Rate  
Includes Fiscal Impact Analysis**

**Prepared By:**

**MuniCap, Inc.  
Public Finance**

**January 8, 2013**

# Annapolis Junction Town Center Howard County, Maryland

## Tax Increment Financing Projections

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# **Annapolis Junction Town Center Howard County, Maryland**

## **Tax Increment Financing Projections**

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***Annapolis Junction Town Center  
Howard County, Maryland***

**Summary of Projections**

	Annual <sup>1</sup>	Tax Years 2013-2044
<b>Net New County Revenues</b>		
Surplus real property tax revenues <sup>2</sup>	\$518,606	\$8,321,452
Personal income tax revenues	\$980,221	\$46,335,657
Personal property tax revenues	\$57,865	\$2,714,529
Hotel occupancy tax revenues	\$111,815	\$5,245,433
Additional county revenue	\$78,163	\$3,707,240
New county revenues	\$1,746,670	\$66,324,310
Additional costs to Howard County	(\$1,026,578)	(\$48,672,505)
Net surplus/deficit	\$720,092	\$17,651,806
<b>Employment Impacts</b>		
Direct		435
Indirect		262
Total		697
<b>Annual Wage Impacts</b>		
Direct		\$31,463,566
Indirect		\$13,061,378
Total		\$44,524,944

<sup>1</sup>Annualized figures are shown at full build-out in current dollars (i.e., excluding the impact of inflation).

<sup>2</sup>Represents surplus tax revenues after taking into consideration special taxes available to cover debt service deficits.

**Annapolis Junction Town Center  
Howard County, Maryland**

**Bond Assumptions**

*Annapolis Junction Town Center  
Howard County, Maryland*

Schedule I: Sources and Uses of Funds and Bond Issuance Assumptions

	Proceeds	Percent
<b>Sources of funds:</b>		
Bond proceeds	\$17,000,000	99.9%
Interest earned in the improvement fund (see Schedule IV)	\$15,388	0.1%
<b>Total sources of funds</b>	<b>\$17,015,388</b>	<b>100.0%</b>
<b>Uses of funds:</b>		
Public improvement costs	\$11,374,132	66.8%
Issuance costs	\$500,000	2.9%
Underwriter's discount	\$255,000	1.5%
Capitalized interest (see schedule III)	\$3,186,255	18.7%
Rounding	\$0	0.0%
<b>Sub-total uses of funds</b>	<b>\$15,315,388</b>	<b>90.0%</b>
<b>Reserve fund</b>	<b>\$1,700,000</b>	<b>10.0%</b>
<b>Total uses of funds</b>	<b>\$17,015,388</b>	<b>100.0%</b>
<b>Assumptions:</b>		
Maturity		30 years
Interest only		3 years
Amortization		27 years
<i>Average life</i>		20.71
Bond coupon rate		6.25%
<b>Reinvestment rates:</b>		
Reserve fund		1.25%
Improvement fund		0.25%
Capitalized interest account		0.25%
Date bonds issued		1-Jul-13
<b>Dates payments due:</b>		
Interest	January 1 and July 1	
Principal	July 1	
<b>Capitalized interest:</b>		
Interest funded through		1-Jul-16
Months interest funded		36

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Annapolis Junction\Projection No. 3 (Includes Fiscal) rev.xls\I

8-Jan-13

Annapolis Junction Town Center  
Howard County, Maryland

Schedule II: Debt Service Projections

Date	Principal	Interest Rate	Interest	Gross Debt Service Payments	Gross Annual Debt Service Payments	Capitalized Interest	Reserve Fund Income	District Operations	Net Annual Debt Service
1-Jul-13									
1-Jan-14			\$531,250	\$531,250		(\$520,625)	(\$10,625)		
1-Jul-14	\$0	6.25%	\$531,250	\$531,250	\$1,062,500	(\$545,625)	(\$10,625)	\$25,000	\$0
1-Jan-15			\$531,250	\$531,250		(\$520,625)	(\$10,625)		
1-Jul-15	\$0	6.25%	\$531,250	\$531,250	\$1,062,500	(\$546,125)	(\$10,625)	\$25,500	\$0
1-Jan-16			\$531,250	\$531,250		(\$520,625)	(\$10,625)		
1-Jul-16	\$0	6.25%	\$531,250	\$531,250	\$1,062,500	(\$546,635)	(\$10,625)	\$26,010	\$0
1-Jan-17			\$531,250	\$531,250			(\$10,625)		
1-Jul-17	\$19,000	6.25%	\$531,250	\$550,250	\$1,081,500		(\$10,625)	\$26,530	\$1,086,780
1-Jan-18			\$530,656	\$530,656			(\$10,625)		
1-Jul-18	\$42,000	6.25%	\$530,656	\$572,656	\$1,103,313		(\$10,625)	\$27,061	\$1,109,123
1-Jan-19			\$529,344	\$529,344			(\$10,625)		
1-Jul-19	\$67,000	6.25%	\$529,344	\$596,344	\$1,125,688		(\$10,625)	\$27,602	\$1,132,040
1-Jan-20			\$527,250	\$527,250			(\$10,625)		
1-Jul-20	\$94,000	6.25%	\$527,250	\$621,250	\$1,148,500		(\$10,625)	\$28,154	\$1,155,404
1-Jan-21			\$524,313	\$524,313			(\$10,625)		
1-Jul-21	\$122,000	6.25%	\$524,313	\$646,313	\$1,170,625		(\$10,625)	\$28,717	\$1,178,092
1-Jan-22			\$520,500	\$520,500			(\$10,625)		
1-Jul-22	\$153,000	6.25%	\$520,500	\$673,500	\$1,194,000		(\$10,625)	\$29,291	\$1,202,041
1-Jan-23			\$515,719	\$515,719			(\$10,625)		
1-Jul-23	\$187,000	6.25%	\$515,719	\$702,719	\$1,218,438		(\$10,625)	\$29,877	\$1,227,065
1-Jan-24			\$509,875	\$509,875			(\$10,625)		
1-Jul-24	\$223,000	6.25%	\$509,875	\$732,875	\$1,242,750		(\$10,625)	\$30,475	\$1,251,975
1-Jan-25			\$502,906	\$502,906			(\$10,625)		
1-Jul-25	\$262,000	6.25%	\$502,906	\$764,906	\$1,267,813		(\$10,625)	\$31,084	\$1,277,647
1-Jan-26			\$494,719	\$494,719			(\$10,625)		
1-Jul-26	\$303,000	6.25%	\$494,719	\$797,719	\$1,292,438		(\$10,625)	\$31,706	\$1,302,894
1-Jan-27			\$485,250	\$485,250			(\$10,625)		
1-Jul-27	\$348,000	6.25%	\$485,250	\$833,250	\$1,318,500		(\$10,625)	\$32,340	\$1,329,590
1-Jan-28			\$474,375	\$474,375			(\$10,625)		
1-Jul-28	\$396,000	6.25%	\$474,375	\$870,375	\$1,344,750		(\$10,625)	\$32,987	\$1,356,487
1-Jan-29			\$462,000	\$462,000			(\$10,625)		
1-Jul-29	\$448,000	6.25%	\$462,000	\$910,000	\$1,372,000		(\$10,625)	\$33,647	\$1,384,397
1-Jan-30			\$448,000	\$448,000			(\$10,625)		
1-Jul-30	\$504,000	6.25%	\$448,000	\$952,000	\$1,400,000		(\$10,625)	\$34,320	\$1,413,070
1-Jan-31			\$432,250	\$432,250			(\$10,625)		
1-Jul-31	\$563,000	6.25%	\$432,250	\$995,250	\$1,427,500		(\$10,625)	\$35,006	\$1,441,256
1-Jan-32			\$414,656	\$414,656			(\$10,625)		
1-Jul-32	\$627,000	6.25%	\$414,656	\$1,041,656	\$1,456,313		(\$10,625)	\$35,706	\$1,470,769
1-Jan-33			\$395,063	\$395,063			(\$10,625)		
1-Jul-33	\$695,000	6.25%	\$395,063	\$1,090,063	\$1,485,125		(\$10,625)	\$36,420	\$1,500,295
1-Jan-34			\$373,344	\$373,344			(\$10,625)		
1-Jul-34	\$768,000	6.25%	\$373,344	\$1,141,344	\$1,514,688		(\$10,625)	\$37,149	\$1,530,586
1-Jan-35			\$349,344	\$349,344			(\$10,625)		
1-Jul-35	\$846,000	6.25%	\$349,344	\$1,195,344	\$1,544,688		(\$10,625)	\$37,892	\$1,561,329
1-Jan-36			\$322,906	\$322,906			(\$10,625)		
1-Jul-36	\$930,000	6.25%	\$322,906	\$1,252,906	\$1,575,813		(\$10,625)	\$38,649	\$1,593,212
1-Jan-37			\$293,844	\$293,844			(\$10,625)		
1-Jul-37	\$1,020,000	6.25%	\$293,844	\$1,313,844	\$1,607,688		(\$10,625)	\$39,422	\$1,625,860
1-Jan-38			\$261,969	\$261,969			(\$10,625)		
1-Jul-38	\$1,116,000	6.25%	\$261,969	\$1,377,969	\$1,639,938		(\$10,625)	\$40,211	\$1,658,898
1-Jan-39			\$227,094	\$227,094			(\$10,625)		
1-Jul-39	\$1,218,000	6.25%	\$227,094	\$1,445,094	\$1,672,188		(\$10,625)	\$41,015	\$1,691,953
1-Jan-40			\$189,031	\$189,031			(\$10,625)		
1-Jul-40	\$1,328,000	6.25%	\$189,031	\$1,517,031	\$1,706,063		(\$10,625)	\$41,835	\$1,726,648
1-Jan-41			\$147,531	\$147,531			(\$10,625)		
1-Jul-41	\$1,445,000	6.25%	\$147,531	\$1,592,531	\$1,740,063		(\$10,625)	\$42,672	\$1,761,485
1-Jan-42			\$102,375	\$102,375			(\$10,625)		
1-Jul-42	\$1,570,000	6.25%	\$102,375	\$1,672,375	\$1,774,750		(\$10,625)	\$43,526	\$1,797,026
1-Jan-43			\$53,313	\$53,313			(\$10,625)		
1-Jul-43	\$1,706,000	6.25%	\$53,313	\$1,759,313	\$1,812,625		(\$1,710,625)	\$44,396	\$135,771
<b>Total</b>	<b>\$17,000,000</b>		<b>\$24,425,250</b>	<b>\$41,425,250</b>	<b>\$41,425,250</b>	<b>(\$3,200,260)</b>	<b>(\$2,337,500)</b>	<b>\$1,014,202</b>	<b>\$36,901,692</b>

MuniCap, Inc.

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**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule III: Details of the Capitalized Interest Account

	Beginning Balance	Deposit from Bond Proceeds	Disbursement for Debt Service	Reserve Fund Income	District Operations	Net Withdrawal From Capitalized Interest Account	Interest Earnings	Reinvestment Rate	Ending Balance
1-Jul-13	\$0	\$3,186,255							\$3,186,255
1-Jan-14	\$3,186,255		(\$531,250)	\$10,625		\$520,625	\$3,983	0.25%	\$2,669,613
1-Jul-14	\$2,669,613		(\$531,250)	\$10,625	(\$25,000)	\$545,625	\$3,337	0.25%	\$2,127,325
1-Jan-15	\$2,127,325		(\$531,250)	\$10,625		\$520,625	\$2,659	0.25%	\$1,609,359
1-Jul-15	\$1,609,359		(\$531,250)	\$10,625	(\$25,500)	\$546,125	\$2,012	0.25%	\$1,065,246
1-Jan-16	\$1,065,246		(\$531,250)	\$10,625		\$520,625	\$1,332	0.25%	\$545,953
1-Jul-16	\$545,953		(\$531,250)	\$10,625	(\$26,010)	\$546,635	\$682	0.25%	(\$0)
<b>Total</b>		<b>\$3,186,255</b>	<b>(\$3,187,500)</b>	<b>\$63,750</b>	<b>(\$76,510)</b>	<b>\$3,200,260</b>	<b>\$14,005</b>		

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**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule IV: Details of the Improvement Fund

Date	Beginning Balance	Deposit from Bond Proceeds	Disbursement for Construction	Interest Earnings	Reinvestment Rate	Ending Balance
1-Jul-13	\$0	\$11,358,745			0.25%	\$11,358,745
1-Aug-13	\$11,358,745	\$0	(\$947,844)	\$2,366	0.25%	\$10,413,267
1-Sep-13	\$10,413,267	\$0	(\$947,844)	\$2,169	0.25%	\$9,467,592
1-Oct-13	\$9,467,592	\$0	(\$947,844)	\$1,972	0.25%	\$8,521,720
1-Nov-13	\$8,521,720	\$0	(\$947,844)	\$1,775	0.25%	\$7,575,651
1-Dec-13	\$7,575,651	\$0	(\$947,844)	\$1,578	0.25%	\$6,629,385
1-Jan-14	\$6,629,385	\$0	(\$947,844)	\$1,381	0.25%	\$5,682,922
1-Feb-14	\$5,682,922	\$0	(\$947,844)	\$1,184	0.25%	\$4,736,261
1-Mar-14	\$4,736,261	\$0	(\$947,844)	\$987	0.25%	\$3,789,404
1-Apr-14	\$3,789,404	\$0	(\$947,844)	\$789	0.25%	\$2,842,349
1-May-14	\$2,842,349	\$0	(\$947,844)	\$592	0.25%	\$1,895,096
1-Jun-14	\$1,895,096	\$0	(\$947,844)	\$395	0.25%	\$947,647
1-Jul-14	\$947,647	\$0	(\$947,844)	\$197	0.25%	\$0
1-Aug-14	\$0	\$0		\$0	0.25%	\$0
<b>Total</b>		<b>\$11,358,745</b>	<b>(\$11,374,132)</b>	<b>\$15,388</b>		

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**Annapolis Junction Town Center  
Howard County, Maryland**

**Development Assumptions**



**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule V: Projected Development by Type

Property Type	Area <sup>1</sup>				Market Value			Total Market Value	Year Completed
	Units	SF Per Unit	SF	Rooms	Per Unit	Per SF	Per Room		
<u>Apartments</u>									
Market rate	384	1,176	451,446	NA	\$130,496	\$111.00	NA	\$50,110,455	2016
Affordable	32	1,176	37,620	NA	\$82,982	\$70.58	NA	\$2,655,426	2016
Sub-total apartments	416		489,066		\$126,841	\$107.89		\$52,765,881	
<u>Retail</u>									
In-Line retail	NA	NA	14,000	NA	NA	\$143.00	NA	\$2,002,000	2016
Kiosk	NA	NA	250	NA	NA	\$143.00	NA	\$35,750	2016
Sub-total retail			14,250			\$143.00		\$2,037,750	
<u>Bank/Restaurant</u>	NA	NA	3,200	NA	NA	\$418.00	NA	\$1,337,600	2016
<u>Office</u>	NA	NA	100,000	NA	NA	\$218.00	NA	\$21,800,000	2016
<u>Hotel</u>	NA	NA	84,000	150	NA	\$173.75	\$97,301	\$14,595,138	2016
<b>Total projected property value</b>								<b>\$92,536,368</b>	

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<sup>1</sup>Projected development provided by Annapolis Junction Town Center, I.L.C.

***Annapolis Junction Town Center  
Howard County, Maryland***

**Schedule VI: Comparison of Valuation Methods<sup>1</sup>**

Property Type	Income Capitalization <sup>2</sup>	Comparables <sup>3</sup>
<u>Apartments</u>		
Market rate		
Per Unit	\$183,884	\$119,979
Per SF	\$218.39	<b><u>\$111.00</u></b>
Affordable		
Per Unit	\$116,932	NA
Per SF	\$138.87	<b><u>\$70.58</u></b>
<u>Retail</u>		
Per SF	\$299.31	<b><u>\$143.00</u></b>
<u>Bank/Restaurants</u>		
Per SF	\$411.82	<b><u>\$418.00</u></b>
<u>Office</u>		
Per SF	\$219.75	<b><u>\$218.00</u></b>
<u>Hotel</u>		
Per SF	NA	\$173.00
Per Room	\$103,389	<b><u>\$97,301</u></b>

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

<sup>2</sup>See Schedules VII-A and VII-B.

<sup>3</sup>See Schedule VII-C.

**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule VII-A: Projected Market Value (Income Capitalization) - Apartments, Retail, Office

	Apartments		Retail	Bank/Restaurant	Office
	Market Rate	Affordable			
Monthly rent per square foot	\$1.96	\$1.50			
Annual rent per square foot <sup>1</sup>	\$23.52	\$17.95	\$25.44	\$35.00	\$28.50
Net square feet per unit <sup>2</sup>	842	842			
Monthly rent per unit <sup>1</sup>	\$1,650	\$1,260			
Annual rent per unit	\$19,800	\$15,114			
Occupancy <sup>2</sup>	97%	97%	95%	95%	95%
Effective rent per square foot	\$22.69	\$17.32	\$24.17	\$33.25	\$27.08
Effective rent per unit	\$19,107.00	\$14,585.01			
Expense ratio <sup>3</sup>	35%	46%	0%	0%	30%
Expenses	(\$6,687.45)	(\$6,687.45)	\$0.00	\$0.00	(\$8.19)
Net operating income per square foot	\$14.75	\$9.38	\$24.17	\$33.25	\$18.89
Net operating income per unit	\$12,420	\$7,898			
Capitalization rate <sup>4</sup>	5.740%	5.740%	7.060%	7.060%	7.580%
Tax rate	1.014%	1.014%	1.014%	1.014%	1.014%
Fully loaded capitalization rate	6.754%	6.754%	8.074%	8.074%	8.594%
Value per square foot	\$218.39	\$138.87	\$299.31	\$411.82	\$219.75
Value per unit <sup>4</sup>	\$183,884	\$116,932			

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<sup>1</sup>Market rent and commercial rents provided by Annapolis Junction Town Center, LLC. Monthly rent for affordable unit is based on the average maximum monthly rent for a one and two bedroom apartment under the provisions of the Howard County Housing Moderate Income Housing Unit Program for 2012.

<sup>2</sup>Based on information provided by Annapolis Junction Town Center, LLC.

<sup>3</sup>Market rate expense ratio provided by the Annapolis Junction Town Center, LLC. Assumes affordable unit expenses are equal to market rate per unit expenses. Retail assumes triple net lease. Office expenses represent the median operating expense per square foot for suburban offices located in the Baltimore market as provided by the 2012 BOMA Experience Exchange Report.

<sup>4</sup>Represents the average overall capitalization rate for the national apartment market, retail strip shopping center market, and suburban Maryland office market, as provided by in the PwC Real Estate Investor Survey for Third Quarter 2012.

***Annapolis Junction Town Center  
Howard County, Maryland***

**Schedule VII-B: Projected Market Value (Income Capitalization) - Hotel**

	Limited Service Hotel
<i>Income Capitalization</i>	
Average daily rate per room <sup>1</sup>	\$74.40
Gross annual income	\$27,156.00
Assumed occupancy <sup>1</sup>	54.9%
Effective gross income per room	\$14,908.64
Assumed expense ratio <sup>2</sup>	26%
Less: assumed expenses	(\$3,831.52)
Net operating income per room	\$11,077.12
Capitalization rate <sup>3</sup>	9.70%
Tax rate	1.014%
Fully loaded capitalization rate	10.71%
Total estimated value per room	\$103,389.23

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<sup>1</sup>Assumptions provided by the *PwC Real Estate Investory Survey for Third Quarter 2012* for limited service hotels.

<sup>2</sup>Assumptions provided by the *U.S. Hotel Operating Statistics Study, Report for the Year 2011* for limited service hotels.

**Annapolis Junction Town Center**  
**Howard County, Maryland**

**Schedule VII-C: Projected Market Value (Comparables)**

Development Type	Address	City	Year Built	Parcel Number	Assessed Value <sup>1</sup>			Area			Assessed Value Per SF/Unit/Room		
					Land	Building	Total	SF	Units	Rooms	Per SF	Per Unit	Per Room
<b>Apartments</b>													
Arbors at Baltimore Crossroads <sup>2</sup>	11550 Crossroads Circle	Baltimore	2011	16 2500007084	\$1,496,000	\$46,033,400	\$47,529,400	461,397	365	-	\$103	\$130,218	-
Arundel Preserve <sup>2</sup>	2111 Piney Branch Circle	Jessup	2007	04 90222157	\$19,840,000	\$53,512,200	\$73,352,200	588,828	496	-	\$125	\$147,888	-
Residences at Arundel Preserves <sup>2</sup>	Milestone Parkway	Hanover	2011	04 90231749	\$7,616,000	\$62,500,300	\$70,116,300	490,875	242	-	\$143	\$289,737	-
Alta at Regency Crest	3305 Oak West Drive	Ellicott City	2011	2241706	\$1,168,900	\$22,606,300	\$23,775,200	209,936	150	-	\$113	\$158,501	-
Gramercy at Town Center	10601 Gramercy	Columbia	1998	15119888	\$5,882,500	\$17,993,400	\$23,875,900	214,595	199	-	<b><u>\$111</u></b>	\$119,979	-
Columbia Town Center Apartments	10360 Swiftstream	Columbia	2001	15019980	\$7,644,000	\$52,458,700	\$60,102,700	658,661	500	-	\$91	\$120,205	-
Sub-total apartments					\$14,695,400	\$93,058,400	\$107,753,800	1,083,192	849	-	\$99	\$126,918	-
<b>Retail</b>													
In-line retail	9050 Baltimore National Pike	Ellicott	2007	2230038	\$589,300	\$1,261,400	\$1,850,700	11,238	-	-	\$165	-	-
Maple Lawn retail	8180 Maple Lawn Blvd	Fulton	2005	5439035	\$1,404,800	\$1,646,600	\$3,051,400	20,688	-	-	\$147	-	-
National Business Park retail	114 National Business Pkwy	Annapolis Jctn	2002	449990062539	\$420,000	\$758,300	\$1,178,300	10,530	-	-	\$112	-	-
Sub-total retail					\$2,414,100	\$3,666,300	\$6,080,400	42,456	-	-	<b><u>\$143</u></b>	-	-
<b>Bank/Restaurants</b>													
Applebee's	8335 S Benson Dr	Columbia	1993	16200182	\$1,024,000	\$744,900	\$1,768,900	5,608	-	-	\$315	-	-
Lonestar Steakhouse	8900 Stanford Boulevard	Columbia	1996	16191167	\$933,000	\$833,400	\$1,766,400	5,462	-	-	\$323	-	-
Red Lobster	9011 NE Snowden Square Dr	Columbia	1995	06539343	\$2,236,000	\$836,300	\$3,072,300	8,670	-	-	\$354	-	-
Wendy's	6355 SE Dobbin Rd	Columbia	1983	16071838	\$825,100	\$334,400	\$1,159,500	2,713	-	-	\$427	-	-
Houlihans/On the Border/Mimis	8210 Gateway Overlook Drive	Columbia	2007	16215996	\$6,054,800	\$4,746,200	\$10,801,000	24,194	-	-	\$446	-	-
Bertucci's	9081 SE Snowden River Pkwy	Columbia	1993	06539297	\$2,432,400	\$1,103,300	\$3,535,700	7,597	-	-	\$465	-	-
Capital One Bank	6690 Marie Curie Drive	Elkridge	2007	16216127	\$988,500	\$1,062,200	\$2,050,700	3,600	-	-	\$570	-	-
Sub-total restaurant					\$14,493,800	\$9,660,700	\$24,154,500	57,844	-	-	<b><u>\$418</u></b>	-	-
<b>Hotel</b>													
Springhill Suites	7055 Minstrel Way	Columbia	2009	16218316	\$882,000	\$9,273,100	\$10,155,100	66,228	-	117	\$153	-	\$86,796
Courtyard by Marriott	8910 Stanford Blvd	Columbia	1990	16198005	\$1,928,800	\$12,050,300	\$13,979,100	73,705	-	152	\$190	-	\$91,968
Towne Place Suites by Marriott	120 National Business Pkwy	Annapolis Jctn	2000	0449990078981	\$1,900,000	\$9,484,700	\$11,384,700	54,240	-	95	\$210	-	\$119,839
Hampton Inn	8880 Columbia 100 Pkwy	Columbia	2001	02386321	\$845,000	\$6,878,500	\$7,723,500	54,300	-	83	\$142	-	\$93,054
Hilton Garden Inn	8241 SE Snowden River Pkwy	Columbia	2003	16214140	\$1,050,600	\$8,736,000	\$9,786,600	57,968	-	98	\$169	-	\$99,863
Sub-total hotels					\$6,606,400	\$46,422,600	\$53,029,000	306,441	-	545	\$173	-	<b><u>\$97,301</u></b>
<b>Office</b>													
National Business Park	604 Sentinel Dr	Annapolis Jct	2005	449990220564	\$4,569,600	\$26,287,700	\$30,857,300	162,729	-	-	\$190	-	-
National Business Park	2711 Technology Dr	Annapolis Jct	2002	449990078994	\$3,201,600	\$27,704,600	\$30,906,200	151,605	-	-	\$204	-	-
National Business Park	318 Sentinel Way	Annapolis Jct	2007	449990218043	\$3,384,000	\$25,744,800	\$29,128,800	130,200	-	-	\$224	-	-
National Business Park	140 National Business Pkwy	Annapolis Jct	2003	449990100595	\$5,661,000	\$24,113,900	\$29,774,900	124,092	-	-	\$240	-	-
National Business Park	320 Sentinel Way	Annapolis Jct	2007	449990218044	\$3,168,000	\$28,396,900	\$31,564,900	130,200	-	-	\$242	-	-
Sub-total office					\$19,984,200	\$132,247,900	\$152,232,100	698,826	-	-	<b><u>\$218</u></b>	-	-

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<sup>1</sup>Assessed values based on information provided by Maryland State Department of Assessments and Taxation. Values used on Schedule VI shown in bold, italics, and underlined.

<sup>2</sup>Comparables are shown for illustrative purposes and not included in the average value per square foot or per unit by type.

Annapolis Junction Town Center  
Howard County, Maryland

Schedule VIII: Projected Absorption

Year Ending	Tax Year Beginning	Bond Year Ending	Apartments						Retail		Bank/Restaurants		Office		Hotel	
			Market Rate (Units)		Affordable (Units)		Total (Units)		(SF)		(SF)		(SF)		(Rooms)	
			Annual	Cumulative	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative
31-Dec-12	1-Jul-13	1-Jul-14	0	0	0	0	0	0	0	0	0	0	0	0	0	0
31-Dec-13	1-Jul-14	1-Jul-15	0	0	0	0	0	0	0	0	0	0	0	0	0	0
31-Dec-14	1-Jul-15	1-Jul-16	0	0	0	0	0	0	0	0	0	0	0	0	0	0
31-Dec-15	1-Jul-16	1-Jul-17	192	192	16	16	208	208	0	0	0	0	0	0	0	0
31-Dec-16	1-Jul-17	1-Jul-18	192	384	16	32	208	416	14,250	14,250	3,200	3,200	100,000	100,000	150	150
31-Dec-17	1-Jul-18	1-Jul-19	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-18	1-Jul-19	1-Jul-20	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-19	1-Jul-20	1-Jul-21	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-20	1-Jul-21	1-Jul-22	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-21	1-Jul-22	1-Jul-23	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-22	1-Jul-23	1-Jul-24	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-23	1-Jul-24	1-Jul-25	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-24	1-Jul-25	1-Jul-26	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-25	1-Jul-26	1-Jul-27	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-26	1-Jul-27	1-Jul-28	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-27	1-Jul-28	1-Jul-29	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-28	1-Jul-29	1-Jul-30	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-29	1-Jul-30	1-Jul-31	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-30	1-Jul-31	1-Jul-32	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-31	1-Jul-32	1-Jul-33	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-32	1-Jul-33	1-Jul-34	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-33	1-Jul-34	1-Jul-35	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-34	1-Jul-35	1-Jul-36	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-35	1-Jul-36	1-Jul-37	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-36	1-Jul-37	1-Jul-38	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-37	1-Jul-38	1-Jul-39	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-38	1-Jul-39	1-Jul-40	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-39	1-Jul-40	1-Jul-41	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-40	1-Jul-41	1-Jul-42	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-41	1-Jul-42	1-Jul-43	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-42	1-Jul-43	1-Jul-44	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
31-Dec-43	1-Jul-44	1-Jul-45	0	384	0	32	0	416	0	14,250	0	3,200	0	100,000	0	150
<b>Total</b>			<b>384</b>		<b>32</b>		<b>416</b>		<b>14,250</b>		<b>3,200</b>		<b>100,000</b>		<b>150</b>	

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**Annapolis Junction Town Center**  
**Howard County, Maryland**

**Schedule IX: Total Projected Market Value**

Tax Year Beginning	Bond Year Ending	Inflation Factor	Market Rate Apartments			Affordable Apartments				Retail				
			Units	Value Per Unit <sup>1</sup>	Phase-In Percent <sup>2</sup>	Projected Market Value	Units	Value Per Unit <sup>1</sup>	Phase-In Percent <sup>2</sup>	Projected Market Value	SF	Value Per SF <sup>1</sup>	Phase-In Percent <sup>2</sup>	Projected Market Value
1-Jul-13	1-Jul-14	100%	0	\$130,496	80%	\$0	0	\$82,982	80%	\$0	0	\$143	80%	\$0
1-Jul-14	1-Jul-15	100%	0	\$130,496	80%	\$0	0	\$82,982	80%	\$0	0	\$143	80%	\$0
1-Jul-15	1-Jul-16	103%	0	\$134,411	80%	\$0	0	\$85,472	80%	\$0	0	\$147	80%	\$0
1-Jul-16	1-Jul-17	106%	192	\$138,443	80%	\$21,264,873	16	\$88,036	80%	\$1,126,856	0	\$152	80%	\$0
1-Jul-17	1-Jul-18	109%	384	\$142,596	83%	\$45,630,872	32	\$90,677	83%	\$2,418,046	14,250	\$156	80%	\$1,781,364
1-Jul-18	1-Jul-19	113%	384	\$146,874	90%	\$50,759,782	32	\$93,397	90%	\$2,689,835	14,250	\$161	87%	\$1,987,705
1-Jul-19	1-Jul-20	116%	384	\$151,281	97%	\$56,155,359	32	\$96,199	97%	\$2,975,754	14,250	\$166	93%	\$2,204,823
1-Jul-20	1-Jul-21	119%	384	\$155,819	100%	\$59,834,504	32	\$99,085	100%	\$3,170,717	14,250	\$171	100%	\$2,433,180
1-Jul-21	1-Jul-22	123%	384	\$160,494	100%	\$61,629,539	32	\$102,057	100%	\$3,265,839	14,250	\$176	100%	\$2,506,175
1-Jul-22	1-Jul-23	127%	384	\$165,308	100%	\$63,478,425	32	\$105,119	100%	\$3,363,814	14,250	\$181	100%	\$2,581,361
1-Jul-23	1-Jul-24	130%	384	\$170,268	100%	\$65,382,778	32	\$108,273	100%	\$3,464,728	14,250	\$187	100%	\$2,658,802
1-Jul-24	1-Jul-25	134%	384	\$175,376	100%	\$67,344,261	32	\$111,521	100%	\$3,568,670	14,250	\$192	100%	\$2,738,566
1-Jul-25	1-Jul-26	138%	384	\$180,637	100%	\$69,364,589	32	\$114,867	100%	\$3,675,730	14,250	\$198	100%	\$2,820,723
1-Jul-26	1-Jul-27	143%	384	\$186,056	100%	\$71,445,526	32	\$118,313	100%	\$3,786,002	14,250	\$204	100%	\$2,905,344
1-Jul-27	1-Jul-28	147%	384	\$191,638	100%	\$73,588,892	32	\$121,862	100%	\$3,899,582	14,250	\$210	100%	\$2,992,505
1-Jul-28	1-Jul-29	151%	384	\$197,387	100%	\$75,796,559	32	\$125,518	100%	\$4,016,570	14,250	\$216	100%	\$3,082,280
1-Jul-29	1-Jul-30	156%	384	\$203,308	100%	\$78,070,456	32	\$129,283	100%	\$4,137,067	14,250	\$223	100%	\$3,174,748
1-Jul-30	1-Jul-31	160%	384	\$209,408	100%	\$80,412,569	32	\$133,162	100%	\$4,261,179	14,250	\$229	100%	\$3,269,991
1-Jul-31	1-Jul-32	165%	384	\$215,690	100%	\$82,824,947	32	\$137,157	100%	\$4,389,014	14,250	\$236	100%	\$3,368,090
1-Jul-32	1-Jul-33	170%	384	\$222,161	100%	\$85,309,695	32	\$141,271	100%	\$4,520,685	14,250	\$243	100%	\$3,469,133
1-Jul-33	1-Jul-34	175%	384	\$228,825	100%	\$87,868,986	32	\$145,510	100%	\$4,656,305	14,250	\$251	100%	\$3,573,207
1-Jul-34	1-Jul-35	181%	384	\$235,690	100%	\$90,505,055	32	\$149,875	100%	\$4,795,994	14,250	\$258	100%	\$3,680,403
1-Jul-35	1-Jul-36	186%	384	\$242,761	100%	\$93,220,207	32	\$154,371	100%	\$4,939,874	14,250	\$266	100%	\$3,790,815
1-Jul-36	1-Jul-37	192%	384	\$250,044	100%	\$96,016,813	32	\$159,002	100%	\$5,088,070	14,250	\$274	100%	\$3,904,540
1-Jul-37	1-Jul-38	197%	384	\$257,545	100%	\$98,897,318	32	\$163,772	100%	\$5,240,713	14,250	\$282	100%	\$4,021,676
1-Jul-38	1-Jul-39	203%	384	\$265,271	100%	\$101,864,237	32	\$168,685	100%	\$5,397,934	14,250	\$291	100%	\$4,142,326
1-Jul-39	1-Jul-40	209%	384	\$273,230	100%	\$104,920,164	32	\$173,746	100%	\$5,559,872	14,250	\$299	100%	\$4,266,596
1-Jul-40	1-Jul-41	216%	384	\$281,426	100%	\$108,067,769	32	\$178,958	100%	\$5,726,668	14,250	\$308	100%	\$4,394,594
1-Jul-41	1-Jul-42	222%	384	\$289,869	100%	\$111,309,802	32	\$184,327	100%	\$5,898,468	14,250	\$318	100%	\$4,526,432
1-Jul-42	1-Jul-43	229%	384	\$298,565	100%	\$114,649,096	32	\$189,857	100%	\$6,075,422	14,250	\$327	100%	\$4,662,225
1-Jul-43	1-Jul-44	236%	384	\$307,522	100%	\$118,088,569	32	\$195,553	100%	\$6,257,685	14,250	\$337	100%	\$4,802,091
1-Jul-44	1-Jul-45	243%	384	\$316,748	100%	\$121,631,226	32	\$201,419	100%	\$6,445,415	14,250	\$347	100%	\$4,946,154

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

<sup>2</sup>Assumes property is initially assessed at 80% of its full market value with the remaining property value phased-in over a three year period. Represents the phase-in of property value beginning with construction build-out through property stabilization.

Annapolis Junction Town Center  
Howard County, Maryland

Schedule IX: Total Projected Market Value - continued

Tax Year	Bond Year	Inflation	Bank/Restaurant				Office				Hotel			Total Market Value	
			SF	Value Per SF <sup>1</sup>	Phase-In Percent <sup>2</sup>	Projected Market Value	SF	Value Per SF <sup>1</sup>	Phase-In Percent <sup>2</sup>	Projected Market Value	Rooms	Value Per Room <sup>1</sup>	Phase-In Percent <sup>2</sup>		Projected Market Value
1-Jul-13	1-Jul-14	100%	0	\$418	80%	\$0	0	\$218	80%	\$0	0	\$97,301	80%	\$0	\$0
1-Jul-14	1-Jul-15	100%	0	\$418	80%	\$0	0	\$218	80%	\$0	0	\$97,301	80%	\$0	\$0
1-Jul-15	1-Jul-16	103%	0	\$431	80%	\$0	0	\$225	80%	\$0	0	\$100,220	80%	\$0	\$0
1-Jul-16	1-Jul-17	106%	0	\$443	80%	\$0	0	\$231	80%	\$0	0	\$103,227	80%	\$0	\$22,391,729
1-Jul-17	1-Jul-18	109%	3,200	\$457	80%	\$1,169,305	100,000	\$238	80%	\$19,057,159	150	\$106,323	80%	\$12,758,801	\$82,815,547
1-Jul-18	1-Jul-19	113%	3,200	\$470	87%	\$1,304,750	100,000	\$245	87%	\$21,264,613	150	\$109,513	87%	\$14,236,695	\$92,243,380
1-Jul-19	1-Jul-20	116%	3,200	\$485	93%	\$1,447,269	100,000	\$253	93%	\$23,587,363	150	\$112,798	93%	\$15,791,780	\$102,162,349
1-Jul-20	1-Jul-21	119%	3,200	\$499	100%	\$1,597,164	100,000	\$260	100%	\$26,030,340	150	\$116,182	100%	\$17,427,358	\$110,493,263
1-Jul-21	1-Jul-22	123%	3,200	\$514	100%	\$1,645,079	100,000	\$268	100%	\$26,811,250	150	\$119,668	100%	\$17,950,178	\$113,808,061
1-Jul-22	1-Jul-23	127%	3,200	\$530	100%	\$1,694,432	100,000	\$276	100%	\$27,615,588	150	\$123,258	100%	\$18,488,684	\$117,222,303
1-Jul-23	1-Jul-24	130%	3,200	\$545	100%	\$1,745,265	100,000	\$284	100%	\$28,444,055	150	\$126,956	100%	\$19,043,344	\$120,738,972
1-Jul-24	1-Jul-25	134%	3,200	\$562	100%	\$1,797,623	100,000	\$293	100%	\$29,297,377	150	\$130,764	100%	\$19,614,644	\$124,361,141
1-Jul-25	1-Jul-26	138%	3,200	\$579	100%	\$1,851,551	100,000	\$302	100%	\$30,176,298	150	\$134,687	100%	\$20,203,084	\$128,091,975
1-Jul-26	1-Jul-27	143%	3,200	\$596	100%	\$1,907,098	100,000	\$311	100%	\$31,081,587	150	\$138,728	100%	\$20,809,176	\$131,934,734
1-Jul-27	1-Jul-28	147%	3,200	\$614	100%	\$1,964,311	100,000	\$320	100%	\$32,014,035	150	\$142,890	100%	\$21,433,452	\$135,892,776
1-Jul-28	1-Jul-29	151%	3,200	\$632	100%	\$2,023,240	100,000	\$330	100%	\$32,974,456	150	\$147,176	100%	\$22,076,455	\$139,969,560
1-Jul-29	1-Jul-30	156%	3,200	\$651	100%	\$2,083,937	100,000	\$340	100%	\$33,963,690	150	\$151,592	100%	\$22,738,749	\$144,168,646
1-Jul-30	1-Jul-31	160%	3,200	\$671	100%	\$2,146,455	100,000	\$350	100%	\$34,982,600	150	\$156,139	100%	\$23,420,911	\$148,493,706
1-Jul-31	1-Jul-32	165%	3,200	\$691	100%	\$2,210,849	100,000	\$360	100%	\$36,032,078	150	\$160,824	100%	\$24,123,539	\$152,948,517
1-Jul-32	1-Jul-33	170%	3,200	\$712	100%	\$2,277,174	100,000	\$371	100%	\$37,113,041	150	\$165,648	100%	\$24,847,245	\$157,536,973
1-Jul-33	1-Jul-34	175%	3,200	\$733	100%	\$2,345,490	100,000	\$382	100%	\$38,226,432	150	\$170,618	100%	\$25,592,662	\$162,263,082
1-Jul-34	1-Jul-35	181%	3,200	\$755	100%	\$2,415,854	100,000	\$394	100%	\$39,373,225	150	\$175,736	100%	\$26,360,442	\$167,130,974
1-Jul-35	1-Jul-36	186%	3,200	\$778	100%	\$2,488,330	100,000	\$406	100%	\$40,554,422	150	\$181,008	100%	\$27,151,255	\$172,144,903
1-Jul-36	1-Jul-37	192%	3,200	\$801	100%	\$2,562,980	100,000	\$418	100%	\$41,771,054	150	\$186,439	100%	\$27,965,793	\$177,309,251
1-Jul-37	1-Jul-38	197%	3,200	\$825	100%	\$2,639,869	100,000	\$430	100%	\$43,024,186	150	\$192,032	100%	\$28,804,767	\$182,628,528
1-Jul-38	1-Jul-39	203%	3,200	\$850	100%	\$2,719,065	100,000	\$443	100%	\$44,314,912	150	\$197,793	100%	\$29,668,910	\$188,107,384
1-Jul-39	1-Jul-40	209%	3,200	\$875	100%	\$2,800,637	100,000	\$456	100%	\$45,644,359	150	\$203,727	100%	\$30,558,977	\$193,750,605
1-Jul-40	1-Jul-41	216%	3,200	\$901	100%	\$2,884,656	100,000	\$470	100%	\$47,013,690	150	\$209,838	100%	\$31,475,746	\$199,563,124
1-Jul-41	1-Jul-42	222%	3,200	\$928	100%	\$2,971,196	100,000	\$484	100%	\$48,424,100	150	\$216,133	100%	\$32,420,019	\$205,550,017
1-Jul-42	1-Jul-43	229%	3,200	\$956	100%	\$3,060,332	100,000	\$499	100%	\$49,876,823	150	\$222,617	100%	\$33,392,619	\$211,716,518
1-Jul-43	1-Jul-44	236%	3,200	\$985	100%	\$3,152,142	100,000	\$514	100%	\$51,373,128	150	\$229,296	100%	\$34,394,398	\$218,068,013
1-Jul-44	1-Jul-45	243%	3,200	\$1,015	100%	\$3,246,706	100,000	\$529	100%	\$52,914,322	150	\$236,175	100%	\$35,426,230	\$224,610,054

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8-Jan-13

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

<sup>2</sup>Assumes property is initially assessed at 80% of its full market value with the remaining property value phased-in over a three year period. Represents the phase-in of property value beginning with construction build-out through property stabilization.



***Annapolis Junction Town Center  
Howard County, Maryland***

**Schedule X: Base Value<sup>1</sup>**

District/ Account No.	Owner	Address	Acreage <sup>2</sup>	Assessment As Of 1/1/2011 <sup>1</sup>
06 583784	Maryland Dept. of Transportation	9009 Dorsey Run Road	2.21	\$0
06 586953	Maryland Dept. of Transportation	9001 Dorsey Run Road	1.05	\$0
06 403344	State Railroad Administration	8981 Dorsey Run Road	3.99	\$0
06 586961	State Railroad Administration	8950 Henkels Lane	1.95	\$0
06 586988	Maryland Dept. of Transportation	8991 Dorsey Run Road	0.76	\$0
06 586996	State Railroad Administration	8985 Dorsey Run Road	2.76	\$0
06 403085	Boise Maryland Business Trust	8960 SW Henkels Lane	6.14	\$1,608,000
<b>Total</b>			<b>18.86</b>	<b>\$1,608,000</b>

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8-Jan-13*

<sup>1</sup>Assumes Annapolis Junction Tax Increment District is created in 2012. As a result, the base value is set on the basis of value as of January 1, 2011. At the time the base value is assumed to be set, parcels owned by the State are assumed to be exempt with an assessed value of zero. Acreage and values provided by Maryland State Department of Assessment and Taxation.

<sup>2</sup>Acreage based on information provided by Maryland State Department of Assessments and Taxation.

*Annapolis Junction Town Center  
Howard County, Maryland*

Schedule XI: Projected Real Property Tax Revenues

Tax Year Beginning	Bond Year Ending	Total Projected Market Value <sup>1</sup>	Base Value <sup>2</sup>	Incremental Property Value	FY 13 Howard County Tax Rate Per \$100 A.V	Projected Tax Increment Revenues	Available For Debt Service	Tax Increment Revenues Available For Debt Service
1-Jul-13	1-Jul-14	\$0	(\$1,608,000)	\$0	\$1.014	\$0	100%	\$0
1-Jul-14	1-Jul-15	\$0	(\$1,608,000)	\$0	\$1.014	\$0	100%	\$0
1-Jul-15	1-Jul-16	\$0	(\$1,608,000)	\$0	\$1.014	\$0	100%	\$0
1-Jul-16	1-Jul-17	\$22,391,729	(\$1,608,000)	\$20,783,729	\$1.014	\$210,747	100%	\$210,747
1-Jul-17	1-Jul-18	\$82,815,547	(\$1,608,000)	\$81,207,547	\$1.014	\$823,445	100%	\$823,445
1-Jul-18	1-Jul-19	\$92,243,380	(\$1,608,000)	\$90,635,380	\$1.014	\$919,043	100%	\$919,043
1-Jul-19	1-Jul-20	\$102,162,349	(\$1,608,000)	\$100,554,349	\$1.014	\$1,019,621	100%	\$1,019,621
1-Jul-20	1-Jul-21	\$110,493,263	(\$1,608,000)	\$108,885,263	\$1.014	\$1,104,097	100%	\$1,104,097
1-Jul-21	1-Jul-22	\$113,808,061	(\$1,608,000)	\$112,200,061	\$1.014	\$1,137,709	100%	\$1,137,709
1-Jul-22	1-Jul-23	\$117,222,303	(\$1,608,000)	\$115,614,303	\$1.014	\$1,172,329	100%	\$1,172,329
1-Jul-23	1-Jul-24	\$120,738,972	(\$1,608,000)	\$119,130,972	\$1.014	\$1,207,988	100%	\$1,207,988
1-Jul-24	1-Jul-25	\$124,361,141	(\$1,608,000)	\$122,753,141	\$1.014	\$1,244,717	100%	\$1,244,717
1-Jul-25	1-Jul-26	\$128,091,975	(\$1,608,000)	\$126,483,975	\$1.014	\$1,282,548	100%	\$1,282,548
1-Jul-26	1-Jul-27	\$131,934,734	(\$1,608,000)	\$130,326,734	\$1.014	\$1,321,513	100%	\$1,321,513
1-Jul-27	1-Jul-28	\$135,892,776	(\$1,608,000)	\$134,284,776	\$1.014	\$1,361,648	100%	\$1,361,648
1-Jul-28	1-Jul-29	\$139,969,560	(\$1,608,000)	\$138,361,560	\$1.014	\$1,402,986	100%	\$1,402,986
1-Jul-29	1-Jul-30	\$144,168,646	(\$1,608,000)	\$142,560,646	\$1.014	\$1,445,565	100%	\$1,445,565
1-Jul-30	1-Jul-31	\$148,493,706	(\$1,608,000)	\$146,885,706	\$1.014	\$1,489,421	100%	\$1,489,421
1-Jul-31	1-Jul-32	\$152,948,517	(\$1,608,000)	\$151,340,517	\$1.014	\$1,534,593	100%	\$1,534,593
1-Jul-32	1-Jul-33	\$157,536,973	(\$1,608,000)	\$155,928,973	\$1.014	\$1,581,120	100%	\$1,581,120
1-Jul-33	1-Jul-34	\$162,263,082	(\$1,608,000)	\$160,655,082	\$1.014	\$1,629,043	100%	\$1,629,043
1-Jul-34	1-Jul-35	\$167,130,974	(\$1,608,000)	\$165,522,974	\$1.014	\$1,678,403	100%	\$1,678,403
1-Jul-35	1-Jul-36	\$172,144,903	(\$1,608,000)	\$170,536,903	\$1.014	\$1,729,244	100%	\$1,729,244
1-Jul-36	1-Jul-37	\$177,309,251	(\$1,608,000)	\$175,701,251	\$1.014	\$1,781,611	100%	\$1,781,611
1-Jul-37	1-Jul-38	\$182,628,528	(\$1,608,000)	\$181,020,528	\$1.014	\$1,835,548	100%	\$1,835,548
1-Jul-38	1-Jul-39	\$188,107,384	(\$1,608,000)	\$186,499,384	\$1.014	\$1,891,104	100%	\$1,891,104
1-Jul-39	1-Jul-40	\$193,750,605	(\$1,608,000)	\$192,142,605	\$1.014	\$1,948,326	100%	\$1,948,326
1-Jul-40	1-Jul-41	\$199,563,124	(\$1,608,000)	\$197,955,124	\$1.014	\$2,007,265	100%	\$2,007,265
1-Jul-41	1-Jul-42	\$205,550,017	(\$1,608,000)	\$203,942,017	\$1.014	\$2,067,972	100%	\$2,067,972
1-Jul-42	1-Jul-43	\$211,716,518	(\$1,608,000)	\$210,108,518	\$1.014	\$2,130,500	100%	\$2,130,500
1-Jul-43	1-Jul-44	\$218,068,013	(\$1,608,000)	\$216,460,013	\$1.014	\$2,194,905	100%	\$2,194,905
1-Jul-44	1-Jul-45	\$224,610,054	(\$1,608,000)	\$223,002,054	\$1.014	\$2,261,241	100%	\$2,261,241
<b>Total</b>								<b>\$43,414,249</b>

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

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

**Annapolis Junction Town Center  
Howard County, Maryland**

**Projected Debt Service Coverage**

**Annapolis Junction Town Center**  
**Howard County, Maryland**

**Schedule XII: Projected Payment of Debt Service and Debt Service Coverage**

Tax Year Beginning	Bond Year Ending	Net Annual Debt Service	Real Property Tax Increment Revenues	Surplus/ (Deficit)	Backup Special Tax	Net Surplus/ (Deficit)	Cumulative Surplus	Debt Service Coverage	
								Incremental Revenues	Total Revenues
1-Jul-13	1-Jul-14	\$0	\$0	\$0	\$0	\$0	\$0	NA	NA
1-Jul-14	1-Jul-15	\$0	\$0	\$0	\$0	\$0	\$0	NA	NA
1-Jul-15	1-Jul-16	\$0	\$0	\$0	\$0	\$0	\$0	NA	NA
1-Jul-16	1-Jul-17	\$1,086,780	\$210,747	(\$876,033)	\$876,033	\$0	\$0	19%	100%
1-Jul-17	1-Jul-18	\$1,109,123	\$823,445	(\$285,679)	\$285,679	\$0	\$0	74%	100%
1-Jul-18	1-Jul-19	\$1,132,040	\$919,043	(\$212,997)	\$212,997	\$0	\$0	81%	100%
1-Jul-19	1-Jul-20	\$1,155,404	\$1,019,621	(\$135,783)	\$135,783	\$0	\$0	88%	100%
1-Jul-20	1-Jul-21	\$1,178,092	\$1,104,097	(\$73,996)	\$73,996	\$0	\$0	94%	100%
1-Jul-21	1-Jul-22	\$1,202,041	\$1,137,709	(\$64,333)	\$64,333	\$0	\$0	95%	100%
1-Jul-22	1-Jul-23	\$1,227,065	\$1,172,329	(\$54,736)	\$54,736	\$0	\$0	96%	100%
1-Jul-23	1-Jul-24	\$1,251,975	\$1,207,988	(\$43,987)	\$43,987	\$0	\$0	96%	100%
1-Jul-24	1-Jul-25	\$1,277,647	\$1,244,717	(\$32,930)	\$32,930	\$0	\$0	97%	100%
1-Jul-25	1-Jul-26	\$1,302,894	\$1,282,548	(\$20,346)	\$20,346	\$0	\$0	98%	100%
1-Jul-26	1-Jul-27	\$1,329,590	\$1,321,513	(\$8,077)	\$8,077	\$0	\$0	99%	100%
1-Jul-27	1-Jul-28	\$1,356,487	\$1,361,648	\$5,161	\$0	\$5,161	\$5,161	100%	100%
1-Jul-28	1-Jul-29	\$1,384,397	\$1,402,986	\$18,590	\$0	\$18,590	\$23,750	101%	101%
1-Jul-29	1-Jul-30	\$1,413,070	\$1,445,565	\$32,495	\$0	\$32,495	\$56,245	102%	102%
1-Jul-30	1-Jul-31	\$1,441,256	\$1,489,421	\$48,165	\$0	\$48,165	\$104,411	103%	103%
1-Jul-31	1-Jul-32	\$1,470,769	\$1,534,593	\$63,824	\$0	\$63,824	\$168,235	104%	104%
1-Jul-32	1-Jul-33	\$1,500,295	\$1,581,120	\$80,825	\$0	\$80,825	\$249,059	105%	105%
1-Jul-33	1-Jul-34	\$1,530,586	\$1,629,043	\$98,456	\$0	\$98,456	\$347,516	106%	106%
1-Jul-34	1-Jul-35	\$1,561,329	\$1,678,403	\$117,074	\$0	\$117,074	\$464,589	107%	107%
1-Jul-35	1-Jul-36	\$1,593,212	\$1,729,244	\$136,032	\$0	\$136,032	\$600,622	109%	109%
1-Jul-36	1-Jul-37	\$1,625,860	\$1,781,611	\$155,751	\$0	\$155,751	\$756,372	110%	110%
1-Jul-37	1-Jul-38	\$1,658,898	\$1,835,548	\$176,650	\$0	\$176,650	\$933,022	111%	111%
1-Jul-38	1-Jul-39	\$1,691,953	\$1,891,104	\$199,151	\$0	\$199,151	\$1,132,173	112%	112%
1-Jul-39	1-Jul-40	\$1,726,648	\$1,948,326	\$221,678	\$0	\$221,678	\$1,353,851	113%	113%
1-Jul-40	1-Jul-41	\$1,761,485	\$2,007,265	\$245,780	\$0	\$245,780	\$1,599,631	114%	114%
1-Jul-41	1-Jul-42	\$1,797,026	\$2,067,972	\$270,946	\$0	\$270,946	\$1,870,578	115%	115%
1-Jul-42	1-Jul-43	\$135,771	\$2,130,500	\$1,994,729	\$0	\$1,994,729	\$3,865,307	1569%	1569%
1-Jul-43	1-Jul-44	\$0	\$2,194,905	\$2,194,905	\$0	\$2,194,905	\$6,060,212	NA	NA
1-Jul-44	1-Jul-45	\$0	\$2,261,241	\$2,261,241	\$0	\$2,261,241	\$8,321,452	NA	NA
<b>Total</b>		<b>\$36,901,692</b>	<b>\$43,414,249</b>	<b>\$6,512,557</b>	<b>\$1,808,896</b>	<b>\$8,321,452</b>			

**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule XIII: Projected Annual Property Taxes

Bond Year Ending	Apartments		Retail Property Tax Per SF	Bank/Restaurant Property Tax Per SF	Office Property Tax Per SF	Hotel Property Tax Per Room
	Market Rate Property Tax Per Unit	Affordable Property Tax Per Unit				
1-Jul-14	NA	NA	NA	NA	NA	NA
1-Jul-15	NA	NA	NA	NA	NA	NA
1-Jul-16	NA	NA	NA	NA	NA	NA
1-Jul-17	\$1,123	\$714	NA	NA	NA	NA
1-Jul-18	\$1,205	\$766	\$1.27	\$3.71	NA	\$862.49
1-Jul-19	\$1,340	\$852	\$1.41	\$4.13	\$2.16	\$962.40
1-Jul-20	\$1,483	\$943	\$1.57	\$4.59	\$2.39	\$1,067.52
1-Jul-21	\$1,580	\$1,005	\$1.73	\$5.06	\$2.64	\$1,178.09
1-Jul-22	\$1,627	\$1,035	\$1.78	\$5.21	\$2.72	\$1,213.43
1-Jul-23	\$1,676	\$1,066	\$1.84	\$5.37	\$2.80	\$1,249.84
1-Jul-24	\$1,727	\$1,098	\$1.89	\$5.53	\$2.88	\$1,287.33
1-Jul-25	\$1,778	\$1,131	\$1.95	\$5.70	\$2.97	\$1,325.95
1-Jul-26	\$1,832	\$1,165	\$2.01	\$5.87	\$3.06	\$1,365.73
1-Jul-27	\$1,887	\$1,200	\$2.07	\$6.04	\$3.15	\$1,406.70
1-Jul-28	\$1,943	\$1,236	\$2.13	\$6.22	\$3.25	\$1,448.90
1-Jul-29	\$2,002	\$1,273	\$2.19	\$6.41	\$3.34	\$1,492.37
1-Jul-30	\$2,062	\$1,311	\$2.26	\$6.60	\$3.44	\$1,537.14
1-Jul-31	\$2,123	\$1,350	\$2.33	\$6.80	\$3.55	\$1,583.25
1-Jul-32	\$2,187	\$1,391	\$2.40	\$7.01	\$3.65	\$1,630.75
1-Jul-33	\$2,253	\$1,432	\$2.47	\$7.22	\$3.76	\$1,679.67
1-Jul-34	\$2,320	\$1,475	\$2.54	\$7.43	\$3.88	\$1,730.06
1-Jul-35	\$2,390	\$1,520	\$2.62	\$7.66	\$3.99	\$1,781.97
1-Jul-36	\$2,462	\$1,565	\$2.70	\$7.88	\$4.11	\$1,835.42
1-Jul-37	\$2,535	\$1,612	\$2.78	\$8.12	\$4.24	\$1,890.49
1-Jul-38	\$2,612	\$1,661	\$2.86	\$8.37	\$4.36	\$1,947.20
1-Jul-39	\$2,690	\$1,710	\$2.95	\$8.62	\$4.49	\$2,005.62
1-Jul-40	\$2,771	\$1,762	\$3.04	\$8.87	\$4.63	\$2,065.79
1-Jul-41	\$2,854	\$1,815	\$3.13	\$9.14	\$4.77	\$2,127.76
1-Jul-42	\$2,939	\$1,869	\$3.22	\$9.41	\$4.91	\$2,191.59
1-Jul-43	\$3,027	\$1,925	\$3.32	\$9.70	\$5.06	\$2,257.34
1-Jul-44	\$3,118	\$1,983	\$3.42	\$9.99	\$5.21	\$2,325.06
1-Jul-45	\$3,212	\$2,042	\$3.52	\$10.29	\$5.37	\$2,394.81

**Annapolis Junction Town Center  
Howard County, Maryland**

**Fiscal Impact Analysis**

**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule XIV: Projection of County Personal Income Tax Revenues

	Total
<i>Retail</i>	
Direct retail income <sup>1</sup>	\$462,324
Howard County direct income <sup>2</sup>	\$194,176
Taxable direct retail income (75% of wages) <sup>3</sup>	\$145,632
Direct Howard County income tax <sup>4</sup>	\$4,660
<i>Bank/Restaurant</i>	
Direct bank/restaurant income <sup>1</sup>	\$505,075
Howard County direct income <sup>2</sup>	\$212,132
Taxable direct bank/restaurant income (75% of wages) <sup>3</sup>	\$159,099
Direct Howard County income tax <sup>4</sup>	\$5,091
<i>Office</i>	
Direct office income <sup>1</sup>	\$29,809,066
Howard County direct income <sup>2</sup>	\$12,519,808
Taxable direct office income (75% of wages) <sup>3</sup>	\$9,389,856
Direct Howard County income tax <sup>4</sup>	\$300,475
<i>Hotel</i>	
Direct hotel income <sup>1</sup>	\$687,101
Howard County direct income <sup>2</sup>	\$288,582
Taxable direct hotel income (75% of wages) <sup>3</sup>	\$216,437
Direct Howard County income tax <sup>4</sup>	\$6,926
<i>Apartment - Market Rate</i>	
Annual rent per apartment unit <sup>5</sup>	\$19,800
Annual rent as a portion of annual income <sup>6</sup>	25%
Number of units <sup>7</sup>	384
Direct residential income	\$30,412,800
Less: income from residents working at Savage MARC Station <sup>8</sup>	(\$3,041,280)
Taxable direct office income (75% of wages) <sup>3</sup>	\$19,768,320
Direct Howard County income tax <sup>4</sup>	\$632,586
<i>Apartment - Affordable</i>	
Annual income per apartment unit <sup>9</sup>	\$45,797
Number of units <sup>7</sup>	32
Direct residential income	\$1,465,504
Less: income from residents working at Savage MARC Station <sup>8</sup>	(\$146,550)
Taxable direct office income (75% of wages) <sup>3</sup>	\$952,578
Direct Howard County income tax <sup>4</sup>	\$30,482
<b>Total</b>	<b>\$980,221</b>

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<sup>1</sup>Direct income calculations were generated using IMPLAN software. See Schedule XXII, A-D.

<sup>2</sup>Assumes 58% of the workers will reside outside of Howard County, and, therefore, only 42% of the workforce will be subject to local income tax. Based on current County commuting patterns. Source: Maryland Department of Labor, Licensing and Regulation, provided by the Howard County Economic Development Authority.

<sup>3</sup>Assumes only 75% of income will be taxable, due to deductions.

<sup>4</sup>Based on Howard County income tax rate of 3.20%.

<sup>5</sup>See Schedule VII-A.

<sup>6</sup>Calculated using "Profile of Selected Housing Characteristics: 2000" for Howard County, MD. Source: U.S. Census Bureau.

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

<sup>8</sup>Assumes 10% of residents will work at jobs created by the development at Savage MARC Station.

<sup>9</sup>Assumes average income per housing unit will be the average of the maximum permitted income for one and two person households under the provisions of the Howard County Moderate Income Housing Unit Program.

**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule XV: Annual County Personal Property Tax Revenues

Property Use	Area		Personal Property Value <sup>1</sup>		Personal Property Cost	Average Depreciation <sup>2</sup>	Personal Property Value	Personal Property Tax Rate for FY 13 (Per \$100)	Howard County Personal Property Tax
	SF	Rooms	Per SF	Per Room					
Retail	14,250		\$18		\$256,500	50%	\$128,250	\$2.535	\$3,251
Bank/Restaurant	3,200		\$40		\$128,000	50%	\$64,000	\$2.535	\$1,622
Office	100,000		\$34		\$3,400,000	50%	\$1,700,000	\$2.535	\$43,095
Hotel		150		\$5,205	\$780,750	50%	\$390,375	\$2.535	\$9,896
<b>Total</b>	<b>117,450</b>				<b>\$4,565,250</b>		<b>\$2,282,625</b>		<b>\$57,865</b>

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<sup>1</sup>Values based on national averages for furniture, fixtures, and equipment according to "Tax Field Appraiser's Guide," Window on State Government. State of Maryland does not include inventory in calculating assessed value.

<sup>2</sup>Personal property depreciates in value over time. This estimate assumes that, in any given year, average personal property is half-way through its useful life.



**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule XVI: Annual Hotel Occupancy Tax Revenues

Property Use	Average Daily Rate <sup>1</sup>	Occupancy <sup>1</sup>	Days Per Year	Total Revenue Per Room	Hotel Occupancy Tax Rate	Hotel Occupancy Tax Revenues Per Room	Total Rooms	Total Hotel Occupancy Tax Revenues
Hotel	\$74	55%	365	\$14,909	5%	\$745	150	\$111,815

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<sup>1</sup>Assumptions provided by the PwC Real Estate Investory Survey for Third Quarter 2012 for limited service hotels.

*Annapolis Junction Town Center*  
*Howard County, Maryland*

Schedule XVII: Revenues and Costs to Howard County (Allocation Factors)

Howard County permanent population <sup>1</sup>	247,842
Howard County current employment <sup>2</sup>	138,800
Non-resident workers <sup>2</sup>	80,470
Employee population equivalent	80,470
Total service population	328,312
Service population rates	
Resident	1.00
Employee <sup>3</sup>	1.00
Proposed new households -- apartments	416
Persons per household <sup>1</sup>	2.22
Expected population increase	924
Expected employee increase <sup>4</sup>	
Projected new employees <sup>5</sup>	435
Projected non-resident employees	252
Projected employee population equivalent <sup>6</sup>	252
Total service population increase	1,176
Current students <sup>7</sup>	48,265
Projected students per household (apartments) <sup>8</sup>	0.18
Projected student increase	75
Current real property tax revenues to Howard County <sup>9</sup>	\$305,505,642
Projected increase in real property tax revenues to Howard County <sup>10</sup>	\$931,192

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<sup>1</sup>Based on U.S. Census Bureau data for renter occupied households in Howard County, MD, 2000.

<sup>2</sup>Based on percentage of Howard County residents who live and work in the County. Source: Maryland Department of Labor, Licensing and Regulation provided by the Howard County Economic Development Authority.

<sup>3</sup>Service rate assumes full-time employees generates costs at the same rate as full-time residents.

<sup>4</sup>See Schedule XXII, A-D.

<sup>5</sup>Assumes new employees will continue same commuting patterns as current population.

<sup>6</sup>Applies the service population rate for employees of 1.00 to the projected new non-resident employees.

<sup>7</sup>Source: *Howard County Public School System Operating Budget (FY 2007)*.

<sup>8</sup>Based on interview with the Howard County Manager of School Planning.

<sup>9</sup>Based on estimated FY 2006 real property tax revenues. Source: *Howard County, Maryland Approved Operating Budget, Fiscal Year 2007*

<sup>10</sup>See Schedule XI. Assumes full buildout, expressed in current dollars.

**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule XVIII-A: Additional Revenues to Howard County (Annual)

Annual Revenues <sup>1</sup>	Current County Revenues <sup>2</sup>	Basis <sup>3</sup>	Projected Rate Increase	Per Capita Revenues <sup>4</sup>		
				Resident	Employee	Household
Highway users' tax	\$16,707,213	Pro rata (residents)	100%	\$50.89	\$0.00	\$0.00
Beer and wine license fee	\$210,000	Pro rata (residents)	100%	\$0.64	\$0.00	\$0.00
Distilled spirits license fee	\$3,500	Pro rata (residents)	100%	\$0.01	\$0.00	\$0.00
Dog license	\$65,000	Pro rata (residents)	100%	\$0.20	\$0.00	\$0.00
Cat license	\$9,000	Pro rata (residents)	100%	\$0.03	\$0.00	\$0.00
Multi pet licensing	\$4,000	Pro rata (residents)	100%	\$0.01	\$0.00	\$0.00
Marriage licenses	\$10,000	Pro rata (residents)	100%	\$0.03	\$0.00	\$0.00
Marriage license surcharge	\$67,375	Pro rata (residents)	100%	\$0.21	\$0.00	\$0.00
State aid for police protection	\$3,088,000	Pro rata (residents)	100%	\$9.41	\$0.00	\$0.00
911 reimbursement <sup>5</sup>	\$2,050,000	Pro rata (households)	100%	\$0.00	\$0.00	\$9.00
Cable TV fee	\$3,250,340	Pro rata (residents)	100%	\$9.90	\$0.00	\$0.00
Fines and forfeitures <sup>6</sup>	\$2,389,500	Pro rata (res. & empl.)	100%	\$7.28	\$7.28	\$0.00
<b>Total projected revenues</b>				<b>\$78.60</b>	<b>\$7.28</b>	<b>\$9.00</b>

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<sup>1</sup>Not all sources of revenues are assumed to be impacted, only the revenues projected to be affected are included.

<sup>2</sup>Source: Howard County, Maryland Approved Operating Budget, Fiscal Year 2007.

<sup>3</sup>Method of apportioning costs: "Pro rata (residents)" revenues are calculated by taking current revenues and apportioning them among current residents. "Pro rata (res. & empl.)" revenues are calculated by taking current revenues and apportioning them among current residents and employees.

<sup>4</sup>Based on interview with Howard County Budget Administrator.

<sup>5</sup>Based on a \$0.75 per month per phone bill results in a annual charge of \$9.00 per phone bill. Assumes one phone per household.

<sup>6</sup>Excludes forfeited criminal bond.

**Annapolis Junction Town Center**  
**Howard County, Maryland**

**Schedule XVIII-B: Additional Revenues to Howard County (30 Years)**

Tax Year	Inflation Factor	Additional Annual Revenues to County									
		Anticipated Population	Revenues Per Resident	Total Resident Revenues	Anticipated Employees	Revenues Per Employee	Total Employee Revenues	Households	Revenues Per Household	Household Revenues	Total
1-Jul-13	100.0%	0	\$78.60	\$0	0	\$7.28	\$0	0	\$9.00	\$0	\$0
1-Jul-14	100.0%	0	\$78.60	\$0	0	\$7.28	\$0	0	\$9.00	\$0	\$0
1-Jul-15	103.0%	0	\$80.95	\$0	0	\$7.50	\$0	0	\$9.27	\$0	\$0
1-Jul-16	106.1%	462	\$83.38	\$38,503	0	\$7.72	\$0	208	\$9.55	\$1,986	\$40,489
1-Jul-17	109.3%	924	\$85.88	\$79,315	252	\$7.95	\$2,004	416	\$9.83	\$4,091	\$85,410
1-Jul-18	112.6%	924	\$88.46	\$81,695	252	\$8.19	\$2,064	416	\$10.13	\$4,214	\$87,973
1-Jul-19	115.9%	924	\$91.11	\$84,146	252	\$8.44	\$2,126	416	\$10.43	\$4,340	\$90,612
1-Jul-20	119.4%	924	\$93.85	\$86,670	252	\$8.69	\$2,190	416	\$10.75	\$4,471	\$93,330
1-Jul-21	123.0%	924	\$96.66	\$89,270	252	\$8.95	\$2,256	416	\$11.07	\$4,605	\$96,130
1-Jul-22	126.7%	924	\$99.56	\$91,948	252	\$9.22	\$2,323	416	\$11.40	\$4,743	\$99,014
1-Jul-23	130.5%	924	\$102.55	\$94,707	252	\$9.50	\$2,393	416	\$11.74	\$4,885	\$101,985
1-Jul-24	134.4%	924	\$105.63	\$97,548	252	\$9.78	\$2,465	416	\$12.10	\$5,032	\$105,044
1-Jul-25	138.4%	924	\$108.79	\$100,474	252	\$10.07	\$2,539	416	\$12.46	\$5,183	\$108,195
1-Jul-26	142.6%	924	\$112.06	\$103,488	252	\$10.38	\$2,615	416	\$12.83	\$5,338	\$111,441
1-Jul-27	146.9%	924	\$115.42	\$106,593	252	\$10.69	\$2,693	416	\$13.22	\$5,498	\$114,785
1-Jul-28	151.3%	924	\$118.88	\$109,791	252	\$11.01	\$2,774	416	\$13.61	\$5,663	\$118,228
1-Jul-29	155.8%	924	\$122.45	\$113,085	252	\$11.34	\$2,857	416	\$14.02	\$5,833	\$121,775
1-Jul-30	160.5%	924	\$126.12	\$116,477	252	\$11.68	\$2,943	416	\$14.44	\$6,008	\$125,428
1-Jul-31	165.3%	924	\$129.91	\$119,972	252	\$12.03	\$3,031	416	\$14.88	\$6,188	\$129,191
1-Jul-32	170.2%	924	\$133.80	\$123,571	252	\$12.39	\$3,122	416	\$15.32	\$6,374	\$133,067
1-Jul-33	175.4%	924	\$137.82	\$127,278	252	\$12.76	\$3,216	416	\$15.78	\$6,565	\$137,059
1-Jul-34	180.6%	924	\$141.95	\$131,096	252	\$13.15	\$3,312	416	\$16.26	\$6,762	\$141,171
1-Jul-35	186.0%	924	\$146.21	\$135,029	252	\$13.54	\$3,412	416	\$16.74	\$6,965	\$145,406
1-Jul-36	191.6%	924	\$150.60	\$139,080	252	\$13.95	\$3,514	416	\$17.24	\$7,174	\$149,768
1-Jul-37	197.4%	924	\$155.12	\$143,252	252	\$14.36	\$3,619	416	\$17.76	\$7,389	\$154,261
1-Jul-38	203.3%	924	\$159.77	\$147,550	252	\$14.79	\$3,728	416	\$18.30	\$7,611	\$158,889
1-Jul-39	209.4%	924	\$164.56	\$151,976	252	\$15.24	\$3,840	416	\$18.84	\$7,839	\$163,655
1-Jul-40	215.7%	924	\$169.50	\$156,536	252	\$15.70	\$3,955	416	\$19.41	\$8,074	\$168,565
1-Jul-41	222.1%	924	\$174.58	\$161,232	252	\$16.17	\$4,074	416	\$19.99	\$8,317	\$173,622
1-Jul-42	228.8%	924	\$179.82	\$166,069	252	\$16.65	\$4,196	416	\$20.59	\$8,566	\$178,831
1-Jul-43	235.7%	924	\$185.22	\$171,051	252	\$17.15	\$4,322	416	\$21.21	\$8,823	\$184,196
1-Jul-44	242.7%	924	\$190.77	\$176,182	252	\$17.67	\$4,451	416	\$21.85	\$9,088	\$189,721
<b>Total</b>				<b>\$3,443,582</b>			<b>\$86,034</b>			<b>\$177,624</b>	<b>\$3,707,240</b>

**Annapolis Junction Town Center  
Howard County, Maryland**

**Schedule XIX: Total Revenues to Howard County**

Tax Year Beginning	Inflation Factor	Net Howard County Real Property Tax Revenues (See Schedule XII)	Howard County Personal Income Tax Revenues (See Schedule XIV)	Howard County Personal Property Tax Revenues (See Schedule XV)	Howard County Annual Hotel Occupancy Tax (See Schedule XVI)	Howard County Additional Revenues (See Schedule XVIII-B)	Total Projected Revenues
1-Jul-13	100.0%	\$0	\$0	\$0	\$0	\$0	\$0
1-Jul-14	100.0%	\$0	\$0	\$0	\$0	\$0	\$0
1-Jul-15	103.0%	\$0	\$0	\$0	\$0	\$0	\$0
1-Jul-16	106.1%	\$0	\$351,725	\$0	\$0	\$40,489	\$392,213
1-Jul-17	109.3%	\$0	\$1,071,114	\$63,230	\$122,183	\$85,410	\$1,341,938
1-Jul-18	112.6%	\$0	\$1,103,248	\$65,127	\$125,849	\$87,973	\$1,382,196
1-Jul-19	115.9%	\$0	\$1,136,345	\$67,081	\$129,624	\$90,612	\$1,423,662
1-Jul-20	119.4%	\$0	\$1,170,436	\$69,093	\$133,513	\$93,330	\$1,466,372
1-Jul-21	123.0%	\$0	\$1,205,549	\$71,166	\$137,518	\$96,130	\$1,510,363
1-Jul-22	126.7%	\$0	\$1,241,715	\$73,301	\$141,644	\$99,014	\$1,555,674
1-Jul-23	130.5%	\$0	\$1,278,967	\$75,500	\$145,893	\$101,985	\$1,602,344
1-Jul-24	134.4%	\$0	\$1,317,336	\$77,765	\$150,270	\$105,044	\$1,650,415
1-Jul-25	138.4%	\$0	\$1,356,856	\$80,098	\$154,778	\$108,195	\$1,699,927
1-Jul-26	142.6%	\$0	\$1,397,561	\$82,501	\$159,421	\$111,441	\$1,750,925
1-Jul-27	146.9%	\$5,161	\$1,439,488	\$84,976	\$164,204	\$114,785	\$1,808,613
1-Jul-28	151.3%	\$18,590	\$1,482,673	\$87,525	\$169,130	\$118,228	\$1,876,146
1-Jul-29	155.8%	\$32,495	\$1,527,153	\$90,151	\$174,204	\$121,775	\$1,945,778
1-Jul-30	160.5%	\$48,165	\$1,572,968	\$92,856	\$179,430	\$125,428	\$2,018,846
1-Jul-31	165.3%	\$63,824	\$1,620,157	\$95,641	\$184,813	\$129,191	\$2,093,626
1-Jul-32	170.2%	\$80,825	\$1,668,761	\$98,511	\$190,357	\$133,067	\$2,171,520
1-Jul-33	175.4%	\$98,456	\$1,718,824	\$101,466	\$196,068	\$137,059	\$2,251,873
1-Jul-34	180.6%	\$117,074	\$1,770,389	\$104,510	\$201,950	\$141,171	\$2,335,093
1-Jul-35	186.0%	\$136,032	\$1,823,501	\$107,645	\$208,009	\$145,406	\$2,420,592
1-Jul-36	191.6%	\$155,751	\$1,878,206	\$110,874	\$214,249	\$149,768	\$2,508,847
1-Jul-37	197.4%	\$176,650	\$1,934,552	\$114,201	\$220,676	\$154,261	\$2,600,339
1-Jul-38	203.3%	\$199,151	\$1,992,588	\$117,627	\$227,297	\$158,889	\$2,695,551
1-Jul-39	209.4%	\$221,678	\$2,052,366	\$121,156	\$234,115	\$163,655	\$2,792,970
1-Jul-40	215.7%	\$245,780	\$2,113,937	\$124,790	\$241,139	\$168,565	\$2,894,211
1-Jul-41	222.1%	\$270,946	\$2,177,355	\$128,534	\$248,373	\$173,622	\$2,998,830
1-Jul-42	228.8%	\$1,994,729	\$2,242,676	\$132,390	\$255,824	\$178,831	\$4,804,450
1-Jul-43	235.7%	\$2,194,905	\$2,309,956	\$136,362	\$263,499	\$184,196	\$5,088,917
1-Jul-44	242.7%	\$2,261,241	\$2,379,255	\$140,452	\$271,404	\$189,721	\$5,242,073
<b>Total</b>		<b>\$8,321,452</b>	<b>\$46,335,657</b>	<b>\$2,714,529</b>	<b>\$5,245,433</b>	<b>\$3,707,240</b>	<b>\$66,324,310</b>

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**Annapolis Junction Town Center  
Howard County, Maryland**

**Schedule XX-A: Additional Costs to Howard County (Annual)**

Annual Expenses <sup>1</sup>	Current County Costs <sup>2</sup>	Basis <sup>3</sup>	Projected Rate Increase	Per Capita Costs <sup>4</sup>			
				Resident	Employee	Revenue \$1,000	Students
Education <sup>5</sup>	\$427,716,505	Pro rata (students)	100%	\$0.00	\$0.00	\$0.00	\$8,861.84
<b>Public safety</b>							
Police <sup>6</sup>	\$71,899,221	Pro rata (residents)	0%	\$0.00	\$0.00	\$0.00	\$0.00
<b>Community services</b>							
Department of recreation & parks	\$29,422,714	Pro rata (residents)	100%	\$89.62	\$0.00	\$0.00	\$0.00
Department of citizen services							
Citizen's services administration	\$2,422,054	Pro rata (residents)	100%	\$7.38	\$0.00	\$0.00	\$0.00
Women's commission	\$5,800	Pro rata (residents)	100%	\$0.02	\$0.00	\$0.00	\$0.00
Office on aging	\$4,443,031	Pro rata (residents)	100%	\$13.53	\$0.00	\$0.00	\$0.00
Operations	\$3,568,037	Pro rata (residents)	100%	\$10.87	\$0.00	\$0.00	\$0.00
Administration	\$455,317	Pro rata (residents)	100%	\$1.39	\$0.00	\$0.00	\$0.00
Program education	\$462,705	Pro rata (residents)	100%	\$1.41	\$0.00	\$0.00	\$0.00
Department of libraries	\$12,907,935	Pro rata (residents)	100%	\$39.32	\$0.00	\$0.00	\$0.00
Department of health and mental hygiene	\$7,427,036	Pro rata (residents)	100%	\$22.62	\$0.00	\$0.00	\$0.00
<b>Legislative &amp; judicial</b>							
Circuit court	\$2,740,272	Pro rata (residents)	100%	\$8.35	\$0.00	\$0.00	\$0.00
State's attorney	\$6,311,323	Pro rata (residents)	100%	\$19.22	\$0.00	\$0.00	\$0.00
Sheriff's office	\$5,765,468	Pro rata (residents)	100%	\$17.56	\$0.00	\$0.00	\$0.00
Board of election supervisors	\$3,228,556	Pro rata (residents)	100%	\$9.83	\$0.00	\$0.00	\$0.00
<b>General government</b>							
Department of county administration							
Staff services	\$2,201,340	Pro rata (res. & empl.)	100%	\$6.71	\$6.71	\$0.00	\$0.00
Personnel board	\$2,300	Pro rata (res. & empl.)	100%	\$0.01	\$0.01	\$0.00	\$0.00
Economic development incentives fund	\$700,000	Pro rata (res. & empl.)	100%	\$2.13	\$2.13	\$0.00	\$0.00
Office of human rights	\$627,105	Pro rata (res. & empl.)	100%	\$1.91	\$1.91	\$0.00	\$0.00
Human rights commission	\$14,400	Pro rata (res. & empl.)	100%	\$0.04	\$0.04	\$0.00	\$0.00
County employment services	\$284,243	Pro rata (res. & empl.)	100%	\$0.87	\$0.87	\$0.00	\$0.00
Administrative cost pool	\$312,998	Pro rata (res. & empl.)	100%	\$0.95	\$0.95	\$0.00	\$0.00
Alternative funding	\$180,000	Pro rata (res. & empl.)	100%	\$0.55	\$0.55	\$0.00	\$0.00
Workforce investment act	\$139,500	Pro rata (res. & empl.)	100%	\$0.42	\$0.42	\$0.00	\$0.00
County supplemental training	\$15,000	Pro rata (res. & empl.)	100%	\$0.05	\$0.05	\$0.00	\$0.00
Training cost pool	\$409,529	Pro rata (res. & empl.)	100%	\$1.25	\$1.25	\$0.00	\$0.00
Purchasing division	\$1,104,951	Pro rata (res. & empl.)	100%	\$3.37	\$3.37	\$0.00	\$0.00
Worker's compensation	\$2,600,500	Pro rata (res. & empl.)	100%	\$7.92	\$7.92	\$0.00	\$0.00
General liability	\$812,500	Pro rata (res. & empl.)	100%	\$2.47	\$2.47	\$0.00	\$0.00
Vehicle liability	\$925,750	Pro rata (res. & empl.)	100%	\$2.82	\$2.82	\$0.00	\$0.00
Property liability	\$645,000	Pro rata (res. & empl.)	100%	\$1.96	\$1.96	\$0.00	\$0.00
Risk management administration	\$1,046,556	Pro rata (res. & empl.)	100%	\$3.19	\$3.19	\$0.00	\$0.00
Environmental liability	\$100,000	Pro rata (res. & empl.)	100%	\$0.30	\$0.30	\$0.00	\$0.00
Fleet operations division	\$16,124,946	Pro rata (res. & empl.)	100%	\$49.11	\$49.11	\$0.00	\$0.00
Public information	\$1,379,786	Pro rata (res. & empl.)	100%	\$4.20	\$4.20	\$0.00	\$0.00
Department of finance	\$6,622,254	Pro rata (revenue)	100%	\$0.00	\$0.00	\$21.68	\$0.00
Office of law	\$2,902,767	Pro rata (res. & empl.)	100%	\$8.84	\$8.84	\$0.00	\$0.00
Economic development authority	\$1,024,608	Pro rata (residents)	100%	\$3.12	\$3.12	\$0.00	\$0.00
<b>Total expenses</b>				<b>\$343.31</b>	<b>\$102.20</b>	<b>\$21.68</b>	<b>\$8,861.84</b>

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<sup>1</sup>Not all County expenses are assumed to be impacted. Only the expenses projected to increase as a result of the development at Savage MARC Station are included.

<sup>2</sup>Source: Howard County, Maryland Approved Operating Budget, Fiscal Year 2007.

<sup>3</sup>Method of apportioning costs: "Pro rata (residents)" expenses are calculated by taking current expenses and apportioning them among current residents. "Pro rata (res. & empl.)" expenses are calculated by taking current expenses and apportioning them among current residents and employees. "Pro rata (revenues)" expenses are calculated by taking current expenses and apportioning them among every \$1,000 in current real property tax revenues. "Pro rata (students)" expenses are calculated by taking current expense and apportioning them among current students.

<sup>4</sup>Based on interview with Howard County Budget Administrator.

<sup>5</sup>Does not include costs for capital outlay and other costs not expected to increase as a result of the development at Savage MARC Station. Current County costs based on portion of education costs funded directly by Howard County. Assumptions based on interview with Howard County Public School System Budget Officer and Manager of School Planning, as well as information provided in Howard County Public School System Operating Budget (FY 2007).

<sup>6</sup>The impact of Savage MARC Station development is not expected to materially impact the Police Department services. Based on an interview with Howard County Police Department.

Annapolis Junction Town Center  
Howard County, Maryland

Schedule XX-B: Additional Costs to Howard County (30 Years)

Tax Year	Inflation Factor	Additional Annual Costs to County												
		Anticipated Population	Cost Per Resident	Total Resident Costs	Employee Population	Cost Per Employee	Total Employee Costs	Real Property Tax Revenues <sup>1</sup>	Cost Per \$1,000 Revenue	Total Revenue Costs	Student Population	Cost Per Student	Student Costs	Total
1-Jul-13	100.0%	0	\$343.31	\$0	0	\$102.20	\$0	\$0	\$21.68	\$0	0	\$8,861.84	\$0	\$0
1-Jul-14	100.0%	0	\$343.31	\$0	0	\$102.20	\$0	\$0	\$21.68	\$0	0	\$8,861.84	\$0	\$0
1-Jul-15	103.0%	0	\$353.61	\$0	0	\$105.27	\$0	\$0	\$22.33	\$0	0	\$9,127.69	\$0	\$0
1-Jul-16	106.1%	462	\$364.22	\$168,183	0	\$108.42	\$0	\$198,649	\$23.00	\$4,568	37	\$9,401.52	\$351,993	\$524,744
1-Jul-17	109.3%	924	\$375.15	\$346,457	252	\$111.68	\$28,141	\$753,568	\$23.69	\$17,849	75	\$9,683.57	\$725,106	\$1,117,552
1-Jul-18	112.6%	924	\$386.40	\$356,851	252	\$115.03	\$28,985	\$816,558	\$24.40	\$19,922	75	\$9,974.07	\$746,859	\$1,152,616
1-Jul-19	115.9%	924	\$397.99	\$367,556	252	\$118.48	\$29,854	\$879,534	\$25.13	\$22,102	75	\$10,273.30	\$769,264	\$1,188,777
1-Jul-20	119.4%	924	\$409.93	\$378,583	252	\$122.03	\$30,750	\$924,663	\$25.88	\$23,933	75	\$10,581.50	\$792,342	\$1,225,608
1-Jul-21	123.0%	924	\$422.23	\$389,940	252	\$125.69	\$31,673	\$925,061	\$26.66	\$24,661	75	\$10,898.94	\$816,113	\$1,262,387
1-Jul-22	126.7%	924	\$434.90	\$401,638	252	\$129.47	\$32,623	\$925,447	\$27.46	\$25,412	75	\$11,225.91	\$840,596	\$1,300,269
1-Jul-23	130.5%	924	\$447.95	\$413,688	252	\$133.35	\$33,601	\$925,822	\$28.28	\$26,185	75	\$11,562.69	\$865,814	\$1,339,288
1-Jul-24	134.4%	924	\$461.38	\$426,098	252	\$137.35	\$34,609	\$926,186	\$29.13	\$26,981	75	\$11,909.57	\$891,788	\$1,379,477
1-Jul-25	138.4%	924	\$475.23	\$438,881	252	\$141.47	\$35,648	\$926,540	\$30.01	\$27,801	75	\$12,266.85	\$918,542	\$1,420,872
1-Jul-26	142.6%	924	\$489.48	\$452,048	252	\$145.71	\$36,717	\$926,883	\$30.91	\$28,646	75	\$12,634.86	\$946,098	\$1,463,509
1-Jul-27	146.9%	924	\$504.17	\$465,609	252	\$150.09	\$37,819	\$927,216	\$31.83	\$29,516	75	\$13,013.90	\$974,481	\$1,507,424
1-Jul-28	151.3%	924	\$519.29	\$479,577	252	\$154.59	\$38,953	\$927,539	\$32.79	\$30,412	75	\$13,404.32	\$1,003,716	\$1,552,658
1-Jul-29	155.8%	924	\$534.87	\$493,965	252	\$159.23	\$40,122	\$927,853	\$33.77	\$31,335	75	\$13,806.45	\$1,033,827	\$1,599,248
1-Jul-30	160.5%	924	\$550.92	\$508,784	252	\$164.00	\$41,325	\$928,158	\$34.78	\$32,285	75	\$14,220.64	\$1,064,842	\$1,647,236
1-Jul-31	165.3%	924	\$567.45	\$524,047	252	\$168.92	\$42,565	\$928,454	\$35.83	\$33,264	75	\$14,647.26	\$1,096,787	\$1,696,664
1-Jul-32	170.2%	924	\$584.47	\$539,769	252	\$173.99	\$43,842	\$928,741	\$36.90	\$34,273	75	\$15,086.68	\$1,129,691	\$1,747,574
1-Jul-33	175.4%	924	\$602.00	\$555,962	252	\$179.21	\$45,157	\$929,020	\$38.01	\$35,312	75	\$15,539.28	\$1,163,581	\$1,800,012
1-Jul-34	180.6%	924	\$620.06	\$572,640	252	\$184.59	\$46,512	\$929,291	\$39.15	\$36,382	75	\$16,005.46	\$1,198,489	\$1,854,023
1-Jul-35	186.0%	924	\$638.66	\$589,820	252	\$190.12	\$47,908	\$929,554	\$40.32	\$37,484	75	\$16,485.63	\$1,234,444	\$1,909,655
1-Jul-36	191.6%	924	\$657.82	\$607,514	252	\$195.83	\$49,345	\$929,809	\$41.53	\$38,619	75	\$16,980.19	\$1,271,477	\$1,966,955
1-Jul-37	197.4%	924	\$677.56	\$625,740	252	\$201.70	\$50,825	\$930,057	\$42.78	\$39,788	75	\$17,489.60	\$1,309,621	\$2,025,974
1-Jul-38	203.3%	924	\$697.89	\$644,512	252	\$207.75	\$52,350	\$930,298	\$44.06	\$40,992	75	\$18,014.29	\$1,348,910	\$2,086,764
1-Jul-39	209.4%	924	\$718.82	\$663,847	252	\$213.99	\$53,920	\$930,531	\$45.39	\$42,233	75	\$18,554.72	\$1,389,377	\$2,149,377
1-Jul-40	215.7%	924	\$740.39	\$683,763	252	\$220.41	\$55,538	\$930,758	\$46.75	\$43,510	75	\$19,111.36	\$1,431,058	\$2,213,869
1-Jul-41	222.1%	924	\$762.60	\$704,276	252	\$227.02	\$57,204	\$930,978	\$48.15	\$44,826	75	\$19,684.70	\$1,473,990	\$2,280,296
1-Jul-42	228.8%	924	\$785.48	\$725,404	252	\$233.83	\$58,920	\$931,192	\$49.59	\$46,182	75	\$20,275.24	\$1,518,210	\$2,348,715
1-Jul-43	235.7%	924	\$809.04	\$747,166	252	\$240.84	\$60,688	\$931,400	\$51.08	\$47,578	75	\$20,883.50	\$1,563,756	\$2,419,188
1-Jul-44	242.7%	924	\$833.31	\$769,581	252	\$248.07	\$62,508	\$931,601	\$52.61	\$49,015	75	\$21,510.00	\$1,610,669	\$2,491,774
<b>Total</b>				<b>\$15,041,896</b>			<b>\$1,208,103</b>			<b>\$941,063</b>		<b>\$31,481,442</b>		<b>\$48,672,505</b>

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<sup>1</sup>Real property tax revenues are shown in terms of the current year value.

**Annapolis Junction Town Center**  
**Howard County, Maryland**

Schedule XXI: Total Revenues Compared to Total Costs

Tax Year Beginning	Inflation Factor	Total County Revenues (See Schedule XIX)	Total County Costs (See Schedule XX-B)	Net County Revenues
1-Jul-13	100.0%	\$0	\$0	\$0
1-Jul-14	100.0%	\$0	\$0	\$0
1-Jul-15	103.0%	\$0	\$0	\$0
1-Jul-16	106.1%	\$392,213	(\$524,744)	(\$132,531)
1-Jul-17	109.3%	\$1,341,938	(\$1,117,552)	\$224,386
1-Jul-18	112.6%	\$1,382,196	(\$1,152,616)	\$229,581
1-Jul-19	115.9%	\$1,423,662	(\$1,188,777)	\$234,886
1-Jul-20	119.4%	\$1,466,372	(\$1,225,608)	\$240,764
1-Jul-21	123.0%	\$1,510,363	(\$1,262,387)	\$247,976
1-Jul-22	126.7%	\$1,555,674	(\$1,300,269)	\$255,405
1-Jul-23	130.5%	\$1,602,344	(\$1,339,288)	\$263,057
1-Jul-24	134.4%	\$1,650,415	(\$1,379,477)	\$270,938
1-Jul-25	138.4%	\$1,699,927	(\$1,420,872)	\$279,055
1-Jul-26	142.6%	\$1,750,925	(\$1,463,509)	\$287,416
1-Jul-27	146.9%	\$1,808,613	(\$1,507,424)	\$301,189
1-Jul-28	151.3%	\$1,876,146	(\$1,552,658)	\$323,488
1-Jul-29	155.8%	\$1,945,778	(\$1,599,248)	\$346,530
1-Jul-30	160.5%	\$2,018,846	(\$1,647,236)	\$371,610
1-Jul-31	165.3%	\$2,093,626	(\$1,696,664)	\$396,962
1-Jul-32	170.2%	\$2,171,520	(\$1,747,574)	\$423,946
1-Jul-33	175.4%	\$2,251,873	(\$1,800,012)	\$451,861
1-Jul-34	180.6%	\$2,335,093	(\$1,854,023)	\$481,070
1-Jul-35	186.0%	\$2,420,592	(\$1,909,655)	\$510,938
1-Jul-36	191.6%	\$2,508,847	(\$1,966,955)	\$541,893
1-Jul-37	197.4%	\$2,600,339	(\$2,025,974)	\$574,365
1-Jul-38	203.3%	\$2,695,551	(\$2,086,764)	\$608,788
1-Jul-39	209.4%	\$2,792,970	(\$2,149,377)	\$643,593
1-Jul-40	215.7%	\$2,894,211	(\$2,213,869)	\$680,342
1-Jul-41	222.1%	\$2,998,830	(\$2,280,296)	\$718,535
1-Jul-42	228.8%	\$4,804,450	(\$2,348,715)	\$2,455,734
1-Jul-43	235.7%	\$5,088,917	(\$2,419,188)	\$2,669,729
1-Jul-44	242.7%	\$5,242,073	(\$2,491,774)	\$2,750,300
<b>Total</b>		<b>\$66,324,310</b>	<b>(\$48,672,505)</b>	<b>\$17,651,806</b>

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***Annapolis Junction Town Center  
Howard County, Maryland***

Schedule XXII-A: Retail Jobs and Indirect Impacts

	<u>Total</u>
Retail square feet <sup>1</sup>	14,250
Sales per square foot <sup>2</sup>	\$245
Retail sales	\$3,491,250
Total cost of labor <sup>3</sup>	\$462,324
Average Retail wage -- annual <sup>3</sup>	\$28,716
Total retail jobs <sup>3</sup>	16
Multiplier for retail wages <sup>3</sup>	1.3523
Total earnings	\$625,198
Indirect earnings	\$162,874
Multiplier for retail jobs <sup>3</sup>	1.2050
Total jobs	19
Indirect jobs	3
Multiplier for retail output <sup>3</sup>	1.4573
Total economic output	\$1,429,673
Direct output	\$981,041
Indirect output	\$448,632

*MuniCap, Inc.*

*Annapolis Junction\Projection No. 3 (Includes Fiscal) rev.xls\XXII-A (retail)*

*8-Jan-13*

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

<sup>2</sup>Average of the average sales per square foot found at Rite Aid, Dollar Tree and Advance Auto Parts.

Source: Bizminer.com

<sup>3</sup>Retail wages, jobs and output were calculating using IMPLAN software by MIG, Inc. The software calculates labor income and the number of jobs based on industry multipliers derived from National Income and Product Accounts data published by the U.S. Bureau of Economic Analysis. This data is then indexed to local industry data compiled in the U.S. Economic Census. For ease of interpretation, multipliers are shown to illustrate the effects retail at the Annapolis Junction Town Center will have in Howard County, MD. The multiplier for retail jobs is 1.2050, meaning that for each retail job at the Annapolis Junction Town Center, 1.2050 jobs will be created in Howard County (including the job at the project). Similarly, the multiplier for retail wages is 1.3523, meaning that for every \$1.00 paid in retail wages at the Annapolis Junction Town Center, \$1.3523 will be paid in Howard County (including the \$1.00 at the project). The multiplier for retail output is 1.4573, meaning that for each dollar of retail at the Annapolis Junction Town Center, the economic output in Howard County will be \$1.4573 (including the \$1.00 of retail at the project).

*Annapolis Junction Town Center  
Howard County, Maryland*

Schedule XXII-B: Bank/Restaurant Jobs and Indirect Impacts

	<u>Total</u>
Bank/Restaurant square feet <sup>1</sup>	3,200
Sales per square foot <sup>2</sup>	\$416
Bank/Restaurant sales	\$1,331,200
Total cost of labor <sup>3</sup>	\$505,075
Average bank/restaurant wage -- annual <sup>3</sup>	\$23,275
Total bank/restaurant jobs <sup>3</sup>	22
Multiplier for bank/restaurant wages <sup>3</sup>	1.4661
Total earnings	\$740,486
Indirect earnings	\$235,411
Multiplier for bank/restaurant jobs <sup>3</sup>	1.2120
Total jobs	26
Indirect jobs	5
Multiplier for bank/restaurant output <sup>3</sup>	1.4958
Total economic output	\$1,991,196
Direct output	\$1,331,200
Indirect output	\$659,996

*MuniCap, Inc.*

*action\[Projection No. 3 (Includes Fiscal) rev.xls]XXII-B (bank&rest)*

*8-Jan-13*

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

<sup>2</sup>Average of the average sales per square foot found at Panera Bread, Ruby Tuesdays and Applebees. Source: Bizminer.com

<sup>3</sup>Bank/restaurant wages, jobs and output were calculating using the IMPLAN software. Multipliers function in the same manner as with retail impacts.

*Annapolis Junction Town Center*  
*Howard County, Maryland*

Schedule XXII-C: Office Jobs and Indirect Impacts

	<u>Total</u>
Office square feet <sup>1</sup>	100,000
Office employees per 1,000 sq. ft. <sup>2</sup>	3.8
Total office employees	379
Office operating revenue	\$97,703,705
Total cost of labor <sup>3</sup>	\$29,809,066
Average office wage -- annual <sup>3</sup>	\$78,604
Multiplier for office wages <sup>3</sup>	1.4094
Total earnings	\$42,014,260
Indirect earnings	\$12,205,194
Multiplier for office jobs <sup>3</sup>	1.6467
Total jobs	625
Indirect jobs	245
Multiplier for office output <sup>3</sup>	1.3297
Total economic output	\$129,915,973
Indirect output	\$32,212,268

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*MuniCap, Inc.*

*is Junction\Projection No. 3 (Includes Fiscal) rev.xls]XXII-C (office)*

*8-Jan-13*

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

<sup>2</sup>Source: 2012 BOMA Experience Exchange Report.

<sup>3</sup>Office wages, indirect jobs and output were calculating using the IMPLAN software. Multipliers function in the same manner as with retail impacts.

*Annapolis Junction Town Center  
Howard County, Maryland*

Schedule XXII-D: Hotel Jobs and Indirect Impacts

	<u>Total</u>
Hotel rooms <sup>1</sup>	150
Average nightly room rate <sup>2</sup>	\$74
Average nightly occupancy	55%
Hotel operating revenue <sup>2</sup>	\$2,236,297
Total cost of labor <sup>3</sup>	\$687,101
Average hotel wage -- annual <sup>3</sup>	\$39,040
Total hotel jobs <sup>5</sup>	18
Multiplier for hotel wages <sup>3</sup>	1.6664
Total earnings	\$1,145,000
Indirect earnings	\$457,899
Multiplier for hotel jobs <sup>3</sup>	1.5057
Total jobs	27
Indirect jobs	9
Multiplier for hotel output <sup>3</sup>	1.5209
Total economic output	\$3,401,235
Indirect output	\$1,164,938

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*MuniCap, Inc.*

*lis Junction\[Projection No. 3 (Includes Fiscal) rev.xls]XXII-D (hotel)*

*8-Jan-13*

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

<sup>2</sup>Based on anticipated room rates only. See Schedule XVI.

<sup>3</sup>Hotel wages, jobs and output were calculating using the IMPLAN software. Multipliers function in the same manner as with retail impacts.