

**Woodmont Commons
2022 Annual Fiscal Update**

Town of Londonderry
Londonderry School District

Submitted to
Pillsbury Realty Development, LLC.

Submitted by
Development Planning & Financing Group, Inc.

February 9, 2023



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Introduction

In 2013, Pillsbury Realty Development, LLC. (“Developer”) petitioned the Town of Londonderry (“Town”), New Hampshire to rezone approximately 600 acres within the Town's jurisdiction for a sustainable, multi-phased, mixed use commercial, industrial and residential planned unit development to be known as Woodmont Commons. The property generally straddles Interstate 93 between existing exits 4 and 5 in the location of Pillsbury Road and its intersection with Gilcrest Road. The development of Woodmont Commons presents a unique opportunity for the Town to secure exemplary planning and development, to protect the environment, to strengthen and enhance the tax base, and to achieve growth in a managed, positive and beneficial manner.

The Developer and the Town entered into a Master Plan and Development Agreement for the purpose of: 1) confirming the potential maximum amount of, and the permitted types of, uses and associated development and design standards for Woodmont Commons; 2) coordinating the construction, apportionment of use, and design of infrastructure that will serve the Development and the community at large; 3) confirming the regulations relating to the dedication and/or provision of public facilities by the Developer as described herein; and 4) providing assurances to the Developer that it may proceed with the Development, in good faith reliance upon the Woodmont planned used development master plan as an approved PUD and without encountering future changes in ordinances and regulations that would materially impact its ability to develop Woodmont Commons as contemplated in the approved planned-unit development zoning and under the terms of this Agreement.

Annual Fiscal Update

Section VIII, “Fiscal Matters,” of the Woodmont Commons Development Agreement (“Development Agreement”) requires the Developer/Owner to reassess cumulative fiscal impacts annually and report the same to the Town. The Agreement further states that the annual update of the Woodmont Commons fiscal impact analysis will rely upon the transparency

established in the Woodmont Commons Fiscal Impact Analysis dated May 17, 2013 (“2013 Report”), using the following:

- Real property tax revenues shall be calculated by the Town of Londonderry Tax Assessor for all real property within the PUD area based on the assessed value as of April 1 of the previous year.
- The Town of Londonderry Town Clerk shall calculate the motor vehicle permit fees based on the motor vehicles registered to addresses within the PUD area.
- Incremental general fund expenditures generated by Woodmont Commons based on methodologies employed in the 2013 Report with inputs updated to reflect (a) current data and costs and (b) current budgeting.

The Development Agreement further stipulates that should said reporting indicate that Woodmont Commons (“Project”), taken cumulatively and as a whole, has placed a negative impact upon the financial resources of the Town in the years from inception to the year of review, the Developer shall make payment to the Town, to correct the deficiency. Said payment to the Town shall be in the amount necessary to bring Woodmont Commons back to cumulative financial neutrality for the years assessed.

The purpose of this analysis is to compare the revenues and incremental general fund expenditures generated by Woodmont Commons for the measurement period, July 1, 2021 to June 30, 2022.

Woodmont Commons New Population and Employment

On June 30, 2022, approximately 229 new residents were living in Woodmont Commons.

Table 1: Woodmont Commons Residents

Tenant	Persons Per		
	Total Units	Housing Unit	Population
Apartments	87		150
Single Family Parcels-End-User Owned	28	2.83	79
Single Family Residential Parcels - Builder-Owned	1	-	-
Total	116		229

Source: Pillsbury Realty Development LLC, 2021 American Community Survey 5-Year Estimates, DPF&G 2023

Pillsbury Realty Development LLC provided the estimated number of residents living in the apartments on June 30, 2022. American Community Survey 2021 five-year estimates for Londonderry were used to estimate the population in single-family detached homes.

According to the New Hampshire Office of Strategic Initiatives Data Center, the Town had approximately 26,272 residents in 2022.

Woodmont Commons tenants in operation on June 30, 2022 are shown in Table 2. Full-time equivalent employment calculations were performed for those businesses in operation less than a year. According to the New Hampshire Economic and Labor Market Information Bureau, on average there were 15,057 total private and governmental workers in the Town during 2022.

Table 2: Woodmont Commons Employment

Tenant	Employment	Mos in Operation	Mos in Year	FTE Employment
603 Brewery	50	12	12	50
Orange Theory Fitness	4	12	12	4
HarborOne Mortgage	11	12	12	11
Bella Nova Salon	6	12	12	6
Total	71			71

Source: Pillsbury Realty Development LLC, DPFG 2023

Town of Londonderry

Real Property Tax Revenue

Real property tax revenues for the 2022 fiscal year were calculated by applying the 2021 calendar year millage rates to the April 1, 2021 assessed values of the real property within the PUD area. A detailed schedule of the Woodmont Commons tax parcels and the respective April 1, 2021 assessed value is provided in Appendix Table 1. A comparative table of April 1, 2022 assessed values is shown in Appendix Table 2.

Town property tax revenues generated by Woodmont Commons from 2013 (base year) to 2022 are shown in Table 3. Fiscal year 2023 property tax revenues were provided for comparison purposes.

Table 3: Real Property Tax Revenue - Town

April 1 Year	Assessment as of April 1	Town Fiscal Year Revenue	Millage per \$1,000 Value	Annual Property Tax Revenue	Cumulative Property Tax Revenue
2022	\$ 84,268,327	2023	4.22	\$ 355,612	\$ 2,258,286
2021	\$ 76,206,289	2022	4.16	\$ 317,018	\$ 1,902,674
2020	\$ 61,421,812	2021	4.66	\$ 286,226	\$ 1,585,656
2019	\$ 51,512,113	2020	4.56	\$ 234,895	\$ 1,299,430
2018	\$ 44,650,115	2019	4.99	\$ 222,804	\$ 1,064,535
2017	\$ 38,384,954	2018	4.91	\$ 188,470	\$ 841,731
2016	\$ 38,740,154	2017	4.77	\$ 184,791	\$ 653,261
2015	\$ 30,792,594	2016	4.94	\$ 152,115	\$ 468,470
2014	\$ 30,527,596	2015	5.17	\$ 157,828	\$ 316,355
2013	\$ 30,544,697	2014	5.19	\$ 158,527	\$ 158,527

Source: Town of Londonderry, DPF 2023

Motor Vehicle Permit Fees

According to the Londonderry Town Clerk, motor vehicle permit fees for the motor vehicles registered to addresses within the PUD area totaled \$41,864 for the 2022 fiscal year.

Incremental Operating Expenditures

DPFG worked closely with Town staff to identify potential incremental operating and capital expenditures allocable to Woodmont Commons under the terms of the Development Agreement. DPF 2023 reviewed all published financial information of the Town, including annual budgets and financial statements. DPF 2023 also performed an in-depth analysis of the Town’s “filled positions” reports which include all full-time and part-time employees. The filled positions report reflects the actual number of employees on the Town’s payroll, and therefore, correlates to actual personnel expenditures incurred. A comparative summary is shown in Table 4.

Table 4: Town Filled Positions Report Comparative Summary

Department	Town of Londonderry Filled Positions									
	6/30/18	12/31/18	6/30/19	Occupancy	12/31/19	6/30/20	12/31/20	6/30/21	12/31/21	6/30/22
02 - Town Manager	4	4	4	June 2019 603 Brewery opened	4	4	4	3	3	3
05 - Town Clerk	6	5	7		6	7	6	6	8	7
06 - Checklist	3	3	3		2	3	3	3	3	3
08 - Finance	6	6	6		6	6	6	5	6	6
09 - Assessing	4	4	4		4	3	3	4	2	3
20 - Police	81	83	79		81	82	80	82	83	80
23 - Fire	56	55	57		56	57	55	56	56	51
24 - Building	5	5	5		5	5	4	5	5	5
26 - Public Works	18	20	20		17	17	17	17	16	17
27 - Solid Waste	2	2	2		Oct 2019 Occupancy of new apartments began.	1	2	2	2	2
30 - Recreation	4	2	3	2		4	5	5	5	5
31 - Library	15	14	15	16		16	13	12	13	15
32 - Senior Affairs	1	1	2	2		2	1	1	1	1
33 - Economic Development	5	4	4	4		4	4	4	4	4
50 - Sewer	1	1	1	1		1	1	1	1	1
55 - Cable	3	3	2	2		2	2	2	2	2
Total	214	212	214			209	215	206	208	210

Source: Town of Londonderry, DPF 2023

Public Works departmental costs are not allocable to Woodmont Commons as the streets in the development are private and snow removal is privately contracted.

No allocable incremental personnel costs were identified, and no allocable incremental operating costs were identified as a result of our analysis.

Incremental Capital Expenditures

DPFG performed an in-depth analysis of the capital assets acquired during the 2022 fiscal year as shown in Appendix Tables 3. Initial debt service for the new Central Fire Station began in FY 2020. A functional population per capita approach was used to allocate the proportionate share of debt service to Woodmont Commons. Based on discussions with the Fire Chief, it is appropriate to assume the new station has the capacity to serve the Town’s population through 2040; therefore, the projected 2040 Town functional population was used as the allocation base. Supporting functional population tables are provided in Appendix Tables 4 and 5.

Table 5: Allocation of FY 2022 Central Fire Station Debt Service

Description	Amount
FY 2022 Central Fire Station Debt Service	
Principal	\$ 320,376.91
Interest due July	117,413.44
Interest due January	117,413.43
Total FY 2022 Debt Service	\$ 555,203.78
2040 Projected Town Functional Population	28,716
Debt Service Cost per Capita	\$ 19.33
Woodmont Commons Functional Population	207
FY 2022 Central Fire Debt Service Allocation	\$ 4,002.22

Source: Town of Londonderry, DPF 2023

No other qualifying capital asset acquisitions were identified for the 2022 Annual Fiscal Update.

Town Revenues and Incremental Town Expenditures

Table 6 reflects the Town revenues generated by Woodmont Commons and the incremental operating and capital expenditures from 2013 (base year) to 2022.

Table 6: Town Revenues and Incremental Town Expenditures

Town Fiscal Year	Annual Property Tax Revenue	Annual Motor Vehicle Permit Fees	Land Use Change Tax Payments	Total Revenues	Incremental Operating and Capital Expenditures	Annual Net Revenues	Cumulative Net Revenues
2023	FY 2023 Fiscal Update						
2022	\$ 317,018	\$ 41,864	\$ -	\$ 358,882	\$ 4,002	\$ 354,880	\$ 2,574,931
2021	\$ 286,226	48,194	\$ -	\$ 334,420	3,522	\$ 330,898	\$ 2,220,051
2020	\$ 234,895	21,551	-	\$ 256,446	2,102	\$ 254,344	\$ 1,889,153
2019	\$ 222,804	1,674	-	\$ 224,478	-	\$ 224,478	\$ 1,634,809
2018	\$ 188,470	-	568,600	\$ 757,070	-	\$ 757,070	\$ 1,410,331
2017	\$ 184,791	-	-	\$ 184,791	-	\$ 184,791	\$ 653,261
2016	\$ 152,115	-	-	\$ 152,115	-	\$ 152,115	\$ 468,470
2015	\$ 157,828	-	-	\$ 157,828	-	\$ 157,828	\$ 316,355
2014	\$ 158,527	-	-	\$ 158,527	-	\$ 158,527	\$ 158,527

Source: Town of Londonderry, DPF 2023

Based on the findings in this report, no amounts are due the Town under the terms of the Development Agreement.

Londonderry School District

Table 7 reflects the School District revenues generated by Woodmont Commons and the incremental operating and capital expenditures from 2013 (base year) to 2022. According to School District officials, 16 public school children were living in Woodmont Commons during the 2022 fiscal year; however, there were no allocable incremental operating and capital expenditures.

Table 7: School District Revenues and Incremental School District Expenditures

School District	Annual Property Tax Revenue	Incremental Operating and Capital Expenditures	Annual Net Revenues	Cumulative Net Revenues
2023	FY 2023 Fiscal Update			
2022	\$ 896,948	\$ -	\$ 896,948	\$ 5,124,736
2021	\$ 777,600	-	\$ 777,600	\$ 4,227,788
2020	\$ 620,206	-	\$ 620,206	\$ 3,450,188
2019	\$ 605,456	-	\$ 605,456	\$ 2,829,982
2018	\$ 518,581	-	\$ 518,581	\$ 2,224,526
2017	\$ 524,542	-	\$ 524,542	\$ 1,705,945
2016	\$ 398,456	-	\$ 398,456	\$ 1,181,403
2015	\$ 391,364	-	\$ 391,364	\$ 782,947
2014	\$ 391,583	-	\$ 391,583	\$ 391,583

Source: Town of Londonderry, Londonderry School District, DPF 2023

Real Property Tax Revenue

School District property tax revenues generated by Woodmont Commons from 2013 (base year) to 2022 are shown in Table 8. Fiscal year 2023 property tax revenues were provided for comparison purposes.

Table 8: Real Property Tax Revenue – School District

April 1 Year	Assessment as of April 1	School District Fiscal Year Revenue	Millage per \$1,000 Value	Annual Property Tax Revenue	Cumulative Property Tax Revenue
2022	\$ 84,268,327	2023	12.34	\$ 1,039,871	\$ 6,164,607
2021	\$ 76,206,289	2022	11.77	\$ 896,948	\$ 5,124,736
2020	\$ 61,421,812	2021	12.66	\$ 777,600	\$ 4,227,788
2019	\$ 51,512,113	2020	12.04	\$ 620,206	\$ 3,450,188
2018	\$ 44,650,115	2019	13.56	\$ 605,456	\$ 2,829,982
2017	\$ 38,384,954	2018	13.51	\$ 518,581	\$ 2,224,526
2016	\$ 38,740,154	2017	13.54	\$ 524,542	\$ 1,705,945
2015	\$ 30,792,594	2016	12.94	\$ 398,456	\$ 1,181,403
2014	\$ 30,527,596	2015	12.82	\$ 391,364	\$ 782,947
2013	\$ 30,544,697	2014	12.82	\$ 391,583	\$ 391,583

Source: Town of Londonderry, Londonderry School District, DPF 2023

Incremental Operating and Capital Expenditures

According to the School District, there were no allocable incremental operating or capital expenditures generated by the Project for the School District in fiscal year 2022.

Fiscal Impact Methodology and Significant Assumptions

The fiscal impact analysis of the Woodmont Commons annual fiscal update uses a case study methodology to determine the project's impact on revenues and incremental capital and operating costs on the tax-supported General Funds of the Town and School District. The functional population methodology applied in the 2013 report will be used as the basis for allocating eligible incremental capital and operating expenditures unless a more appropriate basis of allocation is identified.

The methodology applied in this report was approved by the Town prior to the commencement of the engagement.

Constant Dollar Approach

All revenues and expenditures are based on constant 2022 dollars, and the analysis assumes no inflation over the study period. A constant dollar approach is commonly used in fiscal impact analysis to avoid the difficulty of forecasting and interpreting results expressed in inflated dollars. Consideration of inflation in fiscal impact analysis requires local governments to perform sophisticated financial modeling in order to produce credible assumptions, and most local governments do not have the resources to conduct such modeling.

Property Tax Rates

The 2021 calendar year millage rates (per \$1,000 assessed value) were applied to the April 1, 2021 assessed values of the parcels located in Woodmont Commons to compute fiscal year 2022 real property tax revenues for purposes of this analysis.

GENERAL LIMITING CONDITIONS

Every reasonable effort has been made to ensure that the data contained in this report is accurate as of the date of this study; however, factors exist that are outside the control of DPFPG and that may affect the estimates and/or projections noted herein. This study is based on estimates, assumptions and other information developed by DPFPG from its independent research effort, general knowledge of the industry, and information provided by and consultations with the Town of Londonderry and its staff and representatives and with the client and the client's representatives. No responsibility is assumed for inaccuracies in reporting by the client, the client's agent and representatives, or any other data source used in preparing or presenting this study.

This report is based on information that was current as of February 2023 and DPFPG has not undertaken any update of its research effort since such date. Because future events and circumstances, many of which are not known as of the date of this study, may affect the estimates contained therein, no warranty or representation is made by DPFPG that any of the projected values or results contained in this study will actually be achieved.

Possession of this study does not carry with it the right of publication thereof or to use the name of DPFPG in any manner without first obtaining the prior written consent of DPFPG. No abstracting, excerpting or summarization of this study may be made without first obtaining the prior written consent of DPFPG. This report is not to be used in conjunction with any public or private offering of securities, debt, equity, or other similar purpose where it may be relied upon to any degree by any person other than the client, nor is any third party entitled to rely upon this report, without first obtaining the prior written consent of DPFPG. This study may not be used for purposes other than that for which it is prepared or for which prior written consent has first been obtained from DPFPG. Any changes made to the study, or any use of the study not specifically prescribed under agreement between the parties or otherwise expressly approved by DPFPG, shall be at the sole risk of the party making such changes or adopting such use.

This study is qualified in its entirety by, and should be considered in light of, these limitations, conditions and considerations.

Appendix

Appendix Table 1: Woodmont Commons Assessed Value on April 1, 2021

Account	Location	4/1/2021
		Assessment
830	8 MICHELS WY	\$ 5,317,100
833	10 MICHELS WY	\$ 29,448,000
811	15 PILLSBURY RD	\$ 8,787,510
637	44 PILLSBURY RD	\$ 4,652
837	6 BUYCK AVE	\$ 154,500
838	4 BUYCK AVE	\$ 264,100
842	22 ASH ST	\$ 342,600
813	36 PILLSBURY RD	\$ 165,435
836	8 BUYCK AVE	\$ 644,900
9129	32 A TROLLEY CAR LN	\$ 254,200
9476	32 B TROLLEY CAR LN	\$ 273,500
738	34 HOVEY RD	\$ 4,536
817	42 ASH ST	\$ 971,400
822	2 ASH ST	\$ 849,800
823	2 ASH ST	\$ 153,800
824	2 ASH ST	\$ 2,156
827	60 A SEASONS LN	\$ 600,300
812	50 WOODMONT AVE	\$ 5,495,000
10923	42 MAIN ST	\$ 1,689,300
10924	30 MAIN ST	\$ 11,952,900
11040	1 CATESBY LN	\$ 527,000
11038	2 CATESBY LN	\$ 583,400
11041	3 CATESBY LN	\$ 179,700
11037	4 CATESBY LN	\$ 188,400
11042	5 CATESBY LN	\$ 335,900
11036	6 CATESBY LN	\$ 173,400
11043	7 CATESBY LN	\$ 166,400
11035	8 CATESBY LN	\$ 173,500
11044	9 CATESBY LN	\$ 500,000
11034	10 CATESBY LN	\$ 177,100
11045	11 CATESBY LN	\$ 503,000
11033	12 CATESBY LN	\$ 594,500
11046	13 CATESBY LN	\$ 158,300
11032	14 CATESBY LN	\$ 353,000
11047	15 CATESBY LN	\$ 157,700
11031	16 CATESBY LN	\$ 544,800
11048	17 CATESBY LN	\$ 158,500
11060	19 CATESBY LN - Open Space	\$ -
11049	21 CATESBY LN	\$ 161,700
11059	23 CATESBY LN	\$ 271,000
11050	25 CATESBY LN	\$ 161,000
11051	27 CATESBY LN	\$ 517,700
11052	29 CATESBY LN	\$ 163,500
11053	31 CATESBY LN	\$ 165,700
11054	33 CATESBY LN	\$ 168,400
11055	35 CATESBY LN	\$ 538,800
11056	37 CATESBY LN	\$ 585,300
11057	39 CATESBY LN	\$ 443,400
11058	41 CATESBY LN	\$ 179,500
	Total	\$ 76,206,289

Source: Town of Londonderry, DPF 2023

Appendix Table 2: Woodmont Commons Assessed Value on April 1, 2022

Account	Location	4/1/2022
		Assessment
830	8 MICHELS WY	\$ 6,089,700
833	10 MICHELS WY	29,448,000
811	15 PILLSBURY RD	8,775,710
637	44 PILLSBURY RD	4,652
837	6 BUYCK AVE	154,500
838	4 BUYCK AVE	264,100
842	22 ASH ST	342,600
813	36 PILLSBURY RD	163,301
836	8 BUYCK AVE	644,900
9129	32 A TROLLEY CAR LN	254,200
9476	32 B TROLLEY CAR LN	273,500
738	34 HOVEY RD	4,468
817	42 ASH ST	971,400
822	2 ASH ST	849,800
823	2 ASH ST	153,800
824	2 ASH ST	2,196
827	60 A SEASONS LN	600,300
812	50 WOODMONT AVE	5,645,000
10923	42 MAIN ST	1,689,300
10924	30 MAIN ST	11,952,900
11040	1 CATESBY LN	528,100
11038	2 CATESBY LN	583,400
11041	3 CATESBY LN	540,600
11037	4 CATESBY LN	604,900
11042	5 CATESBY LN	603,800
11036	6 CATESBY LN	600,100
11043	7 CATESBY LN	624,000
11035	8 CATESBY LN	620,100
11044	9 CATESBY LN	507,900
11034	10 CATESBY LN	603,800
11045	11 CATESBY LN	503,000
11033	12 CATESBY LN	633,100
11046	13 CATESBY LN	526,000
11032	14 CATESBY LN	617,700
11047	15 CATESBY LN	500,800
11031	16 CATESBY LN	544,800
11048	17 CATESBY LN	575,200
11060	19 CATESBY LN - Open Space	-
11049	21 CATESBY LN	591,300
11059	23 CATESBY LN	589,200
11050	25 CATESBY LN	574,600
11051	27 CATESBY LN	535,700
11052	29 CATESBY LN	643,700
11053	31 CATESBY LN	562,500
11054	33 CATESBY LN	494,800
11055	35 CATESBY LN	538,800
11056	37 CATESBY LN	587,900
11057	39 CATESBY LN	563,200
11058	41 CATESBY LN	585,000
	Total	\$ 84,268,327

Source: Town of Londonderry, DPF 2023



Appendix Table 3: FY 2022 Capital Asset Additions

FY 2022 Capital Asset Additions	Amount	Department	Capacity-Adding AND Allocable to Woodmont Commons per Dev. Agree.
Land			
114 Pillsbury Road - Town Portion	\$ 250,000	General Government	No
114 Pillsbury Road - Conservation Portion	1,100,000	Conservation	No
367 Mammoth Road - Tax Acquired Property	26,581	General Government	No
22 Gerry Lane - Tax Acquired Property	11,193	General Government	No
4 Mustang Lane - Tax Acquired Property	23,414	General Government	No
Total Land	\$ 1,411,188		
Machinery, Vehicles, and Equipment			
K-9 Cruiser Upfitting	\$ 25,487	Police	No
Supervisor Cruiser Upfitting	16,002	Police	No
Traffic Cruiser Upfitting	17,860	Police	No
"NICE" Recording Device/System - PD Dispatch	10,440	Police	No
Mitsubishi - Hyper Heat Package	8,230	Public Works	No
Dispatch Resources for Candia Fire	15,725	Fire	No
Cruiser - K-9 Upfit for Equipment	21,817	Police	No
HVAC Controls Upgrade N Station FD	9,681	Fire	No
BRINC Drone & Accessories Training	14,995	Police	No
Pro-Link Edge Diagnostic Tool	9,000	Public Works	No
Gas Monitor	14,980	Fire	No
Duplex Panel w/VFD Drives	26,250	Sewer	No
Omni Spinner - Sensory Playground Equipment	13,240	Recreation	No
"NICE" Recording Device/System - FD Dispatch	17,795	Fire	No
Musical Sensory Playground Equipment	15,190	Recreation	No
Total Machinery, Vehicles, and Equipment	\$ 236,692		
Infrastructure			
Capital Hill Culvert	\$ 70,295	Public Works	No
Old Nashua Road Guardrail	8,093	Public Works	No
Gilcrest/Tokaniel Guardrail	8,904	Public Works	No
Abington Drive Guardrail	9,596	Public Works	No
Capital Hill Guardrail	31,108	Public Works	No
Total Infrastructure	\$ 127,997		
Construction in Process			
Harvey Road Culvert	\$ 73,277	Public Works	No
CIP	\$ 73,277		
Total Capital Asset Additions	\$ 1,849,154		

Source: Town of Londonderry, DPFG 2023

Appendix Table 4: Londonderry Functional Population

	2040 Town of Londonderry	24/7 Functional Population Coefficient	2040 24/7 Functional Population
Londonderry Central Fire Functional Population (2040)			
Working $\frac{(24 \times 7) - (9 \times 5)}{24 \times 7}$	17,016	0.7321	12,458
Non-Working [24/24]	11,874	1.0000	11,874
Permanent Population	28,890	0.8422	24,332
Functional Residential Population Coefficient Adjustment:			
Contra Working Population 1 - 24/7 Coefficient: $\frac{(9 \times 5)}{(24 \times 7)}$		0.2679	
Employment Population - Weighted Average 24/7 Coefficient		<u>(0.3995)</u>	
Functional Consumer Coefficient Adjustment:		(0.1316)	
Functional Consumer Coefficient Adjustment Times Lesser of Town of Londonderry Functional Residential Population	17,016		(2,240)
Town of Londonderry Existing Employment Population By Sector:	28,890	0.7647	22,092
Agriculture	87	0.3002	26
Construction	1,027	0.3002	308
Manufacturing	3,829	0.2904	1,112
Wholesale Trade	1,647	0.3095	510
Retail	1,897	0.9812	1,861
Transportation and Warehousing	1,689	0.3002	507
Information	54	0.3002	16
Finance and Insurance	174	0.3064	53
Real Estate and Rental and Leasing	292	0.3064	89
Professional and Technical Service	553	0.3064	169
Management of Companies/Enterprises	319	0.3064	98
Administration and Waste Services	1,111	0.3064	340
Education Services	123	0.2679	33
Health Care and Social Assistance	983	0.4747	467
Arts, Entertainment and Recreation	152	0.3064	47
Accommodation and Food Services	1,053	0.3714	391
Other Services Except Public Administration	482	0.3002	145
Government	1,108	0.4066	450
Total	16,580	0.3995	6,623
Functional Population Full-Time Equivalents			28,716

Source: New Hampshire Employment Security, Economic & Labor Market Information Bureau, New Hampshire Office of Strategic Initiatives Data Center, DPGF 2023

Appendix Table 5: Woodmont Commons Functional Population

Woodmont Commons Functional Population	Employees or Residents	24/7 Functional Population Coefficient	24/7 Functional Population
Residents:			
Apartments	150	0.7647	115
Single Family Residential (End-User)	79	0.7647	60
Total Residential	229	0.7642	175
85%			
Employees:			
Retail/Service	10	0.9812	10
Office	11	0.3064	3
Brewery	50	0.3714	19
Total Employees	71	0.4507	32
Functional Population Full-Time Equivalents			207
15%			

Source: Pillsbury Realty Development LLC, DPFPG 2023

Appendix Table 6: Persons per Housing Unit

Housing Type	Units	Units	Population	Persons per Housing Unit
1, detached	6,669			
1, attached	1,287	7,956	22,509	2.83
2	363			
3 to 4	44	407	719	1.77
5 to 9	405			
10 to 19	283			
20 to 49	278			
50 or more	109	1,075	2,127	1.98
Mobile Home	177	177	342	1.93
Total	9,615	9,615	25,697	2.67

Source: 2021 American Community Survey 5-Year Estimates, DPFPG 2023