



**Patten Property Management LLC** Application for **10 Broad Street Apartments** in Glens Falls, NY, for Investment Incentives from the Warren & Washington Industrial Development Agency

From: Chuck Barton, Chief Executive Officer  
Alie Weaver, Office Administrator

Date: July 14, 2025

The purpose of this memorandum is to set forth the facts and considerations utilized by the Counties of Warren and Washington Industrial Development Agency (WWIDA) in rendering a decision to provide financial assistance to Patten Property Management, LLC for the construction of an apartment complex located at 10 Broad Street in the City of Glens Falls. This document recognizes several factors considered by WWIDA and is intended to provide a concise record of the issues considered as well as the justification for the investment incentive package, if approved by the WWIDA Board.

The Glens Falls applicant, Patten Property Management, was referred to WWIDA from the Glens Falls Industrial Development Agency (GFIDA) because the applicant is proposing a 100% housing project that is not available under the GFIDA's existing Uniform Tax Exemption Policy (UTEP), whereas the WWIDA's UTEP recognizes such project type.

## **COMPANY DESCRIPTION**

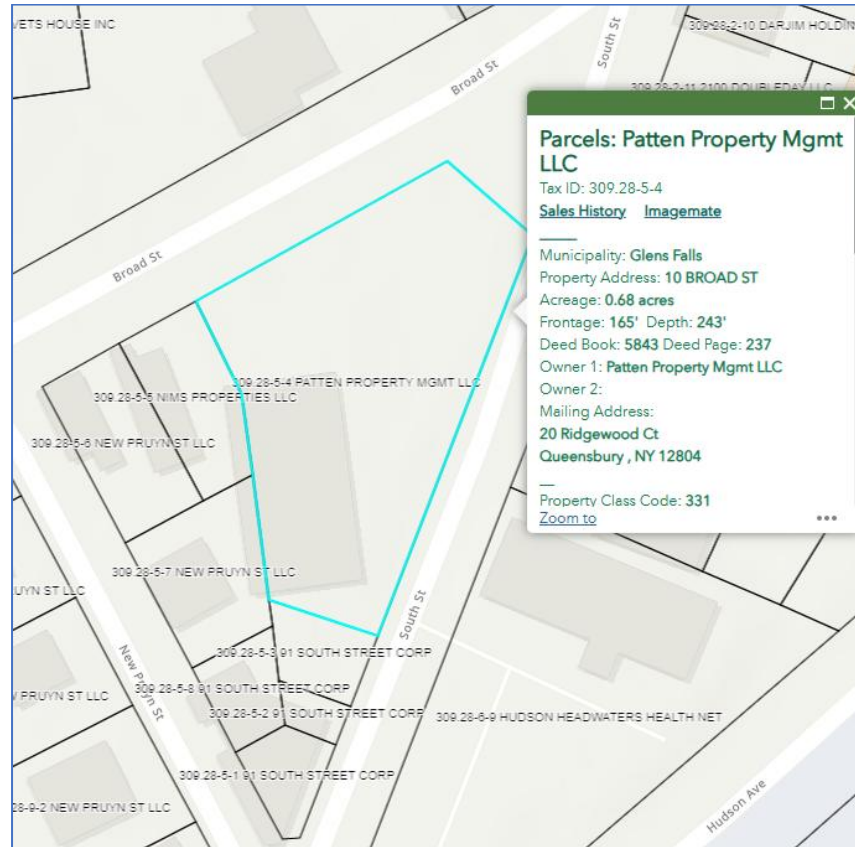
Patten Property Management sole owner, Chris Patten was born and raised in South Glens Falls and resides in Queensbury, New York. His experience in the building industry started early as an apprentice to roofers, flooring contractors, plumbers, and electricians. He established his company in 2017 for the purchase of 101 Broad Street in Glens Falls. Since then, the company has also purchased, renovated, and expanded properties at 274 Glen Street, 28 Union Street, 3-5 Washington Street, and Simone Court (in South Glens Falls) for a total of 98 one- and two-bedroom apartments ranging from \$800 to \$1,535 per month.

Patten Property Management is currently constructing an additional 44 apartments at 46-56 South Street and 10 Broad Street. Rental rates will range from \$1,150 to \$2,600, depending on location and square footage. The GFIDA provided investment incentives for the South Street project, including a real property tax abatement consisting of a 100% exemption on the value of improvements for years one to five and a 50% reduction for years six to ten. There was no cap on the “market” rental rates, with recognition that apartments would be suited for professional workers, including hospital staff.

The application states that “Patten Property Management LLC takes pride in providing tenants with clean, safe, secure, and well-maintained housing...Collected rents are held at competitive levels and are typically not raised for existing tenants...The only reason rent would be increased is to offset substantial costs with taxes, followed by insurance, the largest operating expenses.”

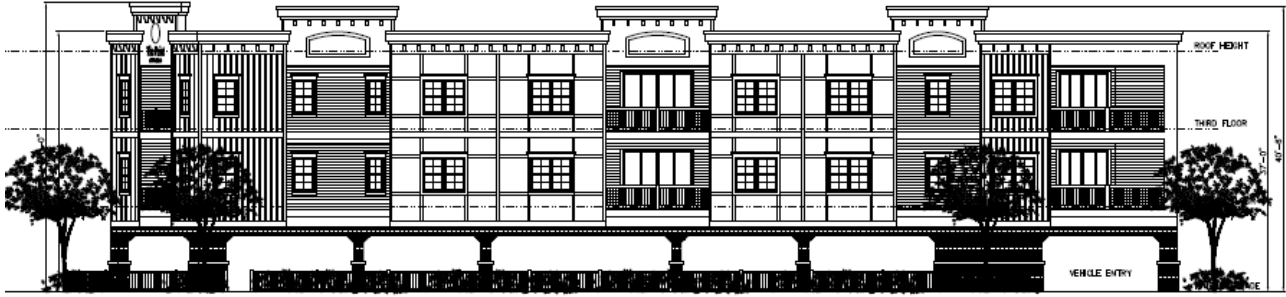
## PROJECT DESCRIPTION

The property at the 10 Broad Street site operated as a Rite Aid for twelve years until a change in ownership led to the business being shuttered. The building and property have remained vacant and abandoned for over six years.

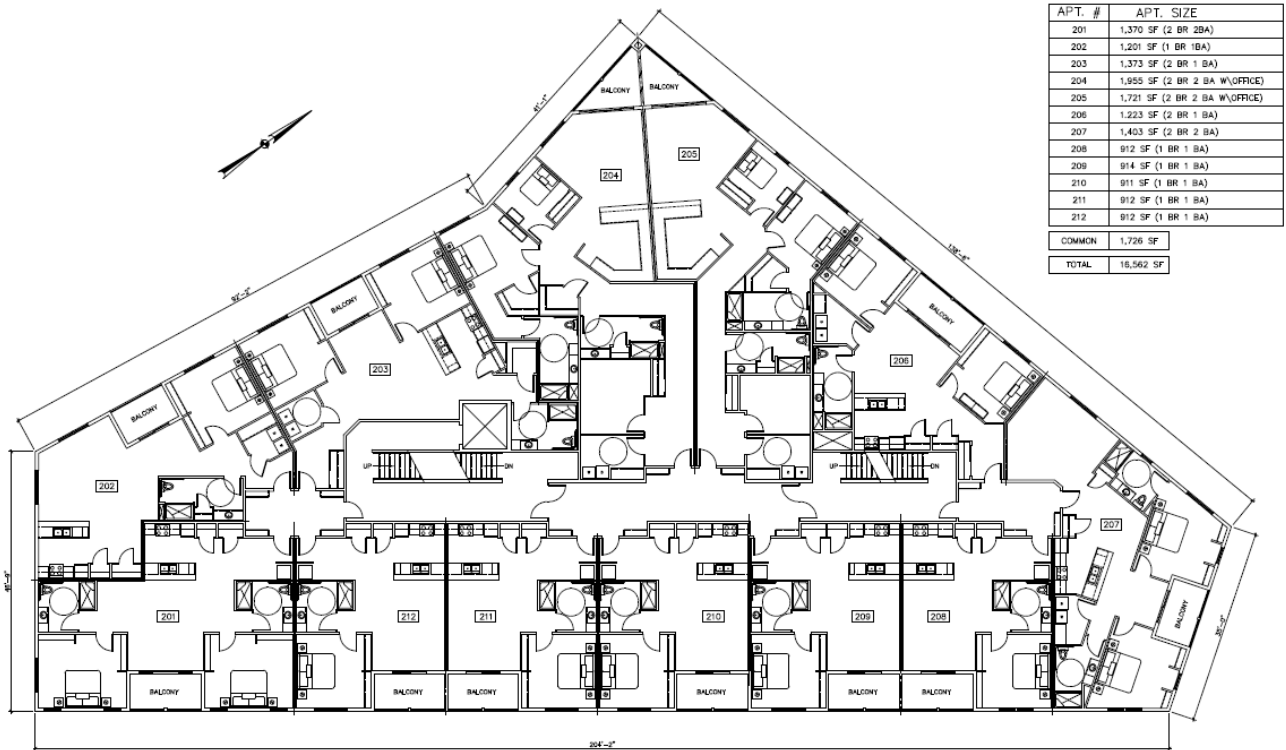




“The Point” at 10 Broad Street - Patten Management LLC has demolished the existing structure and plans to replace it with a three-story apartment complex. This complex will feature a parking garage on the first level, and the second and third levels will comprise twenty-four (24) one- and two-bedroom apartments, each with balconies and elevator access.

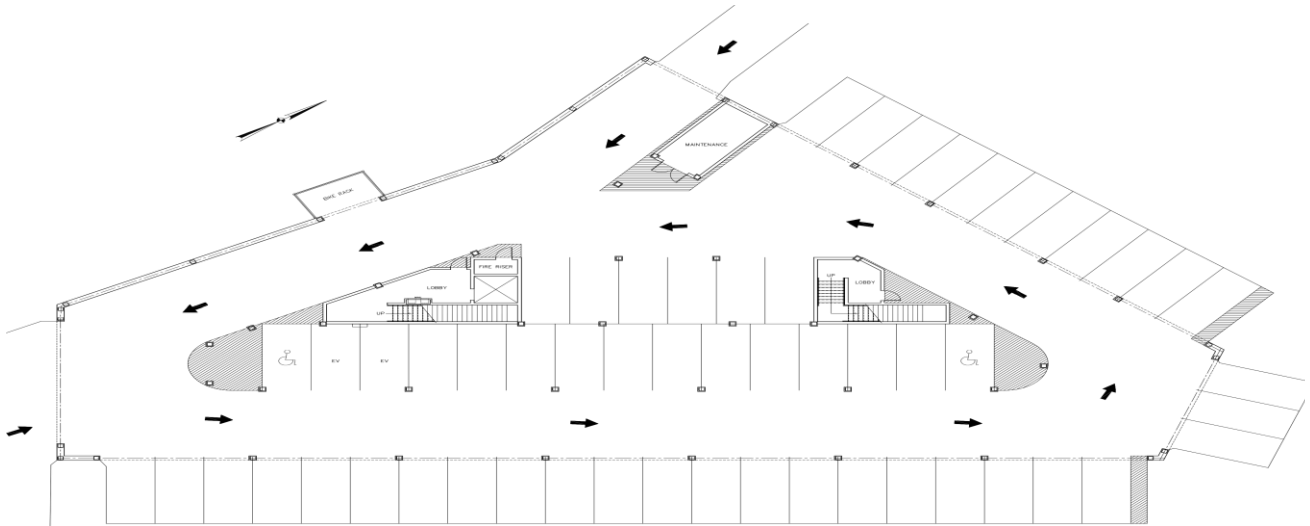


ELEVATION FACING BROADSTREET  
7/8"=1'-0"



“The Point” on 10 Broad Street will be situated in a highly convenient area, offering proximity to community activities, transportation hubs, shopping, schools, offices, and medical facilities. Well suited for young professionals.

First-level parking at 10 Broad Street will also provide residents of 46-56 South Street with nearby permitted parking. This is a capital-intensive feature.



The applicant states, “The 10 Broad Street building will become a key component in Glens Falls with a dramatic view from Monument Square and a main focal point when driving into the city from Broad Street. As a beautiful and unique complex, The Point will be a great benefit and source of pride for the City.”



The project was conditionally approved by the Glens Falls Planning Board on January 6, 2025.

**The project's total investment is expected to be \$6,044,600.** The primary cost elements are:

- Land \$779,100
- Building Construction and Infrastructure \$4,472,500
- Non-Manufacturing Equipment \$608,400

The project will finance \$4,609,000 with Construction and Permanent loans with Adirondack Trust and Chemung Canal Trust Company (Capital Bank). The equity investment is expected to be \$1,354,600.

The total assessment for parcel number 309.28-5-4 in 2024 is \$174,100. “Base” annual property taxes on the lot total \$17,131. “Base” property taxes will continue to be paid at 100%.

**Patten Property Management, LLC’s proposal to build an apartment complex with twenty-four new units will assist with the region’s chronic housing shortage.** In October 2023, Warren County released the Housing Needs Study and Market Demand Analysis completed by Novogradac. It has some concerning observations for the regional economic ecosystem.

The Study identified the local housing shortage is undermining local economic activity. **“There is widespread recognition that there is a countywide housing shortage.** Specific gaps referenced by local stakeholders include a lack of affordable housing for households with incomes up to 150 percent of the Area Median Income and below, single-story structures more appropriate for aging in place, seasonal workforce housing, and year-round workforce housing. Further, there is fairly widespread recognition that **this housing shortage has become sufficiently extreme to now be an economic development and community development issue** as well as a housing issue....The existing housing stock at current prices is considered out of reach for the local workforce, young families, and year-round residents. Condominiums and owner-occupied duplexes, townhomes, and other types of missing middle housing structures for year-round occupancy are not common in this market, though this type of design could fill a variety of the...supply gaps. For example, higher density structures would be both more affordable and more appropriate to the changing demographics...” Furthermore, the Study

states, “Several major employers attributed staffing shortages and attrition to housing shortages. Major employers in the tourism industry have become more involved in housing discussions, and in some instances have started to offer housing as part of their compensation package...Outside of these markets in other parts of the county, workforce housing was more likely to refer to housing for teachers, paramedics, and police officers, as well as persons employed in the service sector.” (Pages 50 and 51 in link below.)

The Study identified the housing shortage problem is magnified by recent higher costs. “The cost of housing development has increased. Material costs increased as a result of supply chain problems and inflation. Labor costs increased due to the increase in demand for specialized skills.....Though costs have reportedly decreased from the pandemic peaks, they continue to be above pre COVID levels and market participants do not expect them to return to pre COVID levels.....Land costs have also reportedly increased significantly in the past few years, a trend also attributed to the increase in demand from nonlocal buyers.” (Page 53 in link below.)

<https://public.warrencountyny.gov/gis/housingneeds/Housing%20Needs%20Study%20and%20Market%20Demand%20Analysis%20-%20Warren%20County,%20ONY.pdf>

The Warren County Planning Department followed with a Housing Implementation Strategy including the establishment of the Warren County Housing Task Force - of which the WWIDA is a member organization. Below is the process the Task Force is following.



The Task Force is developing an Action Matrix for County approval. The draft Action Matrix includes WWIDA investment incentives as illustrated below.

<b>Incentivize Development of New Workforce Housing*</b>	<b>Incentivize the development of workforce units via:</b> <ul style="list-style-type: none"> <li>• Tax incentives*</li> <li>• Supporting Low Income Housing Tax Credit (LIHTC) Applications*</li> <li>• PILOTS*</li> <li>• Shared/grant predevelopment costs*.</li> <li>• Develop sites secured by the newly created land bank in exchange for adding affordable units to otherwise market rate projects.*</li> <li>• LCLGRP Workforce Housing Revolving Loan Fund to renovate long-term rental stock for the region's year-round workforce (\$500,000)</li> </ul>	<ul style="list-style-type: none"> <li>• Municipalities (Lead role)</li> <li>• County (Support/Resource role)</li> <li>• Developers (Support/Partner role)</li> <li>• LCLGRP (Support/Partner role)</li> <li>• Warren-Washington IDA &amp; Warren Co EDC (Support/Partner Role)</li> <li>• Non-Profit Partners (Support/Partner Role)</li> </ul>
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The NYS case law for IDA housing projects states, “It is in the public interest for the Agency to undertake the Project on behalf of the Company, as this Project will promote employment opportunities and prevent economic deterioration in the area. The Agency hereby makes this determination concerning the Project due to the following:

- (i) The potential of persons to continue to reside or move to the area served by the Agency.
- (ii) The potential to create a need for additional services for said persons residing at the Project, particularly in light of the current economic climate.
- (iii) There is a need for housing in the region.
- (iv) This Project will increase the overall tax base of the Town, as this property currently consists of vacant land.
- (v) The Project will create construction jobs in connection with the proposed uses being contemplated of the Project Facility.”

**Patten Property Management’s project will generate over \$2.5 million in local construction activity.** Construction labor will comprise over 120 positions for approximately 18 months, valued at an estimated \$2.5 million. Construction materials are also estimated at \$2.5 million, with 28% sourced from within Warren and Washington Counties and 95% in New York State.

## ANALYSIS OF PILOT AND ABATEMENT REQUEST

Patten Property Management LLC's requested investment incentives for the housing project are:

1. **Property tax incentives** in the form of a Payment In Lieu of Taxes (PILOT). The project qualifies for a PILOT within WWIDA's Uniform Tax Exemption Policy. The PILOT payments will be for a term of 10 years with a 50% exemption of real property taxes on the value of the improvements for Year 1 and 5% annual increase for Years 2 to 10, after construction is completed. This totals an estimated \$878,919 in payments over ten years, versus an estimated \$ 1,212,302 without the investment incentive. **The estimated property tax benefit is \$333,383 over 10 years.**
2. State and County **sales tax abatement** totaling 7% based on \$2,578,250 in purchases subject to sales tax. **The estimated benefit is \$180,477.**
3. Mortgage tax abatement of 1.00% from an estimated mortgage loan of \$4,609,000. **The estimated mortgage tax benefit is \$46,090.**

The proposed total gross investment incentive for Patten Property Management, LLC is an estimated \$559,951 before fees. The WWIDA administrative fee is \$54,401 for servicing the incentives, including the 10-year PILOT. The estimated legal fee is \$15,000. **The estimated total net investment incentive is \$490,549.** The net incentives are 8.1% of the total project cost. (See Appendix for details.)

Patten Property Management, LLC plans to utilize incentive benefits to offset significant changes in prices and timelines, thereby fulfilling obligations and enabling funds to be directed toward the successful completion of the project. "The prospect of a budgetary shortfall resulting in extending the construction process is very real, with submitted proposals for site-work and infrastructure tens of thousands of dollars above estimates that were based on previous projects...It is critical...for all apartments on floors 2 and 3 to be finished and rented – in order to generate the income to first pay the lender and then the remaining operating expenses. The first-floor concept of an onsite parking garage is a tremendous feature, especially when considering the property provides [downtown] parking for two apartments buildings...but is costly and will not generate income."

**COMMUNITY IMPACT SUMMARY and OVERALL RECOMMENDATION**

The community and economic benefits of the proposed Patten Property Management LLC project over ten years:

1. Create twenty-four new one- and two-bedroom housing units to support the community's growing demand for housing, especially for employees of local businesses, in response to the regional housing shortage.
2. Generate an estimated 120+ construction jobs valued at over \$2.5 million.
3. Generate construction materials sales with an estimated value exceeding \$2.5 million, with 95% sourced from New York State.
4. Complements the Downtown Revitalization Initiative

**In conclusion, approving the Patten Property Management, LLC application and supporting the construction of twenty-four new apartments in the City of Glens Falls would be in the best interests of the community and economy of the residents of Warren and Washington Counties.**



5 Warren Street, Glens Falls, NY 12801

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IDA Project Applicant: Patten Property Management, LLC

Project Name: 10 Broad Street

Project Type: Housing

Project Street Location: 10 Broad Street, Glens Falls, NY

Project Municipality: City of Glens Falls

Parcel Identification: 309.28-5-4

Project Description: Construct 24 new one-and two-bedroom apartments with a parking garage

Total Project Investment: \$6,044,600

Project Material Terms: Construct an apartment complex on a .68-acre site

IDA Benefits Provided: PILOT  
Sales Tax Exemption  
Mortgage Tax Exemption

Estimated  
Community Benefits  
Over Ten Years:

- a. Increase local housing by 24 apartments
- b. Generate local \$2.5M construction labor activity
- c. Generate local \$2.5M construction supplier activity

# Appendix

**PATTEN 10 BROAD STREET APARTMENTS INCENTIVES ESTIMATION**

50% INCENTIVE YEAR 1, 5% DECREASE PER YEAR

07 14 2025

309.28-5-4 Property Base Value 2025	Estimated New Infra. & Construction \$ Value	Estimated New Assessed Value	2025 County Tax Rate / 1000	2025 GF City Tax Rate / 1000	Village Tax Rate /1000	2024-25 GF (in Qby) School Tax Rate / 1000		
\$174,100	\$4,472,500	\$4,646,600	\$3.48500	\$8.094650		\$15.526040		
PILOT YEAR	% PAYMENT	COUNTY PILOT	CITY PILOT	VILLAGE PILOT	SCHOOL PILOT	TOTAL PILOT	FULL PAYMENT w/o PILOT	ESTIMATED NET EXEMPTION
1	50%	\$7,793	\$18,102	\$0	\$34,720	\$60,615	\$121,230	\$60,615
2	55%	\$8,573	\$19,912	\$0	\$38,192	\$66,677	\$121,230	\$54,554
3	60%	\$9,352	\$21,722	\$0	\$41,664	\$72,738	\$121,230	\$48,492
4	65%	\$10,131	\$23,532	\$0	\$45,136	\$78,800	\$121,230	\$42,431
5	70%	\$10,911	\$25,342	\$0	\$48,608	\$84,861	\$121,230	\$36,369
6	75%	\$11,690	\$27,152	\$0	\$52,080	\$90,923	\$121,230	\$30,308
7	80%	\$12,469	\$28,963	\$0	\$55,552	\$96,984	\$121,230	\$24,246
8	85%	\$13,249	\$30,773	\$0	\$59,024	\$103,046	\$121,230	\$18,185
9	90%	\$14,028	\$32,583	\$0	\$62,496	\$109,107	\$121,230	\$12,123
10	95%	\$14,807	\$34,393	\$0	\$65,968	\$115,169	\$121,230	\$6,062
Totals		\$113,003	\$262,474	\$0	\$503,442	\$878,919	\$1,212,302	\$333,383
FULL ANNUAL PAYMENT		\$15,587	\$36,203	\$0	\$69,440	====>	\$121,230	
<b>Estimated Tax Exemptions:</b>		<b>Assumption</b>		<b>Estimated Cost Benefit Ratio:</b>		<i>I have read and reviewed the Section V information completed by the WWIDA.</i>		
Property	\$333,383			Estimated Total Project Cost	\$6,044,600	Name:		
Sales & Use 7%	\$180,478	\$2,578,250		Gross Benefit All Incentives	\$559,951	Signature:		
Mortgage 1.00%	\$46,090	\$4,609,000		Gross Benefit / Cost Ratio	9.3%	Date:		
Gross Benefit	\$559,951			Net Benefit All Incentives	\$490,549			
IDA Fee	(\$54,401)	See below		Net Benefit / Cost Ratio	8.1%			
IDA Legal Est.	(\$15,000)							
<b>Net Benefit</b>	<b>\$490,549</b>							

WWIDA Fee	% Project \$	Project \$	Fee \$
First \$10M	0.90%	\$6,044,600	\$54,401
Next \$10M	0.65%	\$0	\$0
Next \$30M	0.40%	\$0	\$0
Over \$50M	0.25%	\$0	\$0
TOTAL		\$6,044,600	\$54,401