

NEGOTIATED PAYMENTS IN LIEU OF TAXES (PILOT) AGREEMENT
BETWEEN
PEERLESS AVENUE ASSOCIATES, LLC
AND
PRINCE GEORGE’S COUNTY, MARYLAND

THIS NEGOTIATED PAYMENTS IN LIEU OF TAXES (“PILOT”) AGREEMENT (“Agreement”) is made this ___ day of _____, 2020, by and between PEERLESS AVENUE ASSOCIATES, LLC, a New York limited liability company authorized to do business in the State of Maryland (“Owner”), and PRINCE GEORGE’S COUNTY, MARYLAND, a body corporate and politic (“County”).

WHEREAS, the Owner proposes to acquire certain parcels of undeveloped property located on the East side of Route 301, known as **4505 Crain Highway**, as shown on municipal tax map as Election District 03 Account number 0197269 (Liber/Folio 009060/283, Map 93, Grid B4, Lots 9 & 10; **15507 Peerless Avenue**, (Liber/Folio 32208/372, Map 93, Grid B4 Lots 7 & 8 Agricultural Fair Association; **Peerless Avenue**, Shown on the Municipal tax map as Election District 03, Account number 0237982, Liber/Folio 04262/610, Map 93, Grid B4, Lots 5 & 6, each property situated in Upper Marlboro, MD 20772, and consisting of approximately 7.43 acres, as more particularly described in Exhibit A that is attached hereto and herein incorporated by reference (“**The Property**”), and proposes to newly construct sixty-two (62) residential apartment units (“**New Construction**”) and related facilities, forty-seven (47) of which will be dedicated to providing housing for low to moderate income residents (“Affordable Project Portion”) and fifteen (15) of which are anticipated to be unrestricted and leased at market rates (herein referred to as the “Market Rate Project Portion” and together with the affordable Project portion, collectively referred to as the “Improvements”) (the Property and the Improvements being collectively referred to as the “Project” herein); and

WHEREAS, the acquisition of the Property and construction and equipping of the Project will be financed in part through a mortgage loan made by Wells Fargo Bank, N.A. (“**First Loan**”), proceeds of Low Income Housing Tax Credits awarded by the Community Development Administration (“**CDA**”), a unit of the Division of Development Finance of the Department of Housing and Community Development of the State of Maryland, the investment of investor member equity provided in connection with Low-Income Housing Tax Credits (“**LIHTC**”) awarded by the CDA, a loan by CDA under its Rental Housing Funds program (“**RHF Loan**”), and a loan from the County under its Housing Investment Trust Fund (“**HITF Loan**”), which, with the First Loan, RHF Loan and HITF Loan shall collectively referred to herein as the “**Loans**”; and

WHEREAS, the Owner will operate the Project for rental pursuant to certain regulatory agreements and restrictive covenant agreements and declarations between the Owner and certain parties in connection with the Owner’s financing of the Project, including (i) one or more regulatory agreements between the Owner and CDA, as the same may be amended and/or restated from time to time (collectively referred to herein as the “**State Regulatory Agreement**”); (ii) a HITF Regulatory Agreement Declaration of Covenants and Deed of Trust between the Owner and the County, as the same may be amended

and/or restated from time to time (“**County HITF Loan Agreement**”); and (iii) a Low Income Housing Tax Credit Covenant between the Owner and the CDA, as the same may be amended and/or restated from time to time (“**LIHTC Covenant**”) (the State Regulatory Agreement, the County HITF Loan Agreement and the LIHTC Covenant are collectively referred to herein as the “**Regulatory Agreements**”); and

WHEREAS, Section 7-506.1 of the Tax-Property Article of the Annotated Code of Maryland (2012 Replacement Volume, as amended) (“Section 7-506.1”), provides, among other things, that real property outside of Baltimore City may be exempt from county property tax and municipal corporation tax if: (a)(2)(i) the real property is owned by a person engaged in constructing or operating housing structures or projects (which may include non-dwelling commercial and community facilities, community rooms, dining halls, and infirmaries to serve its occupants and the surrounding neighborhood, which are collectively referred to herein as “Service Facilities”); (a)(2)(ii) the real property is used for a housing structure or project that is constructed or substantially rehabilitated under a federal, state or local government program that (a)(2)(ii)(1) funds construction, or insures its financing in whole or in part, or (a)(2)(ii)(2) provides interest subsidy, rent subsidy or rent supplements; (a)(2)(iii) the owner thereof enters into an agreement with the governing body of the county and, where applicable, the municipal corporation where the real property is located, wherein such parties agree that the owner shall pay a negotiated amount in lieu of the applicable county or municipal corporation tax; (a)(2)(iv) the owner of the real property (a)(2)(iv)(1)(A) agrees to continue to maintain the real property as rental housing for lower income persons under the requirements of the governmental programs described in (a)(2)(ii) of this paragraph and (a)(2)(iv)(1)(B) agrees to renew any annual contributions contract or other agreement for rental subsidy or supplement, OR (a)(2)(iv)(2) enters into an agreement with the governing body of the county or municipal corporation to allow the entire property or the portion of the property which was maintained for lower income persons to remain as housing for lower income persons for a term of at least five (5) years; and

WHEREAS, the Owner hereby represents that, as of the date hereof, pursuant to the Owner’s borrowing of the HITF and RHF Loans and execution and delivery of the subject Regulatory Agreements, the Project qualifies under the provisions of said Section 7-506.1, supra, for an agreement for negotiated payments in lieu of the payment of Prince George’s County taxes for the Project; and

WHEREAS, pursuant to Resolution No. CR-_____, adopted on _____, the County Council of Prince George’s County, Maryland, approved the PILOT for the Property and authorized the County to enter into this Agreement; and

WHEREAS, the County agrees to enter into this Agreement provided that the Owner conducts and operates the Property and Project in accordance with the criteria and controls set forth in said Section 7-506.1, supra, and as governed by all applicable local, State and federal laws; and

WHEREAS, pursuant to Section 7-506.1, supra, the Prince George’s County Department of Housing and Community Development (“DHCD”) analyzed and determined the amount

payable by the Owner to the County in lieu of the payment of Prince George's County real property taxes for the Property and Project.

NOW, THEREFORE, THIS AGREEMENT WITNESSETH:

In consideration of the mutual covenants, terms and agreements hereof and pursuant to the power and authority of said Section 7-506.1, supra, it is agreed as follows:

1. This Agreement shall become effective on the date of the Execution of this Agreement ("**Effective Date**") and the obligation to pay negotiated payments in lieu of taxes shall commence as of the established substantial completion and issuance of Certificate of Occupancy date ("**Substantial Completion**" as defined below in paragraph 3) for the Project and shall remain effective until the Termination Date (as defined in paragraph 4 below). The payments to be made by the Owner to the County, provided for herein with respect to the Project (as defined above), shall be in lieu of the payment of Prince George's County taxes on real property under the Tax-Property Article of the Annotated Code of Maryland (2007 Replacement Volume, as amended). Such payments shall be made by the Owner in accordance with paragraphs (3) and (4) hereof and shall be accepted by the County only as long as: (i) the Project shall be owned and used for the provision of rental housing and related Service Facilities, including parking facilities, on a limited distribution basis, pursuant to the Regulatory Agreements; (ii) the Owner shall in all other respects comply with the conditions of Section 7-506.1, which authorizes the County to enter into this Agreement, and shall comply with all of its obligations under this Agreement.

2. The intention of this Agreement is that the payments in lieu of taxes shall at no time exceed the amount of taxes otherwise payable based on the annual assessment for Prince George's County real property taxes. The Owner and the County expressly agree and understand that any taxes, fees and or fines assessed by other agencies such as the State of Maryland, Park and Planning, Washington Suburban Sanitation Commission, and solid waste charges and applicable fees for Bay Restoration and Clean Water (collectively referred to herein as "Other Real Estate Taxes and Fees") are not subject to provisions of this Agreement. The Owner shall, therefore, pay all Other Real Estate Taxes and Fees in accordance with the applicable assessment and payment requirements; provided however, that this Agreement is not intended to limit the rights of the Owner to appeal or contest any real property assessment available under the State law.

3. Commencing from the Effective Date of this Agreement and continuing until the date the Project architect issues a Certificate of Substantial Completion ("**Substantial Completion of the Project**"), all taxes based on Prince George's County assessment are due to be paid in full on September 30th of year. The Owner shall forward a copy of the Certificate of Substantial Completion to the County's Director of Finance and the Director of the Department of Housing and Community Development at the address provided herein within five (5) business days after issuance.

4. Beginning with the Substantial Completion Date for the Project, the Project shall be exempt from Prince George's County real property taxes for a period of forty (40) years, ending on the earlier of forty (40) years from the Substantial Completion Date, or upon an occurrence of any of the events set forth in paragraph (5) (e) below ("**Termination Date**"). The intent of this Agreement being that the Owner shall receive the benefit of the PILOT for the period of time not to exceed forty (40) full tax years from the Substantial Completion of the Project.

5. (a) For the period from Substantial Completion of the Project and continuing until the Termination Date, the Owner shall make annual payments to the County for each tax year of One Hundred and Sixty dollars (\$160.00) per each of the 47 affordable units constituting the Affordable Project Portion plus (ii) the amount of County real property taxes that would be due with respect to the Market Rate Project Portion if this Agreement was not in effect (“Annual Payment”). The Affordable Project Portion of the Annual Payment shall be increased three percent (3%) per year after the first full calendar year following Substantial Completion. Each Annual Payment shall be paid by September 30th of each tax year.

(b) For each year after the first full year from Substantial Completion of the Project and continuing until the Termination Date, in addition to the payment of Other Real Estate Taxes and Fees and payment of the Annual Payment the Owner shall make an additional annual payment to the County for each tax year in an amount equal to _____ % of the Project’s prior year remaining Surplus Cash (as such term is defined in the State Regulatory Agreement), after payment of any Surplus Cash payments due on the RHW Loan or the HITF Loan (the “**PILOT Cash Flow Payment**”). The PILOT Cash Flow Payment shall be calculated by the Owner based on the audited annual property income statement from the prior year, and subject to the County’s review and approval. The PILOT Cash Flow Payment shall be deemed sufficient if the County does not object within 30 days after receipt. The PILOT Cash Flow Payment shall be paid by September 30th of each tax year.

(c) Beginning on the Termination Date, the Project shall no longer be exempt from County real property taxes and the Owner shall commence paying the regular County real property tax for the Project.

(d) The difference between the Project amounts paid under (5) (a) above and the amounts which would otherwise have been due prior to the Termination Date, but which are being deferred under the terms of this Agreement is referred to as the “Deferred Amount.” The Deferred Amount shall be due and payable on the refinance, sale or transfer of the Property if the Project ceases to be used in whole or part for the purpose set forth in this Agreement prior to the Termination Date, unless prior written consent of the County is obtained.

(e) If the Property is transferred or conveyed due to a foreclosure or a deed in lieu of foreclosure, the Project shall no longer be exempt from the County real property taxes and as applicable, all real property taxes shall be due and immediately payable to the County.

(f) This Agreement shall terminate upon the occurrence of any of the events set forth in (f) i. through (f) iv. below, and upon termination all payments then due under this Agreement, shall be paid to the County within sixty (60) calendar days thereof.

(i) The Property shall cease to be owned by the Owner or any successor to Owner or an event of default, as defined within the Regulatory Agreements, has been declared by the benefactor of the Regulatory Agreements and remains uncured by the Owner or its successor within sixty (60) days;

(ii) The Owner, the Property or the Project shall cease to comply with the conditions of Section 7-506.1;

(iii) The Owner shall fail to make any payment hereby required as and when due, which failure continues for ten (10) business days following Owner’s receipt from the County of notice of such failure;

(iv) The Owner shall fail to deliver the annual financial statement required hereunder, which failure continues for ten (10) business days following Owner's receipt from the County of notice of such payment failure or

(v) The Owner shall elect to terminate this Agreement by providing written notice to the Company.

(g) The Limited Liability Company Operating Agreement of the Owner and the Regulatory Agreements shall be submitted by the Owner to the County's Director of Finance and the County's Director of the Department of Housing and Community Development, at the addresses shown below, within five (5) business days after execution.

(h) By March 31 of each tax year, the Owner shall submit to the County's Director of Finance and the County's Director of the Department of Housing and Community Development audited financial statements, in such detail as may be required by the Director of Finance to administer this Agreement. Said financial statements shall be based on an examination of the books and records prepared in accordance with generally accepted accounting principles and shall be certified and audited by a Certified Public Accountant registered to practice in the State of Maryland or with the registration authority of any other State.

(i) Documents submitted to the County and notices provided hereunder should be addressed as follows:

Director
Office of Finance
Wayne K. Curry County Administration Building
1301 McCormick Drive, Suite 1100
Largo, MD 20774

Director
Department of Housing and Community Development
9200 Basil Court, Suite 500
Largo, MD. 20774

(j) Notices to the Owner shall be addressed as follows:

Kyle F. Speece, Regional Vice President
Conifer Realty, LLC
5560 Sterrett Place, Suite 200
Columbia, MD 21044

General Counsel
Conifer Realty, LLC
1000 University Avenue, Suite 500
Rochester, NY 14607

6 (a) All taxes (as applicable) shall be due and payable by September 30th of each year. All payments under this Agreement shall be subject to the same interest

rate, collection, and tax sale provisions of the Prince George's County Code as for the collection of County property taxes except as otherwise expressly set forth in this Agreement.

(b) If the Owner has not paid the amount due under this Agreement within one hundred and eighty (180) days after such payment is due, the County may, at its option, declare a default by providing notice of such default to the Owner and to the holders of all mortgages or deeds of trust. If within ten (10) business days of such notice, any payments that are owed have not been brought current by the Owner or any of the Project lenders, then the County may declare all taxes, which shall include the Deferred Amount, due as follows: the amount equal to the total Prince George's County real property taxes which would have been due from the Owner on account of the assessed value of the Improvements in the absence of this Agreement, plus all interest, if any, which shall have been charged pursuant to this Agreement, less all amounts actually paid under this Agreement. In order to enforce its rights under this Paragraph after the Owner has failed to bring its payments current within thirty (30) days of Owner receiving notice of its default, the County may renegotiate this Agreement, foreclose or seek any other remedy available at law or in equity (including proceeding to Tax Sale). Payments due under this Paragraph shall be considered a lien against the Property subordinate to the lien of the Loans. The County's delay and or failure to provide notice within the time and manner stated herein shall not limit or otherwise be deemed a waiver of its rights and remedies in law and equity.

7. Any document or agreement referenced hereinabove or amendments thereto, shall be provided with appropriate recording reference by the Owner when executed and shall be attached to this Agreement by a subsequent addendum identifying such documents and agreements for purposes of this Agreement.

8. The recitals set forth above are herein incorporated as operative provisions.

[Signature Pages Follow]

IN WITNESS WHEREOF, PEERLESS AVENUE ASSOCIATES, LLC, a New York limited liability company, has caused this Agreement to be signed in its name by its member, and PRINCE GEORGE'S COUNTY, MARYLAND has caused its name to be signed by the County Executive, or her designee representative, duly attested on this Agreement, on the day and year first hereinabove written.

PEERLESS AVENUE ASSOCIATES, LLC
A New York limited Liability Company
By: Peerless Avenue Managing Member

By: _____
Kyle F. Speece, Regional Vice President

WITNESS

PRINCE GEORGE'S COUNTY, MARYLAND

WITNESS

By: _____
Angie Rodgers, Deputy Chief Administrative
Officer for Economic Development

STATE OF MARYLAND, CITY/COUNTY OF _____, TO WIT:

I HEREBY CERTIFY that on this ___ day of _____, 20 before me a Notary Public of said State of Maryland the undersigned officer, personally appeared Kyle F. Speece, the Regional Vice President of Conifer Realty, LLC, the sole member of Peerless Avenue Managing Member, LLC, the sole member of Peerless Avenue Associates, LLC, and stated that as an officer being authorized to do so, has executed the foregoing instrument for the purposes herein contained.

AS WITNESS my hand and Notarial Seal.

Notary Public

My Commission Expires:

STATE OF MARYLAND, COUNTY OF PRINCE GEORGE'S, TO WIT:

I HEREBY CERTIFY that on this ___ day of _____, 20 , before me, the Subscriber, a Notary Public of said State of Maryland, in and for Prince George's County aforesaid, personally appeared Angie Rodgers, Deputy Chief Administrative Officer for Economic Development of Prince George's County, and she acknowledged the foregoing Agreement to be the corporate act and deed of the Deputy Chief Administrative Officer for Economic Development on behalf of Prince George's County, Maryland.

AS WITNESS my hand and Notarial Seal.

Notary Public

My Commission Expires:

ATTORNEY CERTIFICATION:

I hereby certify that the foregoing Agreement for The Townes at Peerless was prepared by or under the supervision of the undersigned _____, an attorney admitted to practice before the Court of Appeals of Maryland.

By: _____

EXHIBIT A

PROPERTY DESCRIPTION