

**NEGOTIATED PAYMENTS IN LIEU OF TAXES (PILOT) AGREEMENT
BETWEEN
8230 SCHULTZ ROAD, LLC
AND
PRINCE GEORGE’S COUNTY, MARYLAND**

THIS NEGOTIATED PAYMENTS IN LIEU OF TAXES (“**PILOT**”) AGREEMENT (“**Agreement**”) is made this ___day of _____, 2021, by and between, 8230 SCHULTZ ROAD, LLC, a Maryland limited liability company (“**Owner**”), and PRINCE GEORGE’S COUNTY, MARYLAND, a body corporate and politic (“**County**”).

WHEREAS, the Owner proposes to acquire a certain parcel of undeveloped property to be located on 3.51 acres of land at 8230 Schultz Road, south of the intersection of Schultz Road with Springbrook Lane, and west of Branch Avenue, located in Clinton, Maryland 20735, and more particularly identified by parcel account number 09-0962886 by the Maryland Department of Assessments and Taxation, and, as more particularly described in Exhibit A that is attached hereto and herein incorporated by reference (“**Property**”), and proposes to newly construct on the Property ninety (90) residential apartment units (“**New Construction**”) and related facilities specifically for seniors, age 62+ which will be dedicated to providing housing for low to moderate income residents (the Property and the New Construction collectively referred to herein as the “**Project**”); 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 Freddie Mac (“**First Loan**”), Bank of America, N.A. as the investor member in connection with Low-Income Housing Tax Credits (“**LIHTC**”) awarded by the Maryland 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, a loan by CDA under its Rental Housing Works program (“**RHW Loan**”), a grant from the Federal Home Loan Bank’s Affordable Housing Program, a seller take back note, deferred payment of the developer’s fee, and a loan from the County under its HOME Investment Partnership Program (“**HOME Loan**”), which, with the First Loan, and RHW Loan shall collectively referred to herein as the “**Loans**”; and

WHEREAS, the Owner will operate the Project for rental housing 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 HOME 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 HOME 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 HOME 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 HOME Loan and RHW Loan 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 for shall commence as of the established substantial completion and issuance of Certificate of Occupancy date for the Project (“**Substantial Completion Date**” as defined below in paragraph 3) 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, 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 Transit 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 laws.

3. Commencing on the Substantial Completion Date for the Project (which is defined as the date on which the Project has obtained a Certificate of Occupancy as a result of a certification of substantial completion from the Project’s Architect), and continuing until the Termination Date (as defined in paragraph 4 below), in lieu of all taxes normally assessed by Prince George’s County, the Owner shall pay Prince George’s County an annual fee of \$9,000.00 by September 30th of each year which shall increase annually by a factor of 2% (the “**Annual Fee**”). The Owner shall forward a copy of the Certificate of Occupancy to the County’s Director of Finance and the Director of the County’s Department of Housing and Community Development, at the addresses 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 paying full Prince George’s County real property taxes for a period up to forty (40) full tax years, ending on the earlier of forty (40) full tax years from the Substantial

Completion Date, or upon an occurrence of any of the events set forth in paragraph (5)(e) below (the “**Termination Date**”), except to the extent extended by mutual agreement of the parties. The intent of this Agreement being that the Owner shall receive the benefit of the PILOT commencing on the Substantial Completion Date and and lasting for a forty (40) full years from the Substantial Completion Date.

5. (a) For each year after the first full year from the the Substantial Completion Date and continuing until the Termination Date, in addition to the annual payment of Other Real Estate Taxes and Fees and payment of the Annual Fee (as defined in paragraph 3), the Owner shall make annual payments to the County for each tax year in an amount equal to 10.00% of the Project’s prior year Surplus Cash (as such term is defined in the RHW Loan documents), after payment of any Surplus Cash payments due on the RHW Loan or the HOME Loan (the “**PILOT Cash Flow Payment**”). The PILOT Cash Flow Payment shall be paid by September 30th of each applicable tax year and be accompanied by the PILOT Cash Flow Payment calculation. The PILOT Cash Flow Payment shall be 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.

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

(c) 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.

(d) 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. Notwithstanding the foregoing this Agreement will continue to be in effect if a subsequent purchaser obtains ownership of the Project through a foreclosure, deed in lieu of foreclosure, or similar proceeding and is (a) in compliance with the requirements of (i) Section 7-506.1, (ii) the Regulatory Agreement, and (iii) this Agreement and (b) executes its own Agreement with the County containing the same terms and conditions as set forth in this Agreement, for a term equal to the term remaining in the Agreement. However, if the Regulatory Agreement is terminated, this PILOT will also be terminated.

(e) This Agreement shall terminate upon the occurrence of any of the events set forth in (e) i. through (e) 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 payment failure; or

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

(f) 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.

(g) 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.

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

Prince George County Government
Office of Finance, Treasury Division
1301 McCormick Dr. Ste 1100
Largo, MD 20774

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

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.

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.

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

8. This Agreement shall be governed and construed in accordance with the laws of the State of Maryland, and any action for enforcement shall be brought in the Circuit Court for Prince George's County.

9. If any clause, covenant, paragraph or provision herein shall be declared fully or partially invalid or unenforceable, the remaining clauses, covenants, paragraphs and provisions shall remain enforceable and valid to the fullest extent permitted by law.

10. All understandings and agreements, oral or written, previously made between the parties are merged into this Agreement and this Agreement fully and completely expresses the agreement between the parties as to the PILOT. This Agreement cannot be amended, modified or terminated except by a written instrument executed by both parties hereto.

11. This Agreement may be executed in several counterparts, each of which shall be deemed to be an original copy and all of which together shall constitute one agreement binding on all parties hereto, notwithstanding that all the parties shall not have signed the same counterpart.

[Signature Page Follows]

IN WITNESS WHEREOF, 8230 SCHULTZ ROAD, LLC, a Maryland 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 his designee representative, duly attested on this Agreement, on the day and year first hereinabove written.

8230 SCHULTZ ROAD, LLC

A Maryland limited liability company

By: 8230 Schultz Rd HIP Developer, LLC, its manager
A Maryland limited liability company

WITNESS

By: _____
Maryann Dillon
Its Manager

PRINCE GEORGE'S COUNTY, MARYLAND

WITNESS

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

EXHIBIT A

PROPERTY DESCRIPTION