PIER 4, SOUTH BOSTON ---

STRUCTURING THE PROJECT TO MANAGE RISK AND REWARD

VOLUME 1 -- TEXT

by

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SUBMITTED TO THE DEPARTMENT OF URBAN STUDIES AND PLANNING IN PARTIAL FULFILLMENT OF THE REQUIREMENTS
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August 1986

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WIGTON FLETCHER ZAMORE

Submitted to the Department of Urban Studies and Planning on August 15, 1986 in partial fulfillment of the requirements for the Degree Master of Science in Real Estate Development at the Massachusetts Institute of Technology

ABSTRACT

This paper examines the risks and rewards inherent in a large mixed-use development planned for Pier 4 in South Boston. Still in its formative stages but rapidly progressing, the project is studied from the point-of-view of the current owners, the Athanas family, and potential equity partners.

Early consideration is given to contextual constraints and opportunities, both physical and political. A major portion of the work of this study involved the design of a Lotus 1-2-3 template which was used to analyze the viability of each component and to assess the component's contributions to or demands from the rest of the project. After summing this use by use examination of financial risks and rewards, the project as a whole is reexamined in light of the challenges revealed. Following the financial analyses, the resources and skills that the current owners can contribute to the development are considered.

Finally it is suggested that selecting a single joint venture strategy would be premature, that the current principals should continue in their efforts to create value for the project before commitment to a specific structure, and that a pragmatically-oriented search for the best joint venture combination among multiple alternatives should be conducted simultaneously.

* Topically related papers have been written by Robert Anthonyson and Nancyellen Hayes Seiden on strategic planning and affordable housing alternatives respectively.

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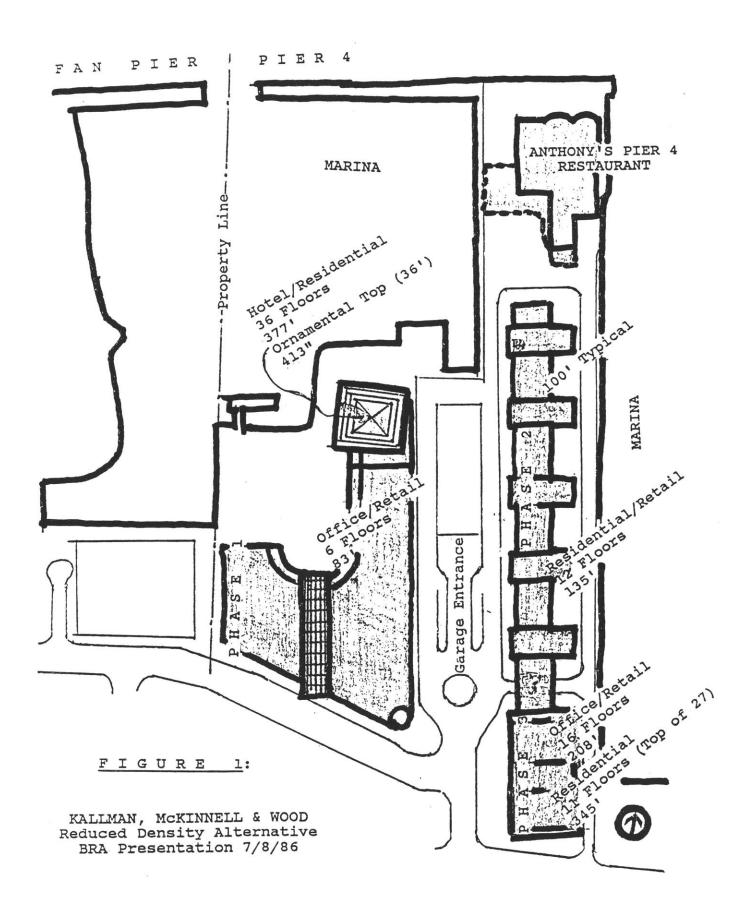


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	PHASE 1	PHASE 2	PHASE 3	TOTAL
CONDOS (units)	100	300	100	500
HOTEL (rooms)	290	0	0	290
OFFICE (net sq ft)	212,000	0	274,100	486,100
RETAIL (net sq ft)	35,600	13,650	6,300	55,550
GARAGE (spaces)	1400	800	450	2650
MARINA (slips)	100	80	0	180

FIGURE 2: PIER 4 DEVELOPMENT PROGRAM OF USES BY PHASE

INTRODUCTION

This paper examines the risks and rewards inherent in a large mixed-use development planned for Pier 4 in South Boston. Now in its formative stages, the project is studied from the point-of-view of the current owners, the Athanas family, and potential equity partners.

The current program for the development includes 500 condominium units, a 290-room hotel, about 500,000 square feet of office space, just over 50,000 square feet of retail, a four-level 2,650 car underground garage, and a 180-slip marina.

The paper begins with a consideration of the development's physical context. Site opportunities constraints are analyzed in terms of characteristics of the land itself and three important locational relationships. The leap from Boston to South Boston across Fort Point Channel, the relative competitiveness of the property within the northern end of South Boston, and its unique relationship to the neighboring Fan Pier parcel are considered.

The next chapter investigates four aspects of the political context of the development. The skills applied in the approvals process, the effects of local housing policies, the HarborPark program to upgrade Boston's waterfront, and the likely impacts of transportation

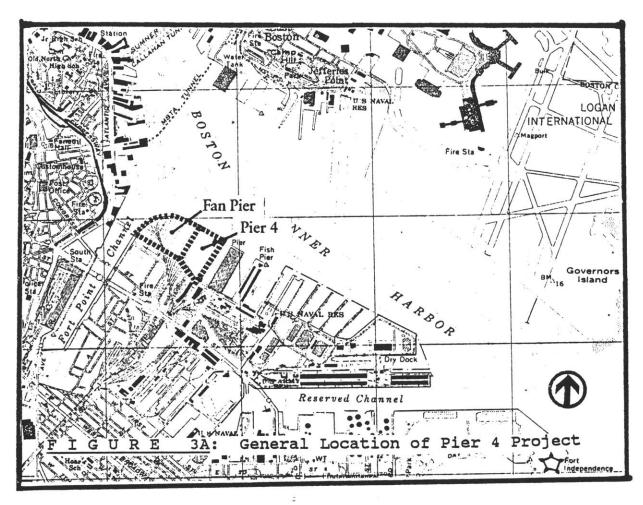
improvements are examined.

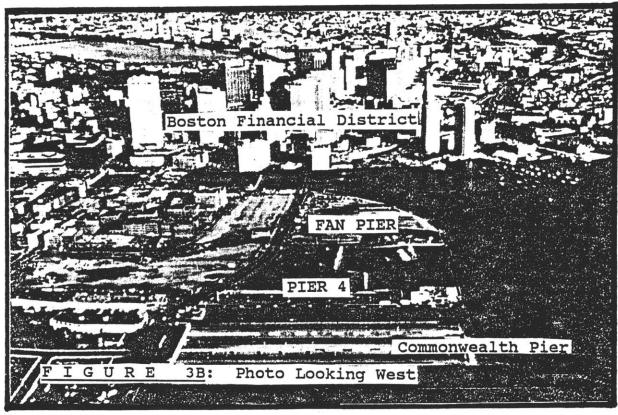
Chapters 3 through 5 are concerned with financial analysis of the proposed Pier 4 development. The first of these chapters introduces the analytic framework designed to standardize study of the six uses and three phases. Financial criteria most heavily relied upon are defined and assumptions explained. The second of these chapters is an extensive look at the critical attributes of each Rates of return, capital requirements, and component. likely contributions to or demands on the rest of the project vary broadly by component. The last financial analysis chapter looks at the development as a whole and focuses on the large equity requirement for Phase 1. Potential methods of reducing this constraint, possible project-wide impacts from external risks and the need for phasing are briefly analyzed.

Chapter 6 discusses those resources and skills brought to the Pier 4 project by the Athanas family and Ellen Watts, President of Boston Mariner, the family's one-year old development company. The financial resources the family could contribute to a joint venture or pledge for credit include the Pier 4 parcel, the Fan Pier ground leases and sales options, and restaurant earnings. Besides financial resources, the principals of Boston Mariner can bring to any real estate development effort a range of business, political and professional skills. This competence must be channeled into development

management and used to compensate for some lack of experience in projects of this scale.

The final chapter considers the options available to the Athanases and Boston Mariner as they proceed with the development. The conclusions suggest that they will need partners, that as much value as possible should be created before final alliances with partners are made, and that those partners might better be chosen pragmatically for their ability to mitigate the risks and meet the demands of the development's uses than philosophically for their fit with a preconceived structure.





PHYSICAL CONTEXT

Many of the risks related to the Pier 4 development rise from its physical and political context. Discussion of the latter, issues of approvals policy and needed public infrastructure, will be largely deferred to the following chapter.

The Fan Pier and Pier 4, both of which the Athanas family owns, are located on the northern tip of the north end of South Boston, an area of roughly 600 underdeveloped This area is bound on the northwest by The Fort acres. Point Channel, which separates it from Boston's financial district; on the northeast by Boston Inner Harbor, which separates it from Logan International Airport; and on the south by the Reserved Channel and the rest of South Boston. Site opportunities and constraints may best be analyzed by looking at attributes of the parcel itself and three key locational relationships -- the jump across Fort Point Channel from downtown Boston to South Boston, competitive position of the Athanas property within northern end of South Boston, and the intertwined fates of the Fan Pier and Pier 4.

THE JUMP ACROSS THE CHANNEL

The inevitability of Boston development jumping

Fort Point Channel into South Boston has been a matter of

speculation for almost two centuries. In 1804, the Mount

Proprietors, flush with profits from Vernon development of Beacon Hill, bought through purchases much of what was then Dorchester Neck. I the land had been assembled, the General Court obligingly annexed it to Boston, disregarding the protests of Dorchester, and simultaneously granted this small group of land speculators the right to construct and operate a toll bridge to newly renamed South Boston. This first bridge, some 1550 feet long and known locally as the "Bridge of Sighs," became quite popular as a social gathering spot because of the panoramic view it offered back toward the city of Boston. However, subsequent free bridges precluded any chance of profit on the venture for the Mount Vernon Proprietors.

In the nearly two hundred years since that first connection between Boston and South Boston, landfill on both sides has reduced the widest remaining gap between them to roughly 600 feet, the views back toward the downtown skyline have grown more spectacular, and yet the debate has continued regarding the feasibility of large-scale development jumping across the channel. Doubters rest their arguments on a long history of proximity without parity, the present underutilization of much of northern South Boston, and office location preference studies. A survey of potential space users in the 1970s found few businesses entertaining a move to South Boston's Fort Point Channel area. 2 Interestingly, when asked to

rate locational attributes comparatively, respondents graded the area favorably. Perhaps the inability of those queried to imagine the area built out with first class office space limited their level of interest.

Proponents of the move across the channel point to the scarcity of viable downtown sites and the geographic preferences of current political powers on the Boston side of the channel. On the South Boston side of the channel, they point to mounting individual instances of approaching equality in real estate values and recent development. Some, like Anthony Athanas, have also based their beliefs on a vision of a city curling around Boston Inner Harbor much the way harbor-based cities have developed in other parts of the world. Those with this more optimistic outlook have often originally been outsiders, perhaps possessing more patience and perspective than local residents.

Examples of success include The Pier 4 Restaurant, opened by Anthony Athanas in 1963. Long one of the top ten grossing restaurants in the nation, it seems not to have suffered from its location. Similarly success was found on the east side of the channel by English and New York investors who purchased the Boston Wharf Company and its 3 million square feet of older buildings for \$12 million in 1971. Their space now rents for \$4 per square foot on the low end and as much as \$24 per square foot in

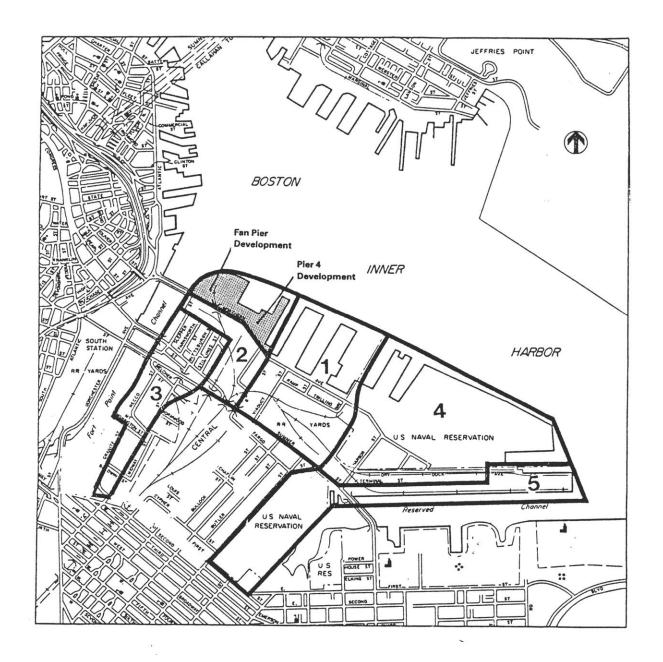


FIGURE 4: COMPETITION in Northern SOUTH BOSTON

- 1 Massachusetts Port Authority
- 2 Cabot, Cabot, & Forbes
- 3 Boston Wharf Company
- 4 Economic Development and Industrial Corporation
- 5 Massachusetts Port Authority

fully rehabilitated buildings.³ Rents in the mid-\$20s per square foot are at parity with those received for equivalent space in much of Boston.

Recent development activity is exemplified by two projects opened in South Boston in 1986, the Boston Design Center near the western end of Reserved Channel and the World Trade Center, an 850,000 square foot rehabilitation of the Commonwealth Pier building just to the east of the Athanas's land. Despite these positive trends, the Pier 4 development retains some market risks directly associated with the jump across the Fort Point Channel to what remains a frontier location for a large, mixed-use development.

COMPETITION WITH THE NEIGHBORS

Large chunks of the northern end of South Boston are owned by development-oriented private companies The enormous potential impact public agencies. development in this area can be gauged by noting that three quarters of the 600 acres were developed commercially at a floor area to land ratio (FAR) only 1.5, all of Boston's first class office space, or roughly 30 duplicated. feet, would be Not million square transportation systems unexpectedly, the and infrastructure in place will support only a small fraction The Fan Pier and Pier 4 projects alone of this buildout. would burden beyond the breaking point some of the local

traffic routes if improvements are not made over the next several years.

Crucial characteristics defining the competitive position of Fan Pier and Pier 4 within this community of potential developments are the early planned buildout and the premier relative location of the Athanas parcel. Ιf being among the first large developments across the Fort Point Channel adds an element of pioneering risk, it mitigates other risks. Neighbors with the same long term intent are reluctant to offer objections to proposals which precede their own, both for fear of setting selfdefeating precedents and because the temporary status of their property precludes their proclaiming the sanctity of the status quo. Because the properties are not yet developed, they are also unable to effectively block-out claims to infrastructure. Any unequal burden for public works required in the future is more apt to fall upon later developments than those that have some time to grandfather rights to services.

Lying at the apex of Boston Inner Harbor directly across Fort Point Channel from Boston's financial district, the Fan Pier and Pier 4 parcels have less locational risk than land further out. The projects will have less marketing risk than they would at an interior location and will have less adverse impact on the northern sections of South Boston by being on its border.

Transportation systems and infrastructure needed by potential competitors further away from Boston's central business district will necessarily improve the Athanas site as well. Perhaps particularly fortunate is having development-oriented government agencies east of the site.

FAN PIER - SHARING FATE WITH PIER 4

Though being developed by different entities, the Fan Pier and Pier 4 have futures inextricably intertwined. They share, in addition to a boundary, a common origin, a common underlying ownership, and overlapping development periods. Including 25 acres of land and pier structure as well as 10 acres of open water, together they constitute a spectacular key parcel whose size will support at an FAR of 4.27 roughly 4.5 million square feet of mixed-use development. To relate this to a recent Boston project, the full buildout represents 20% more developed space than Copley Place on 2.5 times the land area.

Nonexistent except as tidal flats in the early 1800s of the Mount Vernon Proprietors, Fan Pier and Pier 4 were filled in two separate periods, the twenty years before 1890 and the five years following 1969. Although the site holds no extraordinary subterranean risks, bearing capacities of the fill and underlying strata and the need to contend with the waterfront would favor a common contractor and carefully coordinated excavation, foundations and substructure.

Also favoring either a linked development or an earlier start on the Fan Pier are the relative locations of the sites and the stream of cash flows that will flow from it via a participating ground lease. Lying between Pier 4 and the Fort Point Channel, development of the Fan Pier is a necessary link to Boston's financial district and downtown.

Anthony Athanas, who assembled the sites over several decades following 1959, has long wanted a major hotel to anchor the combined land parcels. After acquiring permits to build one himself in the 1960s, backed out of the endeavor because he couldn't prove it financially feasible. With this in mind and feeling that the family couldn't come close to developing the whole site with their own resources, the Athanases have executed a series of 65-year ground leases and land purchase options with HBC Associates, a joint venture between Hyatt Hotel and Carpenter Company interests. These agreements cover almost two-thirds of the combined site and will produce, as the Fan Pier is built out, a significant stream of cash flows which could be used as a source of funds or collateral for the Athanas's development on Pier 4.

The common development period of these two mixeduse projects will make it easier to establish the area and will allow joint marina development, symbiotic site

planning, and a common or interactive retailing scheme if The contemporary buildouts at Fan Pier and it's desired. Pier 4 will also produce some problems. Each project will the other's stiffest competition be probably aggravate any absorption problems. For the Athanases there are further risks. At the same time that it produces a link to Boston, the Fan Pier project may serve to block some of the market from Pier 4. Potentially more serious will be the family's enormous concentration of income-producing assets in one location. The Pier 4 restaurant, the Fan Pier ground leases, and the Pier 4 development will reside on one 25-acre parcel all subject to the same external factors. Because the impact of something like a poorly managed local transportation construction project could be enormous on all three of those assets, a greater than normal financial margin should be maintained.

The intertwined fates of the Fan Pier and Pier 4 developments mean that these natural competitors have an intense mutual interest in creating an appealing area. That this need for the other to succeed might be a little stronger for the Athanases may be offset by the additional margin created by their leasehold interest and by their onsite diversification with interests in two separate developments and an outstanding restaurant.

THE SITE ITSELF

Pier 4's waterfrontage, relationship to current transportation systems, and existing restaurant give rise to major site-defined opportunities and constraints. Water on all but the southern side of the site is an enormous amenity for all of the project's proposed uses. It facilitates creation of Boston Inner Harbor's largest protected marina, decreases the apparent density of the development, and frames great views of the city and In an age of open and stringent review processes, water frontage also means there are fewer neighbors who could be adversely impacted by development. Shadows, for instance, will fall largely either on the site or on the water. A major constraint caused by the water is the additional site costs imposes, particularly when coupled with filled lands and the need for multiple layers of underground parking. second constraint is the presence of increased winds water's edge and the need to plant and plan the accordingly.

The extent, schedule, and likely impact of future road improvements on Pier 4 will be discussed later in the section on politics. The site's relationship to existing ground and air mass transit systems produces both opportunities and constraints that will have to be addressed and managed by the developers. Pier 4 is roughly three quarters of a mile from South Station, a

node on the Red line, the Boston metropolitan area's busiest subway. South Station is also a collector and transfer point for commuter rails. Though some will not find three quarters of a mile too far to walk, many others will. Existing bus lines between South Station and the site will have to be expanded or supplemented.

Only several miles from Logan International, transport from Pier 4 to the airport may be by water taxi or shuttle, or overland. Attention will have to be given to making either or both methods of connecting with flights convenient. Noise from Logan, particularly that created by planes taking off from Runway 9/27, will have to be mitigated in construction but then will fall within FAA guidelines for compatibility with residential areas.

The continued presence and operation of the Pier 4 restaurant and the need for continued parking on the site during development will pose some construction management problems. At the same time, the restaurant will draw a steady stream of potential users past the site.

POLITICAL CONTEXT

The right to develop Pier 4, the cost of exercising that right, and the eventual reward for having done so are all profoundly affected by political context. For all large projects in Boston the permitting and approvals process is a gauntlet of national repute. Many developers find the demands for private subsidy of public services and amenities an additional threat to profitability. The owners of Pier 4 must be concerned as well with the probability and timing of major transportation improvements.

MANAGING THE APPROVAL PROCESS

The Athanas property is located within a strongly Democratic community, city, and state. Though these different levels of government often disagree on policy, they can serve as a formidable force when their interests are aligned. The city's development review process relies heavily upon the Boston Redevelopment Authority (BRA) and, by extension, the Mayor's office. This concentration of power, the lack of modern zoning (almost nothing can be built as of right), and the extent of local design interest sometimes combine to make Boston one of the toughest places in which to build.

In Boston's Back Bay, New England Life, parent of a nationally respected development equity source and a near

blueblood among the city's corporations, unwittingly spent three years and \$30 million preparing to build half of a project they thought had been endorsed earlier by all key city officials. 4 Local foes of the project are pressing for further concessions. Near the Inner Harbor on other side of town, a less composed development team Donald Chiofaro has reacted caustically to the BRA's assertion that a highway ramp relocation problem will necessitate city approval of a new building design. 5 is the 35-story second phase of the 1.6 million square foot International Place office and retail project. Mr. Chiofaro had earlier threatened to withhold payments to the city for land and "linkage" if his right to move the ramp was not conceded. Rejection of the relocation of ramp came neither from Mayor Raymond Flynn nor from the BRA director Stephen Coyle. Rather it was issued by Massachusetts Transportation Secretary Frederick Salvucci. The extent of (political) coordination among these offices not been divulged. For both New England Life and Donald Chiofaro, the loss of major amounts of floor space will drive up the finished cost per square foot.

Boston Mariner, the development company chaired by Anthony Athanas and operated by Ellen Watts, has managed the approval process to date with uncommon skill. The Draft Environmental Impact Report submitted jointly for both Fan Pier and Pier 4 has set new standards for thoroughness. James S. Hoyte, Secretary of the

Massachusetts EOEA in his certification letter, stated, "The Draft EIR prepared for this project goes well beyond both the breadth of coverage and the depth of detail that is customary in EIRs... The proponents and their consultants are to be commended for the Draft EIR and for their support of informed public review in the best spirit of the Massachusetts Environmental Policy Act." 6

Pier 4 and Fan Pier were the first developments to apply for and receive approval of Master Plans for Planned Development Areas (PDAs), a procedure for major city sites of over five acres. The Boston Globe reported, "Approval . . . was given in less than a minute after a public hearing on the planning proposals ended. While some initial concerns were expressed at the hearing, no actual opposition was raised."

The Boston Herald stated, "There was no opposition to the development voiced at the public hearing which ran more like a testimonial to Athanas."

The respect shown Anthony Athanas in the approval arena rests upon his longstanding investment in the community, his personal dedication to a hands-on work ethic, and his relentless cultivation of friendships over the years. Ellen Watts brings to the process an educational background in design and development, and a well-focused professionalism. Between them, Mariner has demonstrated an ability to contend with the politics of the approval process that by itself would be a major

contribution to any development effort. With a Boston site, this skill may be needed not only during the preparation and presentation of the final Pier 4 EIR in the Fall of 1986, but again and again throughout the project's long buildout.

HOUSING POLICY AND IMPACTS - PUBLIC BENEFITS/PRIVATE COSTS

The direct cost of subsidizing housing, the potential political cost of subsidizing the wrong housing, and the opportunity cost of diverting entrepreneurial energies to address these issues are all a function of Boston's "affordable housing" policies. Perhaps just as important to both the Pier 4 development's profitability and the affordability of future Boston housing is the city's ability to regulate residential construction and its competitive environment.

Sparked by the property tax limitations of Proposition 2 1/2 and carried aloft by the recent local economic and building boom, Boston's affordable housing policies sometimes seem an ever-widening gyre rather far from earth. Local powers have recently been promoting as many as four schemes simultaneously.

Least threatening of these schemes to Pier 4 are parcel-to-parcel linkages, both formal and informal. The BRA has recently promoted a program linking development of hotly pursued downtown city controlled sites with less

popular sites in the surrounding neighborhoods. In one such recent proposal, 70% of the combined \$350 million investment was expected to go to the neighborhood project, only 30% to the downtown lure.

Another more traditional but unwritten form of parcel-to-parcel linkage was employed earlier this summer. In a highly publicized apartment tour, Boston Mayor Raymond Flynn castigated local developer Rosalind Gorin regarding code violations and the need for repairs. He was undoubtedly cognizant of, and using as leverage, her hope to be designated developer of a major new Boston Garden complex.

In the third plan, not parcel-to-parcel, Boston's zoning code provides for formal linkage fees for all large new hotel, office, and retail developments. Recently changed from \$5 per gross square foot spread over 12 years to \$6 over 7 years, these fees were the subject of a recent compromise between Boston Mariner and the BRA. 10 Pier 4 would base its fees on a schedule of twelve annual payments of \$.50 per foot of gross developed space. If finished building costs are \$250 per foot, these fees would amount to roughly 2 1/2% of costs before discounting back to present value.

Two realities complicate the linkage issue for all developers in Boston Mariner's position. First, Superior Court Justice Mel Greenberg decided in March that Boston's

linkage provisions are neither enabled by Massachusetts law nor classifiable as fees (as opposed to taxes). 11 Rather than casting doubt on whether Boston will receive linkage money, in most cases this has merely made uncertain what form the payments might take. Rather than stay in suspense many developers have struck "voluntary" agreements with the BRA.

Second, even when legal there has always been a plethora of possibilities under Boston's linkage plans. Developers could pay into a trust fund, find and finance a residential builder, or construct housing themselves. Even before Judge Greenberg's decision, the trust fund attracted criticism because it had neither dispersed money nor budgeted real projects. Choosing one of the more proactive affordable housing alternatives might be more socially responsible but also exposes a developer to a minefield of political risks. Boston's neighborhoods possess pride and autonomy, perhaps none more than South Boston. The current city administration under Mayor Flynn is dedicated to strengthening neighborhood identity. This dedication includes a fair housing plan allowing up to 70% neighborhood preference in publicly-assisted housing This preference has drawn the ire of the developments. Massachusetts Commission Against Discrimination and its Chairman Alex Rodriquez. They feel the neighborhood preference may be discriminatory when applied historically segregated communities such as South Boston.

Whichever of the linkage-related affordable housing alternatives the Pier 4 developers choose, or if synthesize a new course, there will be political problems to be managed. Just as in the approvals process, the skills and respect the principals of Boston Mariner exercise and command within the community will be of critical value. If they choose an active role creating subsidized housing, the developers must be wary of diverting too much of their energy away from their main task, ultimately for the sake of the community as well as themselves because the Pier 4 development will have a community presence long into the future. Additionally, in an environment where everyone cuts their own deal, they must be careful that amounts extracted from them are not excessive relative to payments made or efforts expended by competitors.

Boston's fourth and latest affordable housing scheme, inclusionary zoning, would undoubtedly tax the entrepreneurial energies and profits of the Pier 4 developers. This policy requires ten percent of a residential development to be set aside for low- and moderate-income families. Operating like a flat tax rather than the more regressive linkage fees, this type of zoning would be enormously expensive for high end projects. Despite recent backing by the governor, there is no evidence that inclusionary zoning would be any more legal under the state's zoning enabling acts than Boston's

linkage provisions. There is, in addition, a real concern about providing a few low or moderate income citizens with housing costing \$250 per square foot and selling for \$300 to \$400 per square foot when the same amount of money could serve far more people if applied in a more modest means.

Housing prices are ultimately a function of demand Supply enters the market only with the supply. permission of government legislators, administrators and regulators. Housing starts of all types are at record levels for both Boston and Massachusetts. During the first half of 1986, state starts hit an annual rate of 50,000 new houses, a thirteen-year high equivalent to an annual flow of 2 1/2% of the housing stock. 12 As of middle of July 1986, the city of Boston had recorded over 2,300 year-to-date housing starts or almost 50% more than in any full-year between 1975 and 1984. 13 statistics reflect a powerful elasticity of supply in reaction to governmental encouragement, lower construction period interest rates, and strong local home price appreciation. This appreciation reached 50% in real terms between the third quarters of 1983 and 1985. 15

Annualized 1986 Boston housing starts should surpass Mayor Flynn's goal of 3,400 and are well in excess of the current household formation rate. City officials realize that starts alone will help affordability and are

being accordingly accommodative. Pursuing a similar policy the state has gone as far as threatening to withhold funds from areas where housing developments are being unreasonably discouraged by local governments. These policies encouraging supply will surely affect Pier 4 more by setting the competitive environment for its residential units than by relieving the need for contributions to affordable housing.

HARBORPARK - PUBLIC AMENITIES/PRIVATE BENEFITS

If affordable housing is a public benefit with private costs, Boston Inner Harbor is a public resource of enormous potential private benefit. Even the highest-end private developments may gain from addresses adjacent to Central Park in New York public amenities. underwrites a vast amount of private wealth. Donald Trump considered the view to it a steal at \$2 million when he bought Tiffany's air rights. In Boston the Commons has recently provided a local example of the same phenomenon. Condominiums at The Four Seasons which overlook the Commons are selling for between \$75 and \$125 more per square foot of salable living space than condominiums facing in the other direction. 16 This price differential is understated because the Commons is north of The Four Seasons and the lower-priced units have a southern exposure, traditionally more desirable.

Extensive water frontage and the largest sheltered

marina in Boston Inner Harbor will create enormous value for the Pier 4 project. If, for example, the harborside site adds \$100 per salable square foot to one half of the condominiums in the Pier 4 project, the value created would approach \$30 million.

The city of Boston is in the midst of enacting the first stages of HarborPark, a comprehensive plan to rebuild and extensively upgrade the city's harbor areas. One of the first projects in this plan is Harborwalk, a seven mile waterfront public park beginning in Charlestown and ending at Pier 4. Portions of the HarborPark system will receive in excess of \$40 million of public financial support. 17 Even though the Fan Pier and Pier 4 projects will be paying for the cost of public improvements upon their sites, the connecting offsite improvements and the change in focus from other parts of the city to the waterfront may more than compensate the developers. Rowes Wharf, a mixed-use project almost directly across Fort Point Channel from the Athanas property and a part of the HarborPark/Walk system, has recently set new records for condominium prices in Boston -- signing contracts on all 100 units in 100 days at prices reputedly averaging \$435 per square foot. 18

There are often doubts as to whether increased public access to a developed site won't decrease its value and increase its operating costs. Undoubtedly, some

operating costs are increased by such access. But realistically there is little possibility of gaining the right to build out a parcel as large as Pier 4 in a city as large as Boston without providing public access. Given this reality, a lofty public sector ambition for the parcel's waterfrontage may be the best complement for a well-crafted site plan which commands the behavioral respect of all of the site's future users.

TRANSPORTATION IMPROVEMENTS -- COSTS AND BENEFITS

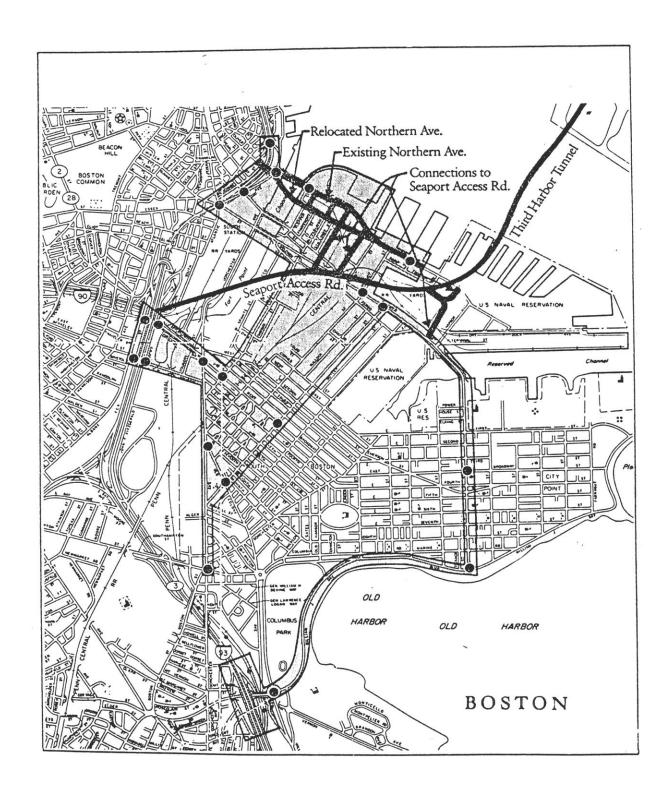
Perhaps no area related to politics will affect the Pier 4 development's long-term feasibility more than the enhancement of offsite public services. Improvements are needed in utility infrastructure, existing rapid transit and roadways.

Changes needed in the current sewer, water, power, and gas systems of the Fort Point Channel area are expected to pose neither undue financial burdens nor undue delays for the Pier 4 project. A neighboring developer, Cabot, Cabot and Forbes, has suggested a new utility conduit be run through the Fort Point Channel area. Government officials have expressed wishes that developers carry some of the new utility costs. In a worst-case scenario, California precedents following in the wake of their 1978 property tax limitation bill, Proposition 13, could be enacted in Massachusetts. There, tax exempt "Mello-Roos" bonds are issued by municipalities to pay for

infrastructure within an assessment district but are backed only by privately held real estate. 19 Regardless of the method of financing improvements in Boston, however, they are not expected to be a crippling problem for Pier 4.

Similarly, recent and continuing improvements to the MBTA Red Line which indirectly serves the site are expected to be able to accomodate any extra demands placed on the line by both the Fan Pier and Pier 4 developments. In the very long run there is a chance that a Red Line spur will connect South Station, the Athanas site, and Logan airport. Such a spur would be of enormous value but its degree of uncertainty at this point precludes depending upon it. In the immediate future, as discussed earlier, the developers will have to assure convenient links to both South Station and the airport via bus, water shuttle, or otherwise.

potential infrastructure Of all the and transportation system improvements pending, those involving roads and highways are likely to have the most impact on the Pier 4 development in every time frame. the short term a new Northern Avenue and Northern Avenue bridge are prerequisites for the development of Fan Pier and Pier 4. This \$12-\$14 million project, in the design stage since 1972, is so important its commencement triggers specific performance in the ground lease between



F I G U R E 5: ROAD IMPROVEMENTS

the Athanases and the Fan Pier developers. Long held up by a suit brought by the Boston Harbor Associates against the city and a debate between open and fixed span proponents, it now appears construction will get underway by the spring of 1988 and be concluded by 1990. Without these improvements traffic in the Fort Point Channel area would be brought to a halt by continued development activity. With them the gap between Boston's financial district and the Fan Pier and Pier 4 will be narrowed further.

In the intermediate term, 5 to 10 years away, a Seaport Access Road and Third Harbor Tunnel connecting the Massachusetts Turnpike, the Southeast Expressway, and Logan Airport could have immense impacts on Pier 4. matter of political strategy, this \$1.5 billion project has been linked with the Central Artery Depression project by Massachusetts Transportation Secretary Frederick P. Salvucci and others. 21 22 23 As discussed below, it has not yet received Congressional funding. This road, passing to the south and east of Pier 4 would effectively give the site a more central location by passing outside of it relative to downtown Boston. Those travelling to Logan from west of Boston via the Turnpike or south of Boston via the Expressway would naturally pass by the Pier 4 neighborhood rather than the current financial district. The Third Harbor Tunnel is expected to eventually carry 50% of the traffic to and from the airport. Commuters

from the same suburban locations would be able to get to offices at Pier 4 more easily than to current downtown space. Connector roads would go almost directly from the Pier 4 site to the Seaport Access Road.

In the long-term this large public project will undoubtedly enhance the value of Pier 4's location. During its construction however, the adverse effects could costly unless great care is taken to mitigate disruption of the local area. Mayor Flynn and his Transportation Secretary Richard Dimino have started skirmishing with the state regarding uninterrupted local access and the need for measures to protect or compensate small businesses and residential neighborhoods. Proper public management of this large construction project will be enormously important to the developers of Fan Pier and Pier 4 and in particular, to the Athanases because of their local concentration of income-producing assets -the restaurant, the Fan Pier ground leases and the Pier 4 project.

In the long term, 10-15 years, the billion dollar Central Artery Depression project should further unify the Fort Point Channel area and Boston's financial and downtown areas. The design and engineering portions of this and the Seaport Access Road and Third Harbor Tunnel project discussed above, have been funded and will take approximately 3 years. The projects themselves have not yet been funded. The Federal Highway Administration has

long argued that the Central Artery Depression is not eligible for funds because it is a rehabilitation rather than a new project. Consequently, the combined projects may only be financed with gas-tax trust money designated as recipients specifically by Federal Though a preliminary version of House of legislation. Representatives legislation notably includes the Central Artery, there is no assurance the Senate or Conference Committee versions will follow suit. If the funds are not legislated this fall, the next chance will be 4 years later. If the funds are voted this fall, there is no way of assuring their early availability from the gas-tax trust fund which must first accumulate them.

Given the long-term impact of these transportation improvements on the Pier 4 project's locational value and the potentially adverse construction period impacts, continual monitoring of their progress is a necessity. Given the importance of transportation systems and the magnitude of possible future developments in the northern end of South Boston, it seems a shame there are apparently no contemporary planners the magnitude of Bulfinch or Olmsted working on the problem.

FINANCIAL ANALYSIS - FRAMEWORK

The Pier 4 development is eminently feasible as presently configured given the accuracy of the costs and revenues assumed. Ascertaining the accuracy of those assumptions, which are discussed briefly below, was well beyond the scope of this thesis but will remain a critical challenge for Boston Mariner throughout the buildout period. Because the Pier 4 development is still in the formative stages, physically and financially, the task undertaken was to create and apply a standardized but flexible analytic framework which would allow both a critical comparison of the viability of each component and an assessment of the component's contribution to the whole project on a phase by phase basis.

The current program has six distinct revenue producing uses. In total there are 500 condominium units, 290 hotel rooms, a little less than 500,000 rentable square feet of office space, and a little over 50,000 square feet of retail. Below ground is a four-level 2,650 car garage. A 180 slip marina lies to the north and either side of the site.

All of the uses, and all of the hotel, are present in the first phase. The first phase has grown to represent almost 50% of total costs (about \$200 million) and 45% of built space (about 740,000 gross square feet). Individual components have seen larger proportional

changes. The hotel is now more than 50% larger than initially planned. The retail space is less than half its former self.

In contrast to the complexity of the development, an attempt was made to keep the financial criteria scrutinized as simple as possible. Static gross margin and return on asset calculations were used along with several discounted cash flow measures to evaluate overall profitability. The variations among components are tremendous. In Phase 1, for example, the hotel produces the highest net present value, over \$15 million, but also requires by far the largest investment of equity, nearly \$30 million or one half of the total for the phase. The highest rates of return are produced by the marina, garage, and condominiums.

Equity required over time and the composition and timing of returns were relied upon to indicate a component's financial importance to the whole project and its relative need for capital. The condominiums are expectedly the largest early generator of cash to subsidize the rest of the project, producing over \$10 million of after-tax net gains 4 years from the start of construction. Selling garage spaces and marina slips can also contribute to front-end fundraising.

More specific definitions of financial criteria and an examination of the assumptions employed in base case

analyses follow. The next chapter contains one by one considerations of the individual components of the Pier 4 development. Where appropriate, competing uses on the Fan Pier and terms of the ground leases or sale options that apply to them are discussed. Issues of importance throughout this financial analysis are the effects of the long total buildout time and the potential results of changes in Federal tax policy. Finally, external risks such as some of those introduced in the chapters on site and political context and the interaction of the parts to form a synergistic whole are considered.

A description of the computer program which was written to serve as an analytic framework is deferred to the Appendix. This program represents a major portion of the work of this thesis and includes a great many details entirely left out of the discussions. Nearly comprehensive printouts of results and backup schedules for base cases of all three phases are included in the Appendix, along with shorter summary printouts of analyses run for specific reasons.

FINANCIAL CRITERIA

Gross Margin: The gross margin on sales before income taxes was calculated for all units sold outright, i.e., condominiums and some of the garage spaces and marina slips. This is simply the percentage by which

unescalated sales proceeds exceed unescalated costs before deducting taxes on the gain.

Return on Assets: As used here return on assets is stabilized net operating income divided by investment cost. Net operating income has neither been reduced by the sporadic cost of lease turns (commissions and refurbishment) nor by linkage fees which are not a perpetually recurring expense. A more sophisticated analysis would at least have annualized the turning costs. Investment cost includes land, hard and soft costs. Operating deficits before stabilization are not included in costs. As with gross margin, no escalation has been imputed in calculating return on assets.

Net Present Value: The value of a future stream of cash flows plus an initial investment after discounting each individual cash flow back to the first day of investment at a specified rate. Only after-tax cash flows are investigated in this paper. The discount rate used is 8% which corresponds to 12.3% before tax in a 35% tax bracket (anticipated new law) or 16% before tax in a 50% tax bracket (old law). The after-tax cash flows used in figuring net present value incorporate all escalation assumptions. The base case analyses assume a 4% annual inflation of costs, revenues, and expenses.

<u>Internal Rate of Return:</u> The single after-tax discount rate that would have to be used to make all

future cash flows exactly balance an initial investment. This is a weighted average rate of return on the fluctuating amount of funds invested. Unlike net present value, this measure is separable from the quantity of the investment and returns.

Cumulative After-Tax Cash Flow: This is a running total of the amount of money after income taxes a single investor would either be out-of-pocket or have received as a net return through any given point in the development's For any capital constrained developer it is important to anticipate both the maximum equity required and the cash position of the project as it evolves. The financial analyses of the three phases of the Pier 4 development assume 2 years of design and 2 - 2 1/2 years of construction. Cumulative cash position at the end of year 6 has been used throughout the discussions which follow as a key indicator of a component's ability to help finance other uses or need to be underwritten. the cumulative cash position at the end of year 6 is very sensitive to both absorption rate and the level of permanent financing justified by early operating results, it serves as a barometer of financial pressure. net present value and internal rate of return, cumulative cash position does not involve discounting.

Composition of After-Tax Net Present Value: Net present value has been partitioned into five components for each use -- investment, cash flow from operations,

taxes/benefits from operations, cash flow on project sale, and taxes/benefits from sale. This partitioning shows the relative performance of the different uses. Particularly telling is the ratio of cash flow from operations to investment. Those uses which depend upon a gain on eventual sale are inherently riskier than those which do not.

All of the uses analyzed except the condominiums assume a sale of the development at the end of the 15th year of each phase based on capitalization of the 16th year's net operating income. Each of the three phases has been analyzed as a separate project without presuming the length of time between the start of one and the start of another. This preserves flexibility but means that care must be taken when adding or superimposing several phases. Costs and revenues, e.g., should be escalated in proportion to the gap assumed.

ASSUMPTIONS

Key assumptions were made in the areas of costs, revenues, financial and market terms and conditions, and the allocation of costs among different phases and components. Land, hard and soft costs were derived from distinct sources.

<u>Land:</u> Although the Athanas family owns Fan Pier and Pier 4 outright and has a much lower than market

basis, land costs of \$2 million per acre were imputed in order to simulate both a realistic cost and some of the burden that might be imposed on a joint venture. Prices of nearly \$1 million per acre before escalation from July of 1983 are being used as a base for calculations in the Fan Pier ground leases.

Hard Costs: Hard construction costs for Phase 1 were taken from sections of a May 1986 professional estimate done for Boston Mariner by Wolf New England of Worcester, Massachusetts. The component specific hard costs range up to \$122.50 for the condominiums of Phase 1 which are located in a small footprint 36-story tower. These estimates have 10% "design/estimating" contingencies at the component levels. When compounded by a total hard cost contingency of 5%, there is a 15.5% premium over system costs.

wolf New England has done more than half a dozen estimates for prior Kallman, McKinnell, & Wood (KMW) designed projects and should have commensurate takeoff skills. KMW have undoubtedly been maligned beyond reason regarding the construction costs of their award-winning design for Boston City Hall. But as with all good architectural firms, particularly those known for their commissioned work, care must be taken to ensure the economic efficiency of the designs in a speculative marketplace.

Foundation: One of the few problems with allocating the hard costs involved the foundation. Wolf 100% of all foundation costs to allocated Because it is unrealistic to assume that a substructure. 400 foot tower and 6-story office building would impose no additional foundation costs on an underground garage, a variable was created within the financial analysis to reallocate some of the foundation costs to nongarage uses. The Phase 1 base case imposes only 75% of total garage and foundation costs of \$34.6 million dollars upon the garage.

The soft costs used for permits and Soft Costs: approvals, architecture and engineering, and other development overhead were supplied by Boston Mariner. coupled with the land and hard costs, When development costs per net rentable or salable square foot from \$223 for office space to \$265 for the The realistic competitiveness of these condominiums. costs must be addressed by Boston Mariner. The danger of budgeting and incurring high costs is greatest in ebullient markets where discipline with regard to costs is shouldered aside by the rush for profits. Because Boston has enjoyed a more exuberant market the last several years than much of the nation, concern is warranted. In some cities the size of Boston, the sales price of office space has never reached the costs projected for Pier 4. Miami, for example, office prices peaked several years ago at \$210 per square foot. 24 Historical cost differences (roughly 15% in 1984 between Boston and Miami --- MEANS) are not enough by themselves to explain the contrast.

The office revenues projected for this Revenues project, \$35 per rentable square foot are in line with downtown levels and about 8% below the premium rents of \$38 reputedly being contracted at Rowes Wharf. revenues are similarly near but not at the top of the Boston market. Condominium sales prices of \$375 per foot are within about 15% of Rowes Wharf prices reportedly averaging \$435. With the exception of the hotel the revenues used for the financial analysis come mainly from Boston Mariner although recent consultations they have had with a garage expert suggest those figures may be The hotel rates for rooms, food and too conservative. beverage, and other income have been drawn from a professional market study done by Pannell Kerr Forster. (PKF), a leading hotel accounting and consulting firm. 25

Financial and Marketing Terms and Conditions:

Financial and marketing terms and conditions assumed are set out along with the rest of the assumptions in the "Development Assumptions" tables in computer printouts in the Appendix. Escalation of both costs and revenues was assumed to be 4% per year for the base cases. Because of the cyclical nature of real estate and the decade long development period of Pier 4, it was thought untenable to rely upon recent trends suggesting faster appreciation of

revenue than cost.

With the exception of an initial occupancy level of 50% in the hotel, one quarter of Phase 1 uses were assumed presold or preleased. Absorption was assumed to take a year and a half for all uses except the hotel which doesn't reach stabilization for 4 years. The effects of changes in these variables have been analyzed for several of the uses.

Allocations Land, site, utility and service costs were allocated to uses based on gross above-ground square feet because FAR is used by the Boston Redevelopment Authority to limit development size. Those soft costs not specifically allocated were divided in proportion to total hard costs.

FINANCIAL ANALYSIS - COMPONENTS

Each component of each phase has particular risks and rewards associated with it. The first phase of the development has been studied more intensely than the second and third phases because its failure would preclude their development as planned. Success of the first phase, on the other hand, would reduce much of the financial risk of the project as a whole.

CONDOMINIUMS

The single most critical financial figure for the condominiums is the cumulative after-tax cash flow. Condominiums represent roughly one quarter of Phases 1 and 3 and virtually all of Phase 2. The 100 luxury units in the first phase, with an average net size of 1,360 square feet and commanding spectacular views of the city and harbor from their perch over the hotel, would sell for just over \$500,000 each. With total anticipated sales prices of \$375 and development costs of roughly \$265 per salable square foot, gross margin before taxes would be roughly 37%. Two garage spaces and a marina slip might add \$100,000 to the selling price and a small percentage to the developer's gross margin.

At the cost and selling prices projected and with an 18-month absorption period, the first phase residential units would generate over \$11 million of after-tax cash flow which could be used to reduce the debt and financial risks of the rest of the development. This necessary cash generation is sensitive to construction cost and selling price. Each \$25 per foot increase in selling price results in roughly \$2 1/2 million of cash. Each \$10 increase or decrease in construction costs produces a swing of roughly \$2 million.

Despite the apparent recent marketing success of Wharf, absorption must remain a prime concern anyone developing housing in an area of low population growth and increasing elasticity of supply. employment and incomes grew more rapidly, Massachusetts's population increased only about 1% in the decade from As discussed in the chapter on politics, 1976-1985. housing stock has recently been growing much faster. An absorption period of 18 months with 25% presales was assumed for the base case Phase 1 financial analysis. absorption is changed from 0 months (100% presold) to 48 months, the internal rate of return on the condominiums decreases from 37% to 24%. This drop is understated because it does not account for the higher carrying costs the rest of the project when the subsidy from on condominium sales is decreased or delayed. As the absorption period moves from 18 to 42 months, the cumulative cash flow six years from the start of construction (year 8) only drops about \$500,000. However, the amount available for use four years from the start of

construction (year 6) falls radically from over \$11 million to just over \$3.5 million. The difference of \$7.5 million represents both a lot of exposure for the owners and a hurdle that would postpone development of later phases.

2 is virtually all Phase As condominiums, residential absorption will also be most critical for it. These are smaller units at just under 1200 net square feet on average and assumed to be almost 15% less expensive to build per foot. In anticipation of more market resistance than for Phase 1, the base case selling price used was \$300 and absorption was estimated to take 2 years. At just over \$350,000, the average selling price is much Even so, following the 100 units of Phase 1 and lower. competing with the 600 units planned for Fan Pier may mean the absorption period used was ambitious. The stakes are intensified by participation through land sales in the condominium portion of the Fan Pier development. Breakeven, an internal rate of return of 0%, would occur in Phase 2 if there were no presales and sellout took 5 years. Because of the linear and repetitive nature of its design, a construction phasing scheme may be possible within Phase 2 which would reduce both the developers' exposure and the effective absorption period.

One of the challenges of mixed-use development is efficiently collecting the diversity of skills necessary

to build the range of uses. Condominiums in particuluar are apt to pose a fits and finishes problem for even accomplished commercial developers unaccustomed to the rigorous demands of homeowners. Both Hank Spaulding, former owner of Spaulding and Slye, and Gerald W. Blakeley, former Chairman of Cabot, Cabot and Forbes, have spoken of personally stumbling when attempting the transition from office building and other commercial work to residential.

Even if the condominiums at Pier 4 are sold in a semi-finished state (primed walls, few floor coverings), the builder chosen to construct them must be able to prove there will be no quality problems with the level of work attempted. This is particularly true at Pier 4 because the most luxurious condominiums will be built first and because the reputation of the 100 Phase 1 units will serve as the marketing foundation for sales of the 400 units which follow in Phases 2 and 3.

From a vantage point preceding both construction and final approvals, the financial risks of the condominiums of Phase 3 are less important than the need to maintain flexibility in programming and to protect the right to respond to whatever market conditions evolve before the project's last stages. The political skills already demonstrated by Boston Mariner in the preliminary approvals process must be kept honed. If, for example,

BRA director Stephen Coyle resolves he has the right to review individual components of the Pier 4 development, Master PDA approval notwithstanding, then Boston Mariner should figuratively file away for its own potential later use a similar right to review and revise earlier plans when appropriate. ²⁶

The base cases for all phases of the Pier 4 development have been run using a simplified version of the Federal tax code expected to be in effect. A 35% tax rate has been assumed for both ordinary income and capital Depreciable life for tax purposes has been set at 30 years (except for hotel furniture, fixtures, and equipment left at 5), the investment tax credit has been assumed eliminated, and losses have been treated as usable only within the development entity. A second version of the financial analysis was run using current rather than anticipated rates. Of all the uses, the condominiums are most favorably affected by the changes. Nearly \$2 million of the cumulative after-tax cash flow generated by the Phase 1 condominiums is directly produced by the rules, in particular the drop in ordinary income tax Peripheral issues such as the continued deductibility of mortgage interest and the possibility of creating tax value by coupling the condominiums with garage and marina space and thereby extending the amount of interest shielded have not been investigated in depth.

HOTEL

hotel is as adversely affected The by anticipated tax law changes as the condominiums are aided. lengthening of depreciation and the change in tax rates drastically cut the amount of tax shelter. for example, the shelter is halved, going from \$2 million to \$1 million. If the losses are further constrained from use against outside income, the remaining \$1 million disappears. Over the life of the hotel the loss of investment tax credits on furniture, fixtures, and equipment and the loss of a low capital gains rate on sale compound the new found tax disadvantages. Finally, they always do, members of Congress are talking about phasing out business deductions for travel, room, meals. The most serious of these potential changes are not necessarily those which would cost an individual hotel the most, but rather those that would cause a competitive disadvantage for newcomers. If the old depreciation and investment tax credit terms are grandfathered for existing hotels, the cost of capital will be raised only for new entrants.

The amount of capital required by the hotel is a second constraint on its developers. Permanent loan calculations using the lesser of an 80% loan-to-value ratio or 110% debt coverage both applied in the second year of operations determined that for the base case,

equity of almost 50% might be needed. (Equity of 40% was not quite enough to assure that a permanent loan would cover the takeout required in the first year of operations.) The equity required for the hotel means that nearly \$20 million of cumulative after tax dollars might remain invested in the hotel at the end of year 6 of Phase 1. Without the hotel, the development might have returned all investment by that time.

With 290 rooms, 40 of them suites, the hotel represents a little over one third of Phase 1 of the Pier 4 development in both above-ground gross square feet and total development costs. Located in the lower half of a dramatic 400' tower which would overlook the site's central plaza and marina and the Inner Harbor beyond, it would be part of the physical landmark most visible from downtown, the harbor, the air, or the eventual Seaport Access Road. Those issues not purely financial in origin but critical to the hotel's economic success include location and timing, competition, and management intensity.

The thorough Pannell Kerr Forster hotel market study might have been improved if it had attempted a correlation of features and hotel success. The lowest vacancy rate among the comparables PKF profiled was 10-15% at the Marriott Long Wharf, the only example detailed of a harborside hotel in Boston. Unfortunately, no attempt was made to distinguish the correlation between waterfrontage

and occupancy from the correlation with other attributes such as age or proximity to Quincy Market or the financial district. The Bostonian and Hotel Meridien, with occupancy levels of 70-75%, early 1980s completion dates within a year of the Marriott, and central locations have also been among the most successful local hotels but have no waterfrontage.

Two locational attributes of the Pier 4 site should improve dramatically with time. Now further by road from Logan International Airport than most downtown hotels, a hotel built on the Pier 4 site would probably be the first on the Boston side of the Inner Harbor after completion of the Third Harbor Tunnel.

Annual increases in airline passengers averaging over 7% between 1980 and 1984 have undoubtedly helped fill local hotel rooms. Continued increases may depend upon airport expansions as well as relief of local road congestion. In a brief skirmish in early July 1986, Federal Aviation Administration officials threatened to impose future flight restrictions on Logan unless expansion plans are started. 27 Local officials responded that geography prevents physical expansion and that numerous air traffic control and navigation efficiencies could be employed if local road congestion didn't prevent flight increases.

The second locational attribute that should improve

dramatically with time is the surrounding presence of office space which will support the hotel's use. BRA figures at the end of 1985 showed a Boston inventory of 11,316 hotel rooms and 42,877,000 square feet of private office space -- roughly 2.5 rooms per 1,000 square feet of office. With an eventual buildout of 486,000 square feet of office, the development's hotel will have more than its proportional share of local office surroundings. In part because of local South Boston traffic constraints, 274,000 square feet of this office space has been deferred to Phase 3.

Certainly office buildout on surrounding sites, including 1,000,000 square feet planned inland of Commonwealth Pier to the east and much more than that on Fan Pier to the west will eventually help supply hotel occupants.

In their most unusual statement, the authors of the PKF market study say, "... the development of the subject hotel in addition to the Hyatt Regency and Rowes Wharf hotels will preclude any new hotel development until the new rooms are absorbed into the market." The last time hotel building stopped because of market conditions was 1928. The next new hotel was constructed in 1956. Either the PKF study should reflect continued additions of competitors or it should show a more serious market wide weakening in projected results of operations.

The stiffest local competition for the Pier 4 hotel will likely be the proposed 800-room Hyatt Regency on the Fan Pier site. Scaled back from 1000 rooms this structure will have some of the largest facilities rooms in Boston and a commanding tower presence on the water. This self-imposed competitor was long felt by Anthony Athanas to be a requirement for establishing the vitality of development on the combined Fan Pier and Pier 4 parcels. With a somewhat broader-based and lower paying target clientele, this hotel and the smaller Pier 4 effort may be able to establish a synergistic relationship, each offering some features and amenities not put forward by the other.

As with the condominiums, the Fan Pier hotel will provide not only competition but also a subsidy through This should provide a minimum of the ground lease. \$8,000,000 of cumulative after-tax cash flow during the 15 years comparable to the Pier 4's Phase 1. These ground lease cash flows also provide a check and balance on the Pier 4 hotel financial projections. At 800 rooms, the Hyatt would provide the owners of the ground lease an after-tax cash flow accumulating over 15 years to about \$10,000 per room before calculating sale proceeds or discounting for the time value of money. By contrast the Pier 4 hotel would provide over \$55,000 per room of cumulative after-tax cash flow before sale. Because of the large initial investment required in the Pier 4 hotel, however, discounted net present values show the ground lease to be more valuable per room at about \$6,400 than the self-developed hotel which has a negative net present value per room of about \$8,400 before sale proceeds. Sales proceeds have a projected worth of over \$70,500 per room after discounting back @ 8%.

The gross revenues of the Pier 4 hotel are projected to be about \$16 million at stabilized occupancy -- in the same order of magnitude as the on-site Pier 4 restaurant. With net revenues per square foot roughly double any other use in the development at \$60 plus and operating expenses more than four times any other use at \$40 plus, the management intensity required by the hotel might be comparable to that of the Athanas's restaurant. Though the Athanases originally contemplated running the hotel themselves, adhering to this policy might well prevent their active participation in and monitoring of the rest of the development.

The hotel is a cornerstone of the current Pier 4 program. But its overall profitability at an internal rate of return of 14% is lower than the site's other major uses. Its capital requirements are severe. Its returns come late. Its management will be more problematic.

Two strategies would seem appropriate in order for the hotel to remain a major part of the program. First, as much bottom line operating risk as possible should be laid off on a well-financed operator or joint venturer. Second, areas of synergy between the hotel and uses on the site in addition to the Phase 1 luxury condominiums must be discovered.

OFFICE

Office space represents roughly one third of the square feet of both Phase 1 of the Pier 4 gross development and of the project as a whole. Absent from Phase 2, it makes up more than two-thirds of Phase 3. Assuming total development costs of nearly \$225 per rentable square foot and rents of \$35, the office component of Phase 1 has equity requirements and an overall profitability intermediate between the other large above-ground uses. The internal rate of return projected As with the hotel, the net present value of is over 18%. the office comes largely from its projected value upon Ten years of operations just about pay back the sale. initial investment after discounting for the time value of Also paralleling the hotel, the office suffers money. enormously under the new tax assumptions, losing nearly \$4 million in net present value because of the anticipated changes.

Three interesting questions can be posed about the office component. First what are the financial consequences if Fort Point Channel reasserts its historical presence as a barrier to real estate values?

Second, what are the results in an office space disaster scenario such as is currently occuring in much of the rest of the country and less spectacularly as close as Route 495 in the outer suburbs surrounding Boston? (Spaulding and Slye's April 1986 Office Market Survey suggests, "effective rental rates have actually declined by 10% - 20%" over the course of a year which has also seen vacancies in the suburbs go from 15 - 20%.) Third, what kind of value would be created by either a joint venture or a long-term master lease with a major office tenant?

Some of Boston's commercial brokers believe that a 20% rent discount is natural and unavoidable in the long run for space across Fort Point Channel. 30 As discussed in the chapter on site context, much recent evidence seems to undermine this theory. Nevertheless, an analysis was setting rents at \$28 rather than \$35 per square foot for Phase 1. Return on assets dropped by nearly 25% and the internal rate of return was cut roughly in half, from over 18% to just over 9%. Perhaps most seriously the owners' cumulative investment through year 6 increased 2.5 times from \$8.5 million to over \$21 million. Most of this difference comes from the reduced permanent mortgage given the assumed loan-to-value and available coverage constraints. The permanent mortgage dropped \$12 million from \$40 million to \$28 million. The remainder of the difference comes from lost rents in the first two years of operation.

An office space disaster scenario was simulated by setting absorption at 48 months, vacancy at 20%, and lease turnover on expiration to 50%. Rents for this analysis were left at first at a nominal \$35 per square foot. cumulative cash flow was once again the financial result most affected. The mortgage available based on operating income in the second year of operations drastically lower at \$19 million largely due to the increase in absorption term. The internal rate of return was also severly affected, dropping from over 18% to just Compounding the disaster by lowering rents to over 10%. \$28 and leaving the rest of the scenario the same, drops the rate of return to 6% and increases the cash invested at the end of year 6 by more than \$6 million.

In perhaps the most interesting analysis of the office component, the potential value created by an office joint venturer or master lessee was estimated by assuming 0% vacancy, 100% preleasing, 1% commission (for legal etc.), and no turnover for 10 years. Return on assets increased to 12.4% from 10.8% and internal rate of return jumped from over 18% to over 34%. The difference in the cumulative cash flow is enormous, swinging from a year 6 cash still invested position of \$8.5 million to a cumulative cash return of over \$9 million. The swing is almost \$18 million. Certainly this difference would not accrue to the sole benefit of the owners but would be split through negotiations with the office tenant or joint

Even if a material percent of this gain venturer. bargained away, the economic risks of the project whole would be significantly reduced as the chances of commercial space disaster would be eliminated proportion to the space master leased out. An office tenant who could populate the space with its own employees, if only as a last resort, would not be facing the same risks as a speculative developer. Further gains would come from the tenant's unchallenged right to deduct rent or other costs of occupancy. Bonuses for an office participant in Phase 1 might be options on Phase 3 space and the right to participate in the property's appreciation, if the Seaport Access Road and Third Harbor Tunnel are built or if the northern end of South starts being developed as an extension of downtown Boston on a large scale.

RETAIL

Retail is by far the smallest above-ground use in the Pier 4 program. At less than 7% of the first phase and 5% of the total project its major financial effects are likely to be felt indirectly through the other uses. Because it occupies much of the ground floor of Phase 1, retail is part of the site context for the other uses. Done well, the retail will probably not dramatically affect the overall financial returns. Done poorly, it could be an albatross around the neck of the rest of the

development.

The base case financial analysis of the retail component of Phase 1 assumes fairly modest rent levels of \$30 per square foot (\$20 of base rent and \$10 of percentage rent). With an internal rate of return of less than 7%, the net present value of 15 years of cash flows discounted at 8% is negative. With efficiencies of only 70%, total development costs per net rentable square foot Debt coverage constraints used approach \$265. calculate the permanent mortgage suggest 50% of the retail financing must come from equity sources. Maximum aftertax equity required is reached in year 4 at about \$4.5 million for this 35,500 net square foot component. if the retail sales per square foot are increased to near world record mixed-use levels at \$500, the net present value created via percentage rents set at 5% over a 10year period is less than \$5 million.

To illustrate the larger importance of the retail's side effects on other uses, a Phase 1 financial analysis was run increasing all absorption terms by 6 months and increasing hotel, commercial, and retail vacancies by 5% each. This caused a loss of \$10 million in net present value over the 15 simulated years and a \$25 million erosion of cumulative cash position in year 6. In simplest terms, the retail must be designed to serve and enhance the project as a whole.

GARAGE

The four-level underground garage is twice the gross size at 560,000 square feet of any other component in Phase 1 and a major portion of the rest of the planned Pier 4 development. The most interesting issues in analyzing the garage's financial performance are all allocational. They include the relative allocation of foundation costs between the garage and the other uses, the proportional breakdown between outright sales, monthly leases, and daily rents, and the amount of space effectively used by each vehicle.

In the base case analysis, the garage has a high level of profitability with an internal rate of return of over 31%. Because as many spaces are sold as possible, this use is also an early cash generator for the rest of the program. An assumption was made that the 36-story hotel and condominium tower and the 6-story office and retail space would impose foundation costs beyond those that would be caused by the garage structure alone. An arbitrary 25% of combined garage and foundation costs allocated to the other uses. If this had not been done the garage returns would have been much lower. Both net present value and internal rates of return would be halved and the garage would be a net consumer of cash through year 6 rather than a net generator. Going in the opposite direction, if more than 25% of these combined costs are

allocated to other uses, the garage returns become increasingly incredulous. Because these changes in allocation represent a zero-sum game -- a shift only from one use to another -- the overall Phase 1 returns should not be materially affected. It is important only to maintain enough integrity in measurement that the components' returns be well-understood and that there be as few hidden subsidies or costs as possible.

with total development costs of almost \$25,000 per space and assumed revenues of \$35,000 for a sale and \$275 and \$10.50 for monthly and daily rents respectively, the garage returns are not radically affected by the breakdown between spaces sold and rented. Doubling the percent of spaces sold in Phase 1 to 50% and halving the daily rents to 25% has a negligible effect on the internal rate of return and causes a small but material loss in net present value. The most dramatic effect of this simulated increase in sales is the more than one third increase in cumulative cash position at year 6 from a positive position of under \$4 million to one over \$5 million.

The new tax rules assumed have a negative effect upon the garage of Phase 1. When the proportion of spaces sold outright increases as in Phases 2 and 3, this drawback should disappear. In all phases the base case projected as many garage space sales as the program would permit because cash flow was assumed to be a likely constraint on the developers. The 25% increment in sales

used above represents 375 spaces and corresponds directly with the amount of garage square feet reserved from sale in order to continue serving the clientele of Anthony's Pier 4 restaurant. If market rate parking fees are charged these customers, there is no burden other than the deferral of cash flow imposed by this arrangement. The restaurant's past and continuing success is ultimately parent to the whole Pier 4 development. On the other hand if the Athanases keep a major active role in the development it, and not the restaurant, will represent the largest single amount of their family wealth at risk. Consequently, any conflicts of interest between the restaurant and the development must be dealt with lucidly.

Value may well be created for the buyers of garage spaces as well as for the sellers. Condominium residents, in particular, who are unable to deduct monthly or daily rents, may be able to finance the spaces as part of their condominium purchases and take advantage of mortgage interest deductions and any other legislated home tax subsidies. Of course residents and tenants might prefer to own garage space based purely on convenience or the desire to participate in appreciation. Unfortunately, the after-tax value of rent deductions will decrease for many corporations if a tax bill with lower top rates is passed.

In all phases the garage efficiency used allocates just over 400 square feet per vehicle. If through careful

planning this number could be reduced to 350 square feet, then 200 more spaces would result in Phase 1 at no additional cost and the component's net present value would rise roughly \$6 million. Comparable results would accrue in the later phases.

Before leaving the garage component brief mention must be made of the potential for competition. Much of the Fan Pier is now used for parking at the rate of \$3 per Unimproved outdoor parking will probably not be directly competitive with the Pier 4 garage. Land costs are high enough to preclude a similar garage without the mixed uses above. There remains the possibility, however, that a mid-range competitor might find a niche at least temporarily on some of the underdeveloped land in the Fort Point Channel area. Because Fan Pier and Pier 4 will be parking constrained, any competition for the garage would probably add value to the rest of the development. Both and increased on-site parking could competition be prevented by legitimate concern for the exacerbation of local traffic congestion.

MARINA

The smallest of the uses in cost and revenue, the Pier 4 marina will offer the largest protected berthing place in Boston Inner Harbor. As with the garage, issues of interest include allocation of related costs and the number of spaces created. As with the retail, the

marina's largest effects on the development's overall profitability will be by proxy through the other uses.

In the base case 100% of all breakwater costs have been allocated to the other uses. When this burden is shifted to the marina, its overall profitability and cash generation capability suffer. Internal rate of return falls from a spectacular 56% to a hohum 10%, net present from over \$1 million to under \$150,000 value and cumulative cash position at the end of year 6 from positive \$25,000 plus to a negative \$825,000. projected sales prices at \$30,000 each, the benefits of the number of slips without increasing appreciably changing the costs are obvious and analogous to the garage results. A Phase 1 increase of 10 slips from 100 to 110 results in a 5% gross boost in internal rate of return, \$200,000 of additional net present value, and \$130,000 more cash through the end of year 6.

The marina offers the Pier 4 development, and to a lesser extent the Fan Pier, a unique competitive advantage and site context. Done well it would be the opposite of an albatross around the development's neck. The value created through the enhanced profitability of the other uses could easily dwarf Phase 1 total marina development costs of \$1.6 million and Phase 2 costs of \$1.3 million.

FINANICAL ANALYSIS -- SUMMING THE PARTS

When the different uses and phases are summed, the most compelling result is the large equity requirement for Phase 1, both in absolute terms and relative to the later phases. A more careful scrutiny of the financing and a look at some of the components relative to the whole suggest that the equity requirements may be reduced considerably. Financial analyses of Phase 1 in total allow a consideration of the effect of cost reductions on one hand or of external risks which might affect the whole site on the other. Finally, the need for phasing is briefly addressed.

PHASE 1 EQUITY

Given the base case costs and revenues assumed, the rates of return for Phase 1 are excellent. At over 18% the internal rate of return is only 3% below Phase 2 and 5% below Phase 3. The net present value of almost \$54 million is much larger than for the following two phases combined. With all six revenue producing uses and a mandate to establish the value of the site as a whole, however, Phase 1 would at first appear to require almost \$60 million in equity, the negative after tax cumulative cash position in the second year of construction. This amount was derived after setting equity levels of 20% on all but the hotel and retail uses which were set at 50%.

Permanent loans were then calculated for leased and rented components based on debt coverage and loan-to-value ratios. In total these loans exceeded the takeout needed by \$9.5 million. The equity requirement is thus overstated to the extent the construction lenders would fund this difference in anticipation of permanent financing. Further lender-originated reductions in required equity investment may well come from more complete financing of those uses held for sale -- the condominiums, garage spaces, and marina slips -- based on substantial gross margins.

Those uses not directly held for sale -- the retail, office, and hotel -- are more of a problem. They require relatively large amounts of equity, not only during construction but also well into their operating lives. This contrast of uses can be seen most vividly in the year 6 cumulative cash flow. The three uses at least partially held for sale have returned more than \$15 million in excess of initial investment. At the same point in time, those exclusively leased or rented have a negative cumulative position well over \$32 million. The most likely way of reducing the equity requirements in these uses is joint venturing.

Because of its relatively small square footage, poor economics, and subservient nature, it may be difficult or unwise to farm out all of the retail. If,

however, a joint venture is struck involving the retail, care must be taken to make sure the structure of the venture encourages tenants compatible with Pier 4's other uses. As shown in the last chapter, no amount of retail profit is likely to offset an adverse impact on the project's other uses.

The office component, as discussed earlier, offers an enormous potential for joint venturing or at least master leasing. If a financial analysis is run to simulate such an agreement with 0% vacancy, 1% commission, and no turnover, the increase in the permanent loan justified by the second year of operating results is \$14 million. Even if a large portion of this gain is bargained away, most of the office equity requirement of \$10 million in the base case could be eliminated.

The hotel, even after deducting from equity all excess permanent financing, will require nearly \$25 million of investment. This commitment when coupled with the intense management demands argues for the need for a well-heeled hotel joint venturer able to assume both financial and operating risks. A participating ground lease with very little front end burden and a larger share of profits later on might be considered as a hotel vehicle.

The equity required by the hotel, office, and retail amounts to over \$40 million after reduction by the

amount of excess permanent loan financing. An office joint venture could reduce this \$5 - \$10 million more. A hotel ground lease might eliminate almost \$25 million of equity requirement, a joint venture somewhat less.

COST REDUCTION

The alternative that Boston Mariner investigate before aligning joint venturers is the possibility of serious construction cost reductions. 10% reduction in hard costs was simulated by changing the contingency variable to -5% from +5%. Excluding the condominiums this reduced the amount of takeout loans needed by over \$9 million and the cumulative cash required before the takeout by \$5 million. Because the cost structure has no effect on the amount of permanent supported by operations, this combined million is also the amount of equity saved. necessary to do as much cost saving as possible before joint venturing simply because each dollar saved before, boosts the percent of the project retained by the current owners at no cost to them. Each dollar saved after joint venturing is split according to the terms of the agreement.

EXTERNAL RISKS

Capital constraints encourage reduction of the equity required in a project like the Pier 4 development. Saving against potential risks is another reason to

conserve capital. Financial analyses produce numbers that sometimes look real but are actually only working hypotheses. The two project-wide risks most likely to undermine the Phase I base case analyses are a general local economic downturn or an adverse impact from road construction. Either potential problem can best be simulated for Phase I by increasing vacancies (5%) and the absorption term (6 months) as was done earlier in looking at the possible detrimental effects of poorly executed retail. The shortfall in permanent loan availability calculated from operating results is \$20 million that would have to be made up from an equity source.

PHASING

The most surprising result when Phases 1, 2, and 3 are added together with a three-year gap between each pair is the lack of additional equity required. Phase 1 has almost all of the financial risk of the project. Its success would allow the later phases to be underwritten with the proceeds from condominium and other outright sales. Ironically, these later phases have less need of long-term equity because of their proportionally higher concentration of condominium sales. Both Phase 2 and Phase 3 show positive cumulative cash flows by the end of year 6.

If the whole Pier 4 project were built in a single

phase, there would be no disruption of the project by later construction. There are, however, three overwhelming drawbacks to doing away with phasing. First, the capital required would be much larger even though not proportional to the increase in total development costs (because of the absence of later hotel rooms). there would be less chance of capturing the residual value created by a successful first phase. Third, absorption, particularly for the 500 condominiums, would be a far greater problem. Related to this last drawback would be the inability to respond to market changes by letting the product evolve over time.

CURRENT OWNERSHIP

The contextual and financial risks of the Pier 4 development have been described in the preceding chapters. Before considering what strategies the current owners might take with regard to the future development of the project, an inventory of their resources, operating style, and suggested goals is necessary.

FINANCIAL RESOURCES

The Athanas family has three major financial resources other than savings which could be harnessed to help capitalize the Pier 4 development. Because the first six years of Phase 1 of the development is the critical time for investment, a major concern is getting credit for either nonliquid contributions or a stream of future cash Either joint venturers can be chosen who will flows. value assets not in a liquid form or the assets could be pledged in return for cash from a financial institution. An additional concern is time, specifically the date beyond which the Athanas family prefers not to be carrying the full financial burden of the project. There is an inherent tension in structuring all ventures between producing and keeping all the value on the one hand or capturing some of the value created by others in return for giving them the opportunity on the other. In a city with an extensive approval and design process and in a project as large as the Pier 4 development, the tension is exacerbated by the higher front-end costs and the need for expertise in the early stages.

Land: The eight acres of land which underlie the future Pier 4 development could be either used as a capital contribution or leased to any joint venture. An estimated value of \$2 million per acre has been used throughout the financial analyses. This value will certainly be too low once final development approvals are obtained in the fall of 1986. If the project is to have a reasonable rate of return, the development opportunity must exceed \$16 million.

Phasing by itself creates a constraint on use of the land as contributed capital. If full credit is to be received in Phase 1, then all phases must be joint ventured together. Otherwise, only slightly less than half the land value can be used.

Donation of the land does not create cash which can be applied to the rest of the project except to the extent it increases the mortgage available. Because of this, an opportunity exists to structure long-term ground leases with all joint ventures involved in the Pier 4 development with the possible exception of the residential components. Though it might at first seem illogical to ground lease to a joint venture including yourself, there are several motives. It may be possible to structure a series of

ground leases which extract no cash from the development's crucial early period but then take a material share of profits during later operating years. Such leases would represent a real contribution in the early years and be tax efficient for the non-Athanas joint venturers in later years. Because they would represent a superior security to the project as a whole, the leases might be used by the Athanases to raise cash to be contributed in the early years of the project. Finally, long-term leases, on the order of the 65 years of the Fan Pier agreements, could create something of a yo-yo effect, allowing participation in the sale of the development at some agreed upon time and then reversion to the Athanases or their designated beneficiaries much later upon expiration of the leases.

Much of this thesis has relied upon discounted cash flows as indicators of value. While net present values and internal rates of return are excellent indicators, financial institutions and large particularly for operating concerns, they are incomplete when used by a small business or family unless coupled with a savings Very long-term ground leases are an extremely effective way of ensuring savings without detracting from the value of a project to those joint venturers more strictly rate of return oriented. If ground leases are used, efforts should be made to specify participation in gross revenues rather than net profits whenever possible.

Fan Pier Ground Leases and Sales Options: The second asset the Athanas's own which could help underwrite Pier 4's development is the series of Fan Pier ground leases and sales options. HBC Associates may determine to purchase for later sale with condominiums up to 10.5 of the 18.5 acres which have been designated the Fan Pier site. The unpurchased acreage is subject to participating 65-year ground leases. Participation in net profits also occurs in the condominium sales. Oversimplified preparticipation discounted cash flow analyses were run on two ground lease and sale scenarios. In the first HBC was treated as having bought the maximum amount of acreage. In the second no land sales were imputed. In both, the same after-tax discount rate of 8% was used. little difference in the net present values. Both were over \$15 million. As superimposed on the Pier 4 project, the sale scenario understandably produces more cash flow during the critical early years of Phase 1.

The Fan Pier ground leases could be contributed to a joint venture or used as credit. In either case timing is a critical problem. Because the ground lease agreements represent, at \$250,000 annually, a very cheap option on the Fan Pier development opportunities, it seems unlikely HBC Associates will exercise their rights earlier than necessary. Their deadline for notifying the Athanases of their phasing and allocation of uses is June of 1988, with closings on or before the last day of the

year. Earlier deadlines apply in the event of an earlier start on the new Northern Avenue Bridge. It will be very hard to receive credit for these ground leases from either a financial institution or a joint venturer before the nature and extent of their cash flows is known. Providing a fallback, such as an interest in Fan Pier should HBC Associates back out, could be too expensive for the Athanases.

The third Restaurant Earnings: asset the Athanases could use to capitalize the Pier 4 development is their restaurant group, flagshipped by Anthony's Pier 4 on the site. (As the Athanases realize, subdivision into separate adjacent parcels would be most prudent.) Athanas's business style has been to carry no debt except when absolutely necessary. As a savings policy and cost control mechanism, this discipline has served their interests well over the years. If, however, the Athanas's interest in the Pier 4 development is going to carry any debt, it might be wiser to raise some of the money from within the restaurant entity than from the development Despite their heavy reliance upon the personal itself. service of the owners, the restaurants have an eminently bankable history of earnings. Because of proposed tax law changes limiting use of real estate losses against other and a historical bias against closely-held income corporations (five or fewer individuals controlling 50% or more of a company's stock), it may be very hard to offset real estate losses in the early years of development against restaurant income. Raising some debt from within the restaurants instead of the development would transfer interest deductions from the real estate to the restaurant without there being a threat of disallowance of losses or an increase in overall family debt.

The Athanas's may use any or all of the three avenues of raising capital for the Pier 4 development. Each comes with a drawback. Only Phase 1 land could be contributed to a Phase 1 joint venture. The terms of the Fan Pier ground leases will probably not be determined for several years. Raising funds from within the restaurant entities may violate unwritten Athanas family policy as well as transfer some of the development risk to the restaurants. Taken together the financial resources of the Athanas family would be able to cover much if not all of the equity requirements for the Pier 4 development as presently programmed.

OTHER RESOURCES AND SKILLS

The nonfinancial resources which the Athanases have to offer are their own skills and those of Boston Mariner President Ellen Watts. The Athanas's political and general business skills are extensive. Ellen Watts's prior work experience, education in design and development, and knowledge of Boston's built environment provide an excellent background for the Pier 4 project.

Two of the more interesting questions regarding the personal resources of the principals of Boston Mariner are how they will manage or interact with equity positions given to others, and what effect their lack of experience in large-scale development will have on that management. The assessment of project risk made by potential partners will be affected by Boston Mariner's attitude toward both questions.

Anthony Athanas's singular, long-term vision brought him to assemble the Fan Pier and Pier 4 parcels. His uncommon ability to cultivate friendships and his political skills aided enormously in the preliminary approval process and will undoubtedly be a key asset in both future approvals and the resolution of public disputes as they occur over the life of the development. Unanswered to date is how Mr. Athanas's hands-on business skills will translate to management of partners in a non-restaurant venture.

The restaurant business is extremely competitive, the failure rate very high. With the exception of some fast food franchises, there are very few successful restaurants with off-premises owners. Anthony's Pier 4 is one of the highest grossing restaurants in the country and has among the most visible of owners. Anthony Athanas or his sons oversee every detail. This intense identity of ownership and management has undoubtedly been a major

reason for success.

with the restaurant business, large-scale real estate development contains a high level of risk and warrants the motivational alignment of equity and If regardless of their ability to capitalize the Pier 4 project, the Athanases will be unable to personally oversee the details of its development and operation, they may require the energy and expertise of partners for at least some of the components. When asked over lunch in June of 1986 what requirements he might seek in a joint venture partner, Anthony Athanas replied that he viewed joint ventures as analogous to a marriage and that he had not drawn up a list when seeking a wife nor in hindsight should he have. Judgment of character compatibility, especially by an observer both astute and practiced, may well be the most suitable basis for a partnership. A follow-up question that should have been asked of Mr. Athanas, however, was how unexperienced in the high volume restaurant business could best manage a partnership with the Athanases. strategies might they use that would give them control yet allow the Athanases enough freedom, authority, and motivation to maximize long-term results? In the Pier 4 development, the Athanases will need partners who are as strongly driven and driving as the Athanas family is in their devotion to the Pier 4 restaurants.

The Athanases and Ellen Watts of Boston Mariner may

lack some important experience. There is no lack of They must compensate for one with the other. competence. The biggest dangers in inexperience are oversights due to lack of anticipation and inefficiencies due to lack of knowledge of rules of thumb, shortcuts, and priorities. On the other hand, experience may well be a handicap when faced with unique challenges and the need to think Anthony Athanas believed in the long-term independently. value of the Fan Pier and Pier 4 parcels despite local professional prejudices against the future of the Fort Point Channel area. He consequently brings to any joint venture a site of enormous value. Ellen Watts and the team working on the Draft Environmental Impact Report set new standards of excellence in the first Master Plan for a Planned Development Area in Boston. The intellect and energy shown by these accomplishments when coupled with Boston Mariner's political skills and the professional focus that spawned so much progress in the company's first year, will be invaluable in taking advantage of the opportunities presented by the Pier 4 site.

The assets Boston Mariner brings to any joint venture should be well regarded by potential partners. Their potential partners should also take note of the rapport, teamwork, and efficiency among the principals of Boston Mariner. Boston Mariner, in turn, must use their skills to carefully align the parties' common interests in any agreements. Adding experienced partners only to be

blindsided by a poorly structured joint venture or two might well be worse for Boston Mariner and the Athanases than developing the site alone. It is essential that the motivation of partners align with the long-term operating results of the development. Partners cannot be allowed to work for wages under the guise of a common interest.

RECOMMENDATIONS

After examining the risks and opportunities that arise from the context and project economics of the Pier 4 development, there is not yet a specific joint venture structure which should be exclusively pursued. Rather, because the project is in its formative stages, a multiplicity of alternatives should be investigated. Negotiations with potential joint venturers or component operators should be initiated and maintained. Commitments should not be made unless contingent upon crediting the Athanases and Boston Mariner with much of the near term value that may be created at the site.

Four upcoming events will have a large impact on the value of the Pier 4 site. Two will occur in the Fall of 1986, two somewhat later. Sometime before November, Congress will vote to fund or shelve the Third Harbor Tunnel, Seaport Access Road, and Central Artery Depression project. If the first two of these were built, the long-term value of the site would be enhanced tremendously. If left unfunded, the next chance for these road improvements to be voted on is four years away. Second, sometime around November, Boston Mariner will file their Final Environmental Impact Report. A successful completion of this filing may not create any value -- that is, it will only enable development of value inherent in the project. However, a successful filing will give further evidence of

the professional competence of Boston Mariner.

The schedule for the construction of a new Northern Avenue and Northern Avenue Bridge will probably not be known until sometime after the fall of 1986. The extent of the commitment of HBC Associates and the phasing and preliminary economics of the ground leases may not be known until June of 1988.

There is little strategy involved in the first three of these four events. The transportation improvements should be encouraged along with mitigation of their temporary adverse impacts. The Final EIR should be approached in the same manner as the Draft EIR.

The fourth event will require some strategy. If a joint venture is started before the final HBC commitment, ways of anticipating the interaction of the two developments will have to be planned and alternatives in case HBC balks conceived.

Three general tasks should be undertaken by Boston Mariner before any alliances are formed. Total development costs, particularly for Phase 1, should be checked for their competitiveness. The value and credit potential of the Athanas's financial assets -- land, ground leases, and restaurants -- should be carefully gauged. Finally, a framework for an ongoing feature by feature market analysis should be designed. Not necessarily too sophisticated, this should be something

the principals of Boston Mariner can use to monitor market evolution across the Pier 4 components.

level of participation the Athanases and Boston Mariner choose in the future Pier 4 development is apt to intermediate between the two extremes of a totally passive position and doing it all alone. The most passive position possible would be postponement. Other possibilities would be ground leasing or outright sale. As a totally new developer would likely change the program, both of the latter strategies would involve giving up on recovery of most of the design and approval efforts and expenditures. All three passive positions would abandon the skills of the Athanases and Boston Mariner.

At the other extreme, doing the whole Pier 4 development without the help of outside partners might involve an intolerable level of risk. The risks in the remaining frontier aspects of the site, the need to motivate the expertise of others in some of the components' operations, and the desire to protect from risk some of the Athanas family wealth all argue against going it alone.

Pier 4 joint ventures might be formed either when the Athanases no longer wish to be sole financial contributors to the project or when the value creating abilities of potential partners can only be enlisted via equity. The longer these points can be held off, the more value can be created for the original owners.

The two questions which are most apparent in an abstract consideration of what kinds of joint ventures to pursue are whether to have one or many partners and whether to initially joint venture just Phase 1 or the whole development. With one development partner only, most of the operational responsibility and oversight of synergy between uses would be given up by Boston Mariner. Assuming the strength of the partner, financing of both the project and the Athanas's portion would be easier. The whole project would be more legible to a financial institution. The Athanases could more easily contribute noncash assets to a joint venture with a single partner.

Having many partners would thrust more operating responsibility on Boston Mariner and make the project financing more complex. Though it may allow Boston Mariner to retain a greater degree of control over the project, it would greatly increase the quantity of management required. Contention between competing uses would have to be molded into a cooperative whole. The challenge of designing structures which motivate the partners would not change. In general, the participants should not make money off the structures, but rather the operating agreements should be a vehicle for applying skills to the development and letting the development's

rewards flow back to those who applied the skills.

initial joint venture that included only Phase 1 would be preferable for Boston Mariner and the Athanases all other things being equal. The chances of all other things being equal are slim. Because Phase 1 holds nearly all the financial risks of the Pier 4 development and because most joint venturers prefer the security of alliances, a single phase agreement will repeating undoubtedly be more costly to the current owners than a multiphase agreement. Single phase joint ventures will also preclude the crediting of land or other value from later phases to the Athanas's Phase 1 equity position. all partners believe Phase 1 participation will give them an opportunity to share in the residual value created for later phases by Phase 1, then perhaps the joint venture terms will be more temperate. Such an implied opportunity could either motivate the partners or increase tensions between them as the time for organizing Phases 2 and 3 nears.

Regardless of the number of joint ventures or the number of phases involved, the Athanas's will want to carefully review all family business structures from the point-of-view of tax and legal liabilities. Though not scrutinized, it was suggested that the current real estate development entity is a partnership with Athanas family members as general partners and Anthony's Pier 4 restaurant as a limited partner. The underlying

justification for the ownership structure was to get the tax losses generated by the development to the restaurant the same time protect it from liability. Unfortunately, under the new tax law it does not that limited partners will be able to use real investment losses against income from other activities. Nor is it evident that this structure would protect the The general partners are also holders of the restaurant. restaurant's common stock and presumably could be forced to relinquish it in a marshalling of assets following a liability which exceeded the net worth of the other assets of the general partners. A lesser liability would not be a hazard to the restaurant in the first place.

With the Pier 4 development still in its formative stages, the best guides for considering potential joint ventures may not be philosophical in nature but rather pragmatic. Just as if the six revenue producing uses of the Pier 4 development were a house floor plan in the early stages of design, different combinations of joint venturers should be checked for their capability in mitigating the risks and satisfying the demands of the individual components. The sum of the parts of these combinations is really more important than whether any particular combination fits a prespecified management philosophy.

Boston Mariner might start this process by looking

very hard for an office tenant joint venturer or master lessee. Such a tenant would both reduce the Phase 1 equity requirement and boost the Athanas's share of the development vis-a-vis later development partners.

For the hotel, a joint venturer should be sought who assumes both a major equity commitment and a large portion the operating responsibility. If, because of the of hotel's economics and recent tax law changes, a partner cannot be found for this position, it might make sense to combine the hotel and Phase 1 condominiums in a single venture. Recently suggested by others studying the project, this combination would help offset the investment demands of the hotel with the cash generated by condominium sales. It would also motivate a partner to do everything possible to sell the condominiums quickly. it turns out that there are not qualified partners interested in the hotel as planned, then either a change in scale or a change in program may be in order.

The key criteria for anyone brought into development of the condominiums is proof of competence in high quality execution. Boston Mariner might want all parties to assume any condominium joint venture will be sustained throughout the three phases. This should motivate commitment to the values created in later phases by care taken in Phase 1.

The three other uses -- garage, marina, and retail

-- need any partners to be devoted to efficiency of development and operation. The partners must also be appreciative of the need for these subservient uses to enhance the rest of the project as well as succeed on their own.

The summing of the parts of different combinations of development partners is necessarily a trial-and-error process involving not only discounted cash flow measures but also judgment of character and compatibility. Perhaps the Pier 4 site itself will help select those sympathetic with the opportunity to create a development capitalizing on its characteristics.

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SOURCES

The Boston Mariner Company and several individuals provided information whose value goes beyond the ability of notes to document. The following materials supplied by Boston Mariner appear in no particular order.

- Press clippings from November 22, 1985 through May 18, 1986 gave a good early grounding in the Pier 4 development.
- 2. The Draft Environmental Impact Report submitted in December 1985 by HBC Associates and The Boston Mariner Company and prepared by Skidmore, Owings & Merril and others was enormously helpful, particularly in the areas of physical and political context. The source of most of the illustrative figures in the paper.
- 3. Responses to the Draft EIR came from James S. Hoyte of the Executive Office of Environmental Affairs, competitors, neighbors, lobbyists, and almost everyone else in the area who could put pen to paper. Largely written in January 1986.
- 4. "Master Plan and Development Impact Project Plan for Planned Development Area No. 24 -- Pier 4, South Boston," 2/12/86, is a succinct summary of the development as well as the basis for Map Amendment No. 191. Parallel documents (PDA No. 23 and Map Amendment No. 190) relate to Fan Pier.
- 5. Qualifying letter from Stephen Coyle, Director, Boston Redevelopment Authority, January 31, 1986.
- 6. Linkage documents including Boston Redevelopment Authority memoranda dated January 15 and 23, 1986; and Text Amendments to the Boston Zoning Code including "Article 26A, Development Impact Projects -- Housing" and "Article 26B, Development Impact Projects -- Job Training," January 14 and 15, 1986, respectively.
- 7. Pannell Kerr Forster's site specific hotel market analysis, February, 1986, (Op. cit., note 25) and a February 27, 1986 letter reviewing less formally (in 15 pages) the Boston market for all of Pier 4's uses.

- 8. Cost estimate summary sheets from an 87 page estimate of Pier 4 development costs made by Wolf New England of Worcester, Massachusetts, May, 1986.
- 9. Numerous spreadsheets examining financial and program aspects of successive versions of the development as it evolved.

My special thanks to the following individual sources of information and wisdom:

- 1. Robert Anthonyson, a classmate, whose composure of character allowed him to suggest I tackle this subject even though he knew the risks to it. The efficiency of our conversations regarding Pier 4 has been frightening.
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- 3. Ellen Watts, a pioneer at CRED, whose conception of the topic, clarity of thought and expression, and well-focused cooperation throughout almost made a vary large subject graspable in the short time allotted.
- 4. Finally, a tip of my hat to the ravishing Emily Marshall whose mere presence inspired so much thought about the site.

PIER 4, SOUTH BOSTON ---

STRUCTURING THE PROJECT TO MANAGE RISK AND REWARD

VOLUME 2 -- APPENDIX

by

Wigton F. Zamore

B.A., Bowdoin College, 1974

SUBMITTED TO THE DEPARTMENT OF URBAN STUDIES AND PLANNING IN PARTIAL FULFILLMENT OF THE REQUIREMENTS
OF THE DEGREE OF

MASTER OF SCIENCE IN REAL ESTATE DEVELOPMENT

at the

MASSACHUSETTS INSTITUTE OF TECHNOLOGY
August 1986

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Thanks Again.

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FINANCIAL ANALYSIS PROGRAM

A major portion of the work of this thesis involved writing a computer program which performs a basic financial analysis of the three phases and six components of the Pier 4 development. The intent was to design a standard and flexible analytic framework which would encourage both critical comparisons between components and lucid assessments of each component's contribution to or reliance upon the rest of the project. The brief discussion which follows assumes the reader's ability to understand Lotus 1-2-3 financial spreadsheets. Rather than being comprehensive, it touches only on some of those specific items which are thought noteworthy, were problems to the author, or could be improved.

The computer program will analyze only one phase of the Pier 4 development at a time. It has three distinct sections. The first begins with tables of all the variables assumed for a phase and uses them to calculate basic unescalated costs, simple income and expense schedules, and gross margin and return on assets. The second section performs a 15-year discounted cash flow analysis one component at a time, using the assumptions and results generated in the first section. The third section returns to an analysis of a whole phase by accumulating and combining the results of the second section.

SECTION ONE -- PHASE ASSUMPTIONS AND UNESCALATED SIMPLE ANALYSIS

The first two pages of the four page introductory portion of the computer program contain a compilation of the variables used in the rest of the program. Of note are the assumptions made with regard to income taxation, equity required, and revenue production.

The tax assumptions are of note because of the timeliness of the topic. Several iterations of the program were run by changing these variables from old to anticipated tax mathematics. Until final passage of a bill, there can be no assurance of accuracy in anticipated rates that were used. Depreciable life, for instance, might be made considerably shorter than the year period presumed. It has been assumed within both the component analyses and the phase analyses that excess tax losses could not be used against other income. Under all the scenarios one shortcoming of the program as currently written is its inability to carry tax losses backward.

The equity assumptions are Equity: currently handled by the program in an inelegant fashion. The equity percent is set for all the uses of a phase and those which require a different setting are accomodated through the use of subroutines which do not. appear to the reader. The equity assumptions should be changed to appear in the component specific assumption

tables. Though it might at first appear clumsy to assume rather than calculate equity requirements, there are two reasons favoring this approach. First, it makes the debt calculations easier. Second, there are many motives exterior to pure project economics which may drive the level of equity chosen.

Sale, Lease, Rent Allocations: One of the toughest parts of the program was programming flexibility into the sale, lease, and rent allocations. Some of the uses are always sold (condominiums), leased monthly (office and retail space), or rented daily (hotel rooms). Other uses (garage and marina) may have any combination of these revenue sources. Handling a changeable mix of sales, leases, and rents was difficult for several reasons. for instance, are taken out by Construction loans, proceeds for those items sold and by permanent lending for those items held for lease or rent. Depreciation is calculated only on that proportion of a use not held as inventory for sale to customers in the ordinary course of business.

Unescalated costs, income, and expense: The second two pages of the four page introductory portion of the computer program calculate unescalated project costs and stabilized year income and expenses. Though methods of incorporating inclusionary housing costs were devised, the costs were never imputed. The simple return measures of gross margin on sales before tax and return on assets are

usable as primitive indicators only. These schedules are devoid of adjustment for early operating deficits. Further confusion can arise because the stabilized years of the different components do not necessarily coincide. In Phase 1, for example, most uses were assumed stable after 18 months of operations but the hotel was given four years to reach its level occupancy of 71%. The complexity and length of the Pier 4 development limit the value of these unescalated schedules. They are, however, excellent feeds for the discounted cash flow analyses which follow.

SECTION TWO -- COMPONENT ANALYSIS

Standardized discounted cash flow analyses are calculated separately for each use of a phase. Counting design and construction periods, each about two years long, a 15-year schedule is used with sale of the project (actually the phase) at the end of the last year.

The first two pages of each ten page analysis section contain cost and debt flow schedules and a determination of net operating income. In components not held for sale, one of the more interesting the uses of the debt schedules is comparison of loan takeout needed and the construction mortgage available. (Permanent financing is figured with the more conservative of loan-to-value and debt coverage ratio calculations. Loan determination tables appear on pages nine and ten of each component analysis.)

Pages three and four of these analyses contain most of the discounted cash flow measures used. Following determination of before and after-tax cash flow, the latter is used to calculate both simple and partitioned net present values and an internal rate of return. Cumulative after-tax cash flow has been used throughout this paper as a barometer of equity required or early cash generated by a component.

Pages five through eight contain subsidiary schedules with determinations of taxable income and income taxes; soft costs; depreciation, amortization, and basis; and sale and lease absorption and operating expense growth. Because of the standardization of the analysis some schedules vary in their relevance to specific uses.

SECTION THREE -- COMBINING THE PARTS

The discounted cash flow measures already calculated by component in section two are shown here for the phase as a whole. The top half of pages 1 and 2 of this section show all the summary results. The remaining schedules are subsidiary in nature.

Because tax losses were assumed usable only within a component in the earlier calculations, but are here spread over a phase, the value of the mix of uses is greater than the sum of its parts. Federal legislators

have never fully clarified the difference between active and passive income or come to a consensus on the relative social worths of operating businesses and investments. As long as there is confusion, opportunities are likely and it may be that the tax assumptions have been made too conservative.

As with the component analyses, cumulative after-tax cash flow for a whole phase is an important indicator even though it is not discounted for the time value of money. Unlike the component analyses, capital contributions have been further partitioned here into land and cash segments.

Base case analyses of all three phases follow. They, in turn, are followed by more summarized printouts of iterations of the program produced by changing those variables thought important to investigate. Finally, a series of sensitivity tables appears which were created to examine narrow issues of interest.

**********		**********	B:	oston, Massachusetts								
8-7-86	8-7-86 DEVELOPMENT ASSUMPTIONS - PHASE I											
SIIE: Total Pier 4 Restaurant Remainder Built Open Total buildout Floor Area Ratio	ACRES 8.9 0.9 8.0 3.8 5.0	SQ. FEET 385,994 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.02 10.21 89.82 43.12 56.92	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.007 1.007 30 10.007 1.007	AFFORDABLE HOUSING Linkage Fee 5.00 Linkage Ex. 100,000 Inclus. Hous. 6.002 ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.002						
TAXATION: Ordinary Rate Capital Sains Deprec. Life (Bldg ITE on Hotel FF&E Losses Disallowed Loss Carryforward	. & FF&E)	35.002 35.002 30 0.002 100.002	5 (9 85.00%)	DISCOUNT RATE FOR NPV EQUITY PHASE 1 AS PERCENT OF TOTAL BUILDOUT	8.00% 20.00% 44.73%	ALLOCATION OF BREAKWATER TO MONMARINA USES 100.00Z RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.00Z PHASE 1 COSTS UNESCALATED 194,512,973						

111111111111111111111111111111111111111		Boston, Mas	K 4 Sachusetts	******								
8-7-86 DEVELOPMENT ASSUMPTIONS - PHASE 1												
PROGRAM:	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.				
Land 3.56 acres Above ground Below ground	737,928 : 613,604 :	167,820	269,831	249,450	50,827	560,104		155,112 53,500				
Water Efficiency Factors Rentable/Salable	178,200 653,377	817 135,934	1002 269,831	857 212,033	702: 35,579	100.00% 560,104	178,200 100.007 178,200	33,300				
UNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 290 339 1,400	100	290 339			1,400	100	1				
CONSTRUCTION PERIOD (MONTHS)	; 30 ;	30	30	30	30 :	30	30	30 ;				
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.007 4.007 4.007	4.00Z 4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z	4.007 4.007 4.007 4.007	4.007 4.007 4.007 4.007 4.007	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	 				
FINANCIAL ASSUMPTIONS: Bebt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.00Z 80.00Z 10.00Z 3.00Z	110.00Z 80.00Z 10.00Z 3.00Z	110.00Z 80.00Z 10.00Z 3.00Z	110.00Z: 80.00Z: 10.00Z: 3.00Z:	125.002 80.002 10.002 3.002	125.002 80.002 10.002 3.002					

		PIE Boston, Mas	R 4					
915161555655555555555555555555555555555	22444444444444 DEVE 244444444444444444444444444444444444	######################################	**********	14444444444 19E 1	 	44444444444 44444444444	\$4444444 ••••••	. # # # # # # # # # # # # # # # # # # #
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT	 	122.50	108.50	91.50	91.50	61.75	6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.							1,200,000	1,200,000 12,000,000
BUILDING COSTS PER UNIT: Land per acre Condoninum per unit Hotel bay - FF&E Hotel room - hard Hotel room - FF&E Parking per car Marina per slip		205,580	25,000 100,954 29,224			24,705	12,000	2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail % rent 5.00%		375.00		35.00	20.00 200.00 10.00	- 		
REVENUES PER UNIT: Unit sales 1,359 ssf Monthly rent Daily rent Hotel daily other 38.44%		509,753	158.00 60.74		: : : :	35,000.00 275.00 10.50	30,000.00 225.00 10.50	
SALE, LEASE, RENT TERMS: Presale Absorption Prelease Absorption		25.001 18 0.001 18	0.00Z 48 50.00Z 48	0.002 18 25.002	0.002: 18: 25.002:	25.007 18 25.007	25.00Z 18 25.00Z 18	
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly Rent - daily		100.002	100.007	100.002	100.002	25.00Z 25.00Z 25.00Z 50.00Z	50.002 25.002 25.002	
Total	<u>i i</u>	100.007	100.002	100.00%	100.002	100.002	100.00%	
COMMISSION: Sales Leases		3.00Z		5.00 z	5.00Z:	4.00Z	4.00Z	
VACANCY	1		29.00%	10.002	10.00%			
TURNOVER: Turnover - stay Turnover - leave				75.002 25.002	50.007! 50.007!			
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave			137.60 3.00%	8.00 1.002 2.00 7.00	10.00 1.002 2.00 7.00	2.00 1.00 X	0.25 1.00%	

	TOTAL	CONDO	HOTEL	. OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF:	737,928 653,377	167,820 135,934	269,831 269,831	249.450	50,827	560,104 560,104	178,200 178,200	53,500 0
LAND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
HARD COSTS: Component specific Hotel FF&E 5 Foundation & 25	116,400,006 8,475,000 z	20,557,950	29,276,664 8,475,000 3,161,721	22,824,675	4,650,671	34,586,422 (8,646,606)	1,200,000	3,303,625
Garage service area Breakwater Site & Utilities	1,200,000 12,000,000	1,966,416 751,312 272,905 2,729,047	438,792	1,116,761	595,561 227,547 82,654 826,536	10101010007	0	(3,303,625
HARD COST SUBTOTAL 30 Contingency 30 5.00	138,075,006 2 6,903,750	26,277,630 1,313,881	46,948,105 2,347,405	31,326,487 1,566,324	6,382,968 319,148	25,939,817 1,296,991	1,200,000	0
TOTAL HARD COSTS	144,978,756	27,591,511		~~~~~~~				0
OFT COSTS: Envir. Imp. Report 30 Permitting/Licens. 30	490.000	93.254	166.609	111.171	22,652 4,623	92,055 18,787	4,259 869	
Building Permits 30 1.07 A/E Fees 30 4.57 Design Consultants 30 1.07	Z 6,213,375 Z 1,380,750	19,031 262,776 1,182,493 262,776	34,002 469,481 2,112,665 469,481	1,409,692	63,830 287,234 63,830	259,398 1,167,292 259,398	12,000 54,000 12,000	
Development Fee 30 2.01 Mtg. Brokerage Fee 30 1.01 Market Research Fe 30	2,761,300 1,104,600 100,000	262,776 525,553 210,221 19,031	469,481 938,962 375,585 34,002	250,612 22,688	127,659 51,064 4,623	518,796 207,519 18,787	24,000 9,600 869	
Legal/Accounting 30 1.07 Linkage 12 Insurance 10 1.07	2,820,648	262,776	467,481 1,335,007 469,481	313,265	63,830 251,470 63,830	259,398 259,398	12,000	
RE Taxes 10 0.52 Marketing/PR 5 1.02 Brokerage on Lease 5	490,375	262,776 131,388 262,776	234,741 469,481	156,632 313,265 1,855,284	31,915 63,830 177,895	129,699 259,398	6,000 12,000	
Soft Cost SUBTOTAL Construc. Loan Pt. 1.02		3,494,853 248,691	7,578,978 454,996	7,255,793 321,189 4,014,860	1,278,282	3,449,925 245,494	159,597 11,357	
Constr. Int. 15 Permanent Loan Pt. 1.02	16,819,618 1,029,827	3,108,636 0	454,996	321,189	798,040 63,843	3,068,673 184,120	141,960 5,678	
TOTAL SOFT COSTS	42,412,442	6,852,181	14,176,418	11,913,031	2,204,008	6,948,213	318,592	
ISTS Before INCLUSIONARY HOUS LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,756 42,412,442	0,832,181	2,604,150 49,295,510 14,176,418	11,713,031	2,204,008	27,236,807 6,948,213	318,592	
TOTAL PROJECT COSTS DSTS After INCLUSIONARY HOUSI	194,512,973	36,063,330	66,076,079	47,213,295	9,396,658 =======	34,185,020	1,578,592	*********
LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,756 42,412,442	1,619,638 27,591,511 6,852,181	2,604,150 49,295,510 14,176,418	2,407,453 32,892,811 11,913,031	490,534 6,702,116 2,204,008	0 27,236,807 6,948,213	0 1,260,000 318,592	
TOTAL PROJECT COSTS	194,512,973				~~~~~~~~~	34,185,020		
RCENT OF USE: Land Costs Hard Costs Soft Costs	3.66% 74.53% 21.80%	4.49Z 76.51Z 19.00Z	3.942 74.602 21.452	5.10Z 69,67%	5.22% 71.32% 23.46%	0.00 z 79.671 20.332	0.00Z 79.82Z 20.18Z	3 2 3 2 2 8 4 2 2
Total Project Costs	100.002	100.002	100.002	100.007	100.002	100.002	100.002	

RCENT OF PROJECT BY COST: Land Costs Hard Costs Soft Costs	100.007 100.002 100.002	22.741 19.031 16.161	36.57% 34.00% 33.43%	22.69%	6.89% 4.62% 5.20%	0.00Z 18.79Z 16.38Z	0.002 0.872 0.752	

	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	259,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
GROSS SALES Less Basis Less Commissions	50,975,325 (45,398,880) (2,079,260)	50,975,325 (36,063,330) (1,529,260)				12,250,000 (8,546,255) (490,000)	1,500,000 (789,296) (60,000)	
Gain on Sale TAX on Sale 35.0%	17,247,185 (6,036,515)	13,382,736 (4,683,957)				3,213,745 (1,124,811)	650,704 (227,746)	
HET SALES PROCEEDS	56,609,551	44,762,108				10,635,189	1,212,254	~~~~~
ROSS REVENUE: Base leases 5 Base rents Other income	8,132,716 20,725,363 6,784,610		16,724,300 6,428,821	7,421,138	711,578 355,789	3,837,750	163,313	
TOTAL GROSS REVENUES Less VACANCY	35,642,688 (7,563,256)		23,153,121 (6,714,405)			3,837,750	163,313	
NET REVENUES	28,079,432	************	16,438,716	6,679,024	960,630	3,837,750	163,313	
PERATING EXPENSES: Base operating expenses Replacement reserve	(13,050,397) (609,569)		(10,341,122) (493,161)			(840,156) (38,378)	(22,275) (1,633)	
TOTAL OPERATING EXPENSES	(13,659,965)		(10,834,283)	(1,593,424)	(329,816)	(878,534)	(23,908)	********
ET OPERATING INCOME	14,419,467	388888888888	5,604,433	5,085,600	630,814	2,959,217	139,404	******
ROSS MARGIN ON SALES BEFORE TAX ETURN ON ASSETS BY USE	37.991 9.671	37.112				37.602	82.44%	
VERHEL KUA WITH AFTER TAX SALES SUBSIDY	17.192		8.482	10.77%	6.712	11.542	17.66%	
14114141414141414141414141414	17.19%	56655656666 R NET RENTAB 845565856666		148444444	*********	11.542		********
18688888888888888888888888888888888 7-86 COSTS, INCOME, 1888888888888888888888888888888888888	17.19Z	24444444444 Canda	######################################	19888888888 F - UNESCAL 1988888888	498888448888 ATED - PHASE 4488888888888888888888888888888888888	11.54Z		********* ***************** HISC.
198193888888888888888888888888888888888	17.19% 	24444444444 Canda	######################################	19888888888 F - UNESCAL 1988888888	44484444444 ATED - PHASE	11.54Z	17.66 2 144944444444 14444444444	82282222
7-85 COSTS, INCOME, ROSS SQUARE FEET T RENTABLE/SALABLE SF	17.19Z ***********************************	CONDO 167,820	######################################	04000000000 F - UNESCAL 0400000000 OFFICE 249,450	44494444444 ATED - PHASE 4449444444444444444444444444444444444	11.54Z	17.66Z	82282222
7-86 COSTS, INCOME, ROSS SQUARE FEET ET RENTABLE/SALABLE SF	17.19Z ***********************************	CONDO 167,820 135,934	######################################	0FFICE 249,450 212,033	94494444444444444444444444444444444444	11.54Z ************************************	17.66Z	82282222
COSTS, INCOME, COSTS SQUARE FEET TRENTABLE/SALABLE SF Land Costs (Total) Soft Costs	17.19Z ***********************************	CQNDQ 167,820 135,934 151.23 11.91 202.98	######################################	249,450 212,033 107.65 11.35 155.13	493394433343 4933434333333 RETAIL 50,827 35,579 130.71 13.79 188.37	11.54Z 11.54Z 11.54Z 11.54Z 6ARASE 560,104 560,104 61.75 0.00 48.63	17.66Z BEESSESSESSESSESSESSESSESSESSESSESSESSES	82282222
TOSTS, INCOME, COSTS, INCOME, COSTS SQUARE FEET TO RENTABLE/SALABLE SF and Costs (Component Specific) Land Costs Hard Costs (Total) Soft Costs TAL DEVELOPMENT COSTS Gross Sales	17.19Z ***********************************	CONDO 167,820 135,934 151.23 11.91 202.98 50.41	267,831 108.50 9.65 108.50 108.50 9.65 182.69 52.54	249,450 212,033 107.65 11.35 155.13 56.18	######################################	11.54Z ************************************	17.66Z 178.200 178,200 6.73 0.00 7.07 1.79	82282222
COSTS, INCOME, COSTS SQUARE FEET ET RENTABLE/SALABLE SF and Costs (Component Specific) Land Costs (Total) Soft Costs Soft Costs Gross Sales Less Basis, Commissions, Taxes	17.19Z ***********************************	CONDO 167,820 135,934 151.23 11.91 202.98 50.41 265.30	267,831 108.50 9.65 108.50 108.50 9.65 182.69 52.54	249,450 212,033 107.65 11.35 155.13 56.18	######################################	11.54Z 343333333333333 11.54Z GARAGE 560,104 560,104 61.75 0.00 48.63 12.41 61.03	17.66Z BESSESSESSESSESSESSESSESSESSESSESSESSESS	82282222
COSTS, INCOME, COSTS SQUARE FEET TRENTABLE/SALABLE SF Ard Costs (Component Specific) Land Costs Hard Costs (Total) Soft Costs TAL DEVELOPMENT COSTS Gross Sales Less Basis, Commissions, Taxes TER TAX GAIN ON SALES Gross Revenues	17.19Z ***********************************	CONDO 167,820 135,934 151.23 11.91 202.98 50.41 265.30 375.00 (311.01)	267,831 108.50 9.65 108.50 108.50 9.65 182.69 52.54	249,450 212,033 107.65 11.35 155.13 56.18	######################################	11.54Z ***********************************	17.66Z 178.200 178,200 6.73 0.00 7.07 1.79 9.86	82282222
ROSS SDUARE FEET ET RENTABLE/SALABLE SF ard Costs (Component Specific) Land Costs Hard Costs (Total) Soft Costs	17.19Z ***********************************	CQNDQ 167,820 135,734 151.23 11.91 202.98 50.41 265.30 375.00 (311.01) 63.99	244-88 247-831 267-831 108-50 9-65 182-69 52-54 244-88	249,450 212,033 107.65 11.35 155.13 56.18 222.67	######################################	11.54Z ************************************	17.66Z 178.200 178,200 178,200 6.73 0.00 7.07 1.79 9.86 16.84 (12.09) 4.75	944449444 94444444 953,500

######################################	######################################	Boston, Mass ###################################	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	• • • • • • • • • • • • • • • • • • •	************	CONDOS
YEAR	DESIGN	DEST GN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED
EQUITY AVAILABLE & 20.002 EQUITY INVESTED	7,259,154 2,592,297	4,666,857 1,066,297	3,400,540 3,400,540	0	0	& SALES
======================================		2222222222	: 2222222222222			
Land	(1,619,638)					
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(972,659)	(1,066,297)	(11,937,191) (562,543) (290,366)	(12,414,679) (825,378)	(6,455,633) (441,753)	
BUILDING COSTS BEFORE INTEREST	(2,592,297)	(1,066,297)	(12,790,101)	(13,240,057)	(6,897,386)	
CONSTRUCTION LOAN:						
Interest Takedown Retirements - Sales Retirements - Takeout	0	0	(459,477) (9,649,017)	(1,626,905) (14,866,961)	(2,796,467) (9,693,853) 17,104,916	(1,710,492) (1,710,492) 18,815,408
Balance	0	0	(9,649,017)	(24,515,978)	(17,104,916)	(0)
ERMANENT MORTGAGE: Payment						0
Interest Amortization Balance					(0)	0 0 0
UMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(2,592,297) (0) 0	(1,066,297) (0) 0	(13,249,578) 9,649,017 0	(14,866,961) 14,866,961 0	(9,693,853) (7,411,063) 0	(1,710,492) (17,104,916) 0
OST & DEBT FLOWS	(2,592,297)	(1,066,297)	(3,600,560)	0	(17,104,916)	(18,815,408)
ROSS SALES Less Commissions				29 2 230313303166	29,816,960 (894,509)	31,009,639 (930,289)
RETAX SALES PROCEEDS					28,922,451	30,079,349
	:32 == 60 = 5 = 5 = 5 = 5 = 5 = 5 = 5 = 5 = 5 =	***********	**********	######################################	***********	********
ROSS REVENUES:						
Leases Rents Other income					0 0 0	0 0 0
TOTAL GROSS REVENUES Less VACANCY			**********	**************************************	0	0
NET REVENUES					0	0
PERATING EXPENSES: Operating Expenses Replacement Reserve					0	0
TOTAL OPERATING EXPENSES	*************					<u>0</u>
ET OPERATING INCOME						

*********************************		PIER Boston, Massa Bassassassassassassassassassassassassass	chusetts ##################################		*********	**********
8-7-86 PR ####################################	OJECT SALE, CASH	FLOW AND PERF ####################################	DRMANCE SUMMARI ####################################	IES - PHASE 1 14144441444444 CONSTRUCT	C ############### 5 LEASE-UP	ONDOS
						& SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		0				
PRETAX SALE PROCEEDS Less Mortgage Balance	•	0			•	
Less Taxes / Plus Benefits	-	0				
AFTER TAX SALES PROCEEDS		0				
		*********	***********	*********	***********	**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(2,592,297)	(1,065,297)	(3,600,560)	0	(17,104,916)	(18,815,408)
PRETAX SALES PROCEEDS	0	0	0	0	28,922,451	30,079,349
NET OPERATING INCOME (Before Linkage	0	0	0	0	0	0
Or Turning Costs) LINKAGE					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					. 0	0
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(2,592,297)	(1,066,297)	(3,600,560)	0	11,817,535	11,263,942
	*************	2222222222222	ar:320222;53282		************	************
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	{2,592,297} 0 0	(1,066,297) 0 0	(3,600,560) 0 0	0 0 0	11,817,535 (2,254,624) 0	11,263,742 (2,388,591) 0
AFTER TAX CASH FLOW	(2,592,297)	(1,066,297)	(3,400,560)	0	9,562,912	8,875,351
***************************************	**********	***********	••••••	444444444444	***********	**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations	(2,592,297) 0 0	(1,066,297) 0 0	(3,600,560) (0) 0	(0) 0	(0) 11,817,535 (2,254,624)	(0) 11,263,942 (2,388,591)
Cash Flow On Sale Taxes/Benefits From Sale	0	0	0	0	0	0
AFTER TAX CASH FLOW	(2,592,297)	(1,066,297)	(3,600,560)	0	9,562,912	8,875,351
CUMULATIVE AFTER TAX CASH FLOW	(2,592,297)	(3,658,594)	(7,259,154)	(7,259,154)	2,303,758	11,179,108
Breakeven Debt Coverage Ratio						0.00Z 0.00Z
COMPOSITON OF AFTER TAX NPV:			PV Components A Of Investment		PV Components Per entable/Salable S	
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(6,466,509) 16,352,291 (3,282,851) 0		-100.007 245.297 -49.247 0.007 .007	_	(49.04) 120.30 (24.15) 0.00 .00	
TOTAL AFTER TAX NPV 8 8.00%	6,402,931		96.05%		47.10	
***************************************	***********	**********		*********		**********

PIER 4
Boston, Massachusetts

PROJECT SALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 1 CONDOS

OPERATE SALE

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11,179,108	11,179,108	11,179,108	11,179,108	11,179,108	11,179,108	11,179,108	11,179,108	11,179,108
0.00Z 0.00Z	0.00Z 0.00Z	0.007 0.001	0.00Z 0.00Z	0.00Z 0.00Z	0.001 0.001	0.00Z 0.00Z	0.00Z 0.5uz	0.00Z 0.00Z

INTERNAL RATE OF RETURN

***************************************		loston, Massac	husetts			**********
8-7-84	TAXABLE IN	COME AND INCO	ME TAXES - PHA	SE 1	C	ONDOs
11111111111111111111111111111111111111	DESIGN	DESIGN	CONSTRUCT	4 CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Laprov. Less Basis in Land	0	0 0 0	0 0 0	0 0 0	28,922,451 (20,734,493) (809,819)	30,079,349 (22,444,985) (809,819)
TAXABLE INCOME ON SALES	0	0	0	0	7,378,139	6,824,546
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (6,569)	0 0 (13,402)	0 0 (182,601)	0 0 (397,020)	0 0 (336,766)	0 0 0
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(6,569)	(13,402)	(182,601)	(397,020)	(336,766)	0
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallomed Benefits From Prior Years Benefits To Be Carried	(6,569) 2,299 (2,299) 0 2,299	(13,402) 4,691 (4,691) 0 6,990	(182,601) 63,910 (63,910) 0 70,900	(397,020) 138,957 (138,957) 0 209,857	7,041,374 (2,464,481) (0) 209,857 0	6,824,546 (2,388,591) (0) 0
ORDINARY TAXES/BENEFITS	0	0	0	0	(2,254,624)	(2,388,591)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(2,254,624)	(2,388,591)
	*********	2525222233888	***********	************	************	**********
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Teprov. Less Basis In Land		(0) (0)				
GAIN ON SALE		(0)				
TAX / BENEFIT @ 35.00%		0				

PIER 4 Boston, Massachusetts

8-7-86		***********		SOFT COSTS -	PHASE 1	*******************************		ONDOs
YEAR	*********	*********		,	3	4	5	6
			DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
SOFT COSTS:								
Envir. Imp. Report	30		93,254					93,254
Permitting/Licens.	30 30		19,031					19,031 273,287 1,221,097 271,355
Building Permits	30	1.02	-	273,287				273,287
A/E Fees	30	4.5%	591,247	368,938	127,898	133,014		1,221,097
Design Consultants	30	1.02	131,388	81,986	28,422	29,559		271,355
Development Fee	30	2.02	33,305	34,637	184,739	279,297	151,044	683.071
Mtg. Brokerage Fee	30 30 30	1.0%	*	218,630				218,630 19,031 284,656 344,293 147,794
Market Research Fee	30		19,031	•				19,031
Legal/Accounting	30	1.02	52 ,555	54,657	56,844	59,118	61,482 75,522	284,656
Insurance	30	1.02	•		129,113	139,548	75,522	344,293
RE Taxes	10	0.5%			•	147,794		147,794
Marketing/PR	5	1.02	32,847	34,161	35,527	36,948	153,706	293,189
Brokeragé on Leases	5		•		·	·		
SOFT COSTS BEFORE INTER	REST		972,659	1,066,297	562,543	825,378	441,753	3,868,630

)*5 04888888 8	***********	***********		loston, Massach ####################################	iusetts 18888888888888888 16 TAXES - PHAS	 	COND	11111111 0s
7 OPERATE	######################################	OPERATE	10 10 OPERATE	11 OPERATE	12 0PERATE	13 OPERATE	14 14 OPERATE	15 SALE
0	0 0 0	0 0 0	0	0 0 0	0 0 0	0	0	0
0	0	0	0	0	0	0	0	0
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*********************************		Boston, Massa	chusetts	**********	***********	
8-7-84	DEPRECIATION	, ANORTIZATION	, & BASIS - PH	ASE 1	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	ONDOs
45344444444444444444444444444444444444	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	######################################	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (6,569)	0 (13,402)	(45,948) (116,146) (20,507)	(223,418) (116,146) (57,456)	0 0 (7,679) (503,064) (72,592) (88,197)	0 0 (9,679) (688,893) (169,824)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(6,569) 100.002	(13,402) 100.00I	(182,601) 100.002	(397,020) 100.002	(673,531) 50.00%	(395, 200.0
ACTUAL DEPREC. & AMORT.	(6,569)	(13,402)	(182,401)	(397,020)	(336,766)	0
ACCUM. DEPREC. & AMORT. Add Back For Sales	(6,569) 0	(19,971) 0	(202,572) 0	(599,592) 0	(936,357) 299,796	(636,562) 636,562
ACTUAL ACCUM. DEPREC. & AMORT.	(6,569)	(19,971)	(202,572)	(599,592)	(636,562)	0
Add to Basis Beginning Basis Deduct from Basis	2,592,297 2,592,297 0	1,066,297 3,658,594 0	13,249,578 16,908,171 0	14,866,961 31,775,133 0	9,693,853 41,468,986 (20,734,493)	1,710,492 22,444,985 (22,444,985)
ADJUSTED BASIS OF IMPROVEMENTS	2,592,297	3,658,594	16,908,171	31,775,133	20,734,493	0
Beginning Land Deduct from Land	1,619,638 0	1,619,638	1,619,638	1,619,638	1,617,638 (809,819)	809,819 (809,819)
ENDING LAND BASIS	1,619,638	1,619,638	1,619,638	1,619,638	809,819	0

S LEASE-UP DESIGN STABILIZED & SALES CONSTRUCT CONSTRUCT DESIGN 62,019,277 100.007 50.007 31,009,639 GROSS SALES: 50,975,325 59,633,920 50.002 50.002 53,014,338 55,134,912 57,340,308 Cumulative Sold I New Sales I New Sales 29,816,960 GROSS LEASES, RENTS, OTHER INCOME: Base leases Total Leased I 0 0 0 33.332 33.332 0 100.00% New Leased I New Leases Total Leases Lease Commissions 66.67% 0 0 0.00% ō Base rents Rents 0 0 0 0 0 0 Base Other Income Other Income 0 0 0 0 OPERATING EXPENSES: Base operating expenses Operating Expenses 0 0

PIER 4 Boston, Massachusetts DEPRECIATION, AMORTIZATION, & BASIS - PHASE ! CONDOS OPERATE 10 OPERATE OPERATE OPERATE OPERATE DPERATE 15 SALE OPERATE OPERATÉ 0 0 (9,679) (688,893) (9,679) 0 0 (9,679) 0 0 0 0 0 0 0 (9.679) (9,679) (9,679) (9.679) (688,893) (688,893) (688,893) (688,893) (688,893) (688,893) (688,893) (688,893) (155,886) (162,992) (148,496) (117,755) (59,118) (59,118) (59,118) (59,118) (59,118) (861,563) 0.002 (854,458) 0.002 (847,068) 0.002 (816,327) 0.00Z (757,489) 0.00% (757,689) 0.00% (757,689) (757,689) 0.00% (757,689) 0.00% 0.00% 0 0 0 0 ٥ 0 Ô Õ Õ ō Ŏ

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PIER 4 Boston, Massachusetts

SALE & LEASE ABSORPTION, OPERATING EXPENSE GROWTH - PHASE 1 CONDOS 8 OPERATE 10 OPERATE OPERATE OPERATE OPERATE 15 SALE OPERATE OPERATÉ OPERATÉ 64,500,048 100.00Z 47,080,050 100.002 0.002 69,763,252 100.007 0.002 100.00Z 0.00Z 0 100.00Z 0.00Z 100.00% 100.00% 100.007 100.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0

0 100.007 0.007 100.007 100.007 33.337 100.007 0.001 100.00% 100.007 100.00% 100.002 100.00% 66.67% 0.002 0.00% 33.332 000 0 0 0 0 0 0 0 Õ Õ Ö 0 ō 0 0 0 0 0 0 0 0 0 0 0 0 ٥ ٥ 0 0 0 0 0 0 0 0 Ó ٥ 0 0 0 0 0 0 0 0 ٥ 0 0

		B(oston, Massac	husetts			
8-7-86		LOAN I	DETERMINATION	l - Phase 1		::::::::::::::::::::::::::::::::::::::	9979999999999 DNDOs
YEAR	*******	1 Design	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PERMANENT LOAN DETERMINA	ATION:						e saces
Net Operating Income		Q	Q	0	0	0	0
Capitalized 🖣	10.007	0	0	0	Q.	0	0
Loan-to-Value e	80.002	0	0	0	0	0	0
Net Operating Income	0 . 1	0	0	0	0	Ò	0
Plus Linkage and Turni Debt Coverage @	110.00%	0	0	0	0	0	. 0
Loan Potential	110.002	0	ů	Ň	ŷ	0	0
CORN OCENTIAL		v	v	U	V	U	U

************				Boston, Massaci	usetts			
**************			LOAN	DETERMINATION	- PHASE 1		COND	414411111 0s
7 OPERATE	8 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 DPERATE	15 SALE
0 0 0	0 0 0	0 0 0	0 0 0	0	0 0 0	0	0 0 0	0 0 0
0 0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0

######################################	######################################	Boston, Mass Boston, Mass Bussessess H FLOW SCHEDU	achusetts			1012L
**************************************	######################################	######################################	**************************************	CONSTRUCT	LEASE-UP	STABILIZED
EQUITY AVAILABLE & 50.00% EQUITY INVESTED	32,205,351 4,341,921	27,863,430 1,758,588	26,104,842 22,976,367	3,128,475 3,128,475	0	& SALES
BUILDING COSTS:		141111111111				
Land Hard Costs	(2,604,150)	750 5501	(21,327,210)	(22,180,298)	(11,533,755)	
Soft Costs Before Financing Mortgage Points (Approx.)	(1,737,771)	(1,758,588)	(1,005,050) (644,107)	(1,474,635)	(789,244)	
BUILDING COSTS BEFORE INTEREST	(4,341,921)	(1,758,588)	(22,976,367)	(23,654,933)	(12,322,999)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	0	(1,026,323) (21,552,781)	(2,771,428) (15,094,427)	0 0 (0)
Retirements - Takeout Balance	0	0	0	(21,552,781)	36,647,209	0
PERMANENT MORTGAGE: Payment Interest Amortization					(44 000 000)	(4,667,487) (4,400,000) (267,487)
Balance SUMMARY OF COST & DEBT FLOWS:					(44,000,000)	(43,732,513)
Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(4,341,921) (0) 0	(1,758,588) (0) 0	(22,976,367) (0) 0	(24,681,256) 21,552,781 0	(15,094,427) (21,552,781) 44,000,000	0 0 (267,487)
COST & DEBT FLOWS	(4,341,921)	(1,758,588)	(22,976,367)	(3,128,475)	7,352,791	(267,487)
*******************************					***********	
GROSS SALES Less Commissions					0	0
PRETAX SALES PROCEEDS					0	0
			***********		**********	=======================================
GROSS REVENUES: Leases Rents Other income				·	0 11,005,349 4,230,456	0 13,989,022 5,377,380
TOTAL GROSS REVENUES Less VACANCY	***********	*************			15,235,806 (4,418,384)	19,366,402 (5,616,257)
NET REVENUES					10,817,422	13,750,145
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(6,804,928) 324,523	(8,649,819) 412,504
TOTAL OPERATING EXPENSES					(6,480,405)	(8,237,315)
NET OPERATING INCOME					4,337,017	5,512,830

0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
(4,667,487) (4,373,251) (294,236) (43,438,277)	(4,567,487) (4,343,828) (323,659) (43,114,618)	(4,667,487) (4,311,462) (356,025) (42,758,593)	(4,667,487) (4,275,859) (391,628) (42,366,966)	(4,667,487) (4,236,697) (430,790) (41,936,175)	(4,667,487) (4,193,618) (473,869) (41,462,306)	{4,667,487} {4,146,231} {521,256} {40,941,049}	(4,667,487) (4,094,105) (573,382) (40,367,668)	(4,667,487) (4,036,767) (630,720) (39,736,947)
0 0 (294,236)	(323,659)	0 0 (356,025)	0 (0) (391,628)	0 (0) (430,790)	0 (0) (473,869)	0 (0) (521,256)	(573,382)	0 (0) (40,367,668)
(294,236)	(323,659)	(356,025)	(391,628)	(430,790)	(473,869)	(521,256)	(573,382)	(40,367,668)
0	0	^						
0	ŏ	0	0	0	0	0	0	0
0								
	0	0	0	0	0	0	0	0
0	0 0 0 20,632,535	0	0	0	0 0 0 25,746,291	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
0 17,193,780 6,609,289 23,803,068	0 0 20,632,535 7,931,147 28,563,682	0 0 22,888,359 8,798,285 31,686,645	0 0 23,903,894 9,150,217 32,954,110	0 0 24,756,049 9,516,225 34,272,275	0 0 25,746,291 9,896,874 35,643,166	0 0 26,776,143 10,292,749 37,068,893	0 0 27,847,189 10,704,459 38,551,648	0 0 28,761,076 11,132,638 40,093,714
0 17,193,780 6,609,289 23,803,068 (6,902,890)	0 20,632,535 7,931,147 28,563,682 (8,283,468)	0 22,888,359 8,798,285 31,686,645 (9,189,127)	0 0 23,803,894 9,150,217 32,954,110 (9,556,492)	0 24,756,049 9,516,225 34,272,275 (9,938,960)	0 25,746,291 9,896,874 35,643,166 (10,336,518)	0 26,776,143 10,292,749 37,068,893 (10,749,979)	0 27,847,189 10,704,459 38,551,648 (11,179,978)	0 28,961,076 11,132,638 40,093,714 (11,627,177)

YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABI
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00%		118,695,787				
Less Commission & 3.00%		(3,560,874)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		115,134,914 (39,736,947) (15,287,371)				
AFTER TAX SALES PROCEEDS		60,110,595				
***************************************	**********					
COST & DEBT FLOWS (Exc. Perm. Amort.)	(4,341,921)	(1.758.598)	(22,976,367)	(3,129,475	7,352,791	
PRETAX SALES PROCEEDS	0	0	0	0		
NET OPERATING INCOME (Before Linkage	0 -	0	0	0	•	5,51
Or Turning Costs)		·	·	•	(111,251)	(11
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	
DEBT SERVICE					0	(4,66
PROJECT SALE PROCEEDS					•	17,00
BEFORE TAX CASH FLOW	(4,341,921)	(1,758,588)	(22,976,367)	(3,128,475	11,578,557	73
	======================================					:2220222
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(4,341,921) 0 0	(1,758,588) 0 0	(22,976,367) 0 0	{3,128,475; 0 0) 11,578,557 0 0	73
AFTER TAX CASH FLOW	(4,341,921)	(1,758,588)	(22,976,367)	(3,128,475)	11,578,557	73
***********************************		***********	**********			******
COMPOSITION OF AFTER TAX CASH FLOW:						
Investment Cash Flow From Operations	(4,341,921) 0	(1,758,588) 0	(22,976,367) 0	{3,129,475; 0	(0) 11,578,557	734
Taxes/Benefits From Operations Cash Flow On Sale	0	0	0	0	, , 0	
Taxes/Benefits From Sale	0	0	Ò	0	Ŏ	
AFTER TAX CASH FLOW	(4,341,921)	(1,758,588)	(22,976,367)	(3,128,475)	11,578,557	734
CUMULATIVE AFTER TAX CASH FLOW	(4,341,921)	(6,100,509)	(29,076,876)			(19,892
Breakeven Debt Coverage Ratio					, ,	11
			PV Components Of Investment		NPV Components Per Rentable/Salable S	
COMPOSITON OF AFTER TAX NPV: Investment	(10 (61 160)	4				•
Cash Flow From Operations	(28,152,259) 28,254,925		-100.007 100.367		(104.33) 104.71	
Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(2,540,983) 25,670,070 (5,204,754)	-	-9.032 91.182 -18.492		(9.42) 95.13 (19.29)	
TOTAL AFTER TAX NPV @ 8.00%	18,026,999					

PIER 4

Boston, Massachusetts

PROJECT SALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 1 HOTEL

HOTEL

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OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE SALE

***********	**********		***********	***********	***********	**********	**********	**********
0	0	(0)	(0)	0	0	(0)	0	(39,736,947)
0	0	0	0	0	0	0	0	0
6,775,769	8,130,923	9,019,904	9,380,700	9,755,929	10,146,166	10,552,012	10,974,093	11,413,056
(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)
0	0	0	0	0	0	0	0	0
(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)
								115,134,914
1,997,032	3,352,186	4,241,167	4,601,963	4,977,191	5,367,428	5,773,275	6,195,355	82,032,285
1,997,032 0 0	3,352,186 0 0	4,241,167 0 0	4,601,963 0 0	4,977,191 (361,907) 0	5,367,428 (1,317,561) 0	5,773,275 (1,476,193) 0	6,195,355 (1,642,165) 0	82,032,285 (1,815,871) (15,287,371)
1,997,032	3,352,186	4,241,167	4,601,963	4,615,284	4,049,867	4,297,082	4,553,190	64,929,043
***********	***********	***********	***********		***********	**********	************	***********
1,997,032 0 0 0	3,352,186 0 0 0	4,241,167 0 0 0	4,601,963 0 0	4,977,191 (361,907) 0	5,367,428 (1,317,561) 0	5,773,275 (1,476,193) 0	6,195,355 (1,642,165) 0	6,634,319 (1,815,871) 75,397,966 (15,287,371)
1,997,032	3,352,186	4,241,167	4,601,963	4,615,284	4,049,867	4,297,082	4,553,190	64,929,043
(17,895,669)	(14,543,483)	(10,302,316)	(5,700,353)	(1,085,069)	2,964,798	7,261,880	11,815,070	76,744,113
62.617 142.79%	59.261 171.821	57.62% 190.87%	57.047 198.607	56.48% 206.64%	55.942 215.00%	55.43% 223.69%	54.932 232.732	54.45% 242.14%

INTERNAL RATE OF RETURN

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######################################	TAXABLE :	Boston, Massac ############## INCOME AND INCO ####################################	**********	::::::::::::::::::::::::::::::::::::::	*************	4949444444 OTEL 4444444444
YEAR	DESIGN	DESIGN 2	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0
TAXABLE INCOME ON SALES	0	0	0	0	0	0
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (11,737)	0 0 (23,944)	0 0 (165,460)	0 0 (360,510)	4,337,017 (1,385,714) (2,413,853)	5,512,830 (4,400,000) (4,080,878)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(11,737)	(23,944)	(165,460)	(360,510)	537,450	(2,968,048)
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(11,737) 4,108 (4,108) 0 4,108	(23,944) 8,380 (8,380) 0 12,488	(165,460) 57,911 (57,911) 0 70,399	(360,510) 126,178 (126,178) 0 196,578	537,450 (188,107) (0) 188,107 8,470	(2,968,048) 1,038,817 (1,038,817) 0 1,047,287
ORDINARY TAXES/BENEFITS	0	0	0	0	0	0
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	0	0
	. EZ E S E E E E E E E E E E E E E E E E		=======================================			***********
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		115,134,914 (68,852,560) (2,604,150)				
GAIN ON SALE		43,678,204				
TAX / BENEFIT @ 35.00%		(15,287,371)				

************		********		PIER Boston, Massa				
9-7-86	*********	********	***********	SOFT COSTS -	PHASE !		**************************************	OTEL
######################################	********	*********	*******		**************			**********
TEHK			DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
SOFT COSTS:								
Envir. Imp. Report Permitting/Licens.	30 30		166,609 34,002					166,609 34,002
Building Permits A/E Fees	30	1.0Z 4.5Z	1,056,332	488,260 659,151	228,506	237,646		488,260 2,181,636
Design Consultants Development Fee	30 30 30	1.0%	234,741 59,503	146,478 61,883	50,779 330,058	52,810 498,996	269,857	484,808 1,220,299
Mtg. Brokerage Fee Market Research Fee	30	1.0%	34,002	244,130				244,130 34,002
Legal/Accounting Insurance	30 30 10	1.0%	93,896	97,652	101,558 230,675	105,620 249,498	109,845 134,929	508,572 615,102
RE Taxes Marketing/PR Brokerage on Leases	10 5 5	0.57 1.07	58,685	61,033	63,474	264,051 66,013	274,613	264,051 523,818 0
SOFT COSTS BEFORE INTER	EST		1,737,771	1,758,588	1,005,050	1,474,635	789,244	6,765,288

*********** OTEL	 Эн	 	:nuseccs ###################################	Boston, Massac ##################################	TAXABLE			***********
15 SALE	14 OPERATE	13 OPERATE	12 OPERATE	11 OPERATE	10 OPERATE	9 OPERATE	0 OPERATE	7 OPERATE
0	0	0 0 0	0 0 0	0 0	0 0	0	0 0 0	0 0 0
0	0	0	0	0	0	0	0	0
11,413,056 (4,036,767 (2,188,088	10,974,093 (4,094,105) (2,188,088)	10,552,012 (4,146,231) (2,188,088)	10,146,166 (4,193,618) (2,188,088)	9,755,929 (4,236,697) (2,188,088)	9,380,700 (4,275,859) (3,140,351)	9,019,904 (4,311,462) (4,042,774)	8,130,923 (4,343,828) (4,055,977)	6,775,769 4,373,251) 4,068,671)
5,188,202	4,691,900	4,217,694	3,764,460	3,331,144	1,964,490	665,668	(268,881)	1,666,153)
5,188,202 (1,815,871 (0 0 0	4,691,900 (1,642,165) (0) 0	4,217,694 (1,476,193) (0) 0	3,764,460 (1,317,561) (0) 0	3,331,144 (1,165,900) (0) 893,993	1,964,490 (687,571) (0) 687,571 803,993	665,668 (232,984) (0) 232,984 1,491,565	(268,881) 94,108 (94,108) 0 1,724,549	1,666,153) 583,154 (583,154) 0 1,630,440
(1,815,871	(1,642,165)	(1,476,193)	(1,317,561)	(361,907)	0	0	0	0
0 0	0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0
{1,815,871	(1,642,165)	(1,476,193)	(1,317,561)	(361,907)	0	0	0	0

******************************		Boston, Massa	Chusetts *************	*******	***********	
8-7-86	DEPRECIATION.	AMORTIZATION	. & BASIS - PH	*************** ASE 1		TEL
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (11,737)	0 (23,944)	(128,921) (36,438)	(129,037) (128,821) (102,651)	(1,623,604) {225,510) (10,735) (267,609) (128,821) (157,574)	(3,247,209) (225,510) (10,735) (294,014) (303,410)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(11,737) 100.00%	(23,944) 100.002	(165,460) 100.00%	(360,510) 100.002	(2,413,853) 100.00%	(4,080,878) 100.001
ACTUAL DEPREC. & AMORT.	(11,737)	(23,944)	(165,460)	(360,510)	(2,413,853)	(4,080,878)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(11,737) 0	(35,681)	(201,140)	(561,650) 0	(2,975,503) 0	(7,056,381) 0
ACTUAL ACCUM, DEPREC. & AMORT.	(11,737)	(35,681)	(201,140)	(561,650)	(2,975,503)	(7,056,381)
Add to Basis Beginning Basis Deduct from Basis	4,341,921 4,341,921 0	1,758,588 6,100,509 0	22,976,367 29,076,876 0	24,681,256 53,758,132 0	15,094,427 68,852,560 0	68,852,560 0
ADJUSTED BASIS OF INPROVEMENTS	4,341,921	6,100,509	29,076,876	53,758,132	68,852,560	68,852,560
Beginning Land Deduct from Land	2,604,150 0	2,604,150	2,404,150 0	2,604,150	2,604,150	2,604,150 0
ENDING LAND BASIS	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150

DESIGN 5 LEASE-UP STABILIZED DESIGN CONSTRUCT CONSTRUCT & SALES GROSS SALES: 0 0 0 Cumulative Sold I 37.50% 25.00% New Sales I New Sales GROSS LEASES, RENTS, OTHER INCOME: Base leases Total Leased Z New Leased Z New Leases 0 68.75% 12.50% Total Leases Lease Commissions ŏ Õ 0.00% 0 19,565,066 11,005,349 20,347,668 13,989,022 Base rents Rents 16,724,300 17,393,272 18,089,003 18,812,563 Base Other Income Other Income 7,520,811 4,230,456 7,821,644 5,377,380 6,428,821 6,685,974 6,953,413 7,231,549 OPERATING EXPENSES: Base operating expenses Operating Expenses (10,341,122) (10,754,766) (11,184,957) (11,632,355) (12,097,650) (12,581,556) (6,804,928) (8,649,819)

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	**********		DEPRECIATION	, AMORTIZATION	, & BASIS - PH	ASE I	H	ÖTEL
7	8	• • • • • • • • • • • • • • • • • • •	10	11	12	13		15
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATÉ	SALE
(3,247,209)	(3,247,209)	(3,247,209)	(2,399,709)	(1,552,209)	(1,552,209)	(1,552,209)	(1,552,209)	(1,552,209)
(225,510)	(225,510)	(225,510)	(225,510)	(225,510)	(225,510)	(225,510)	(225,510)	225,510)
(10,735)	(10,735)	(10,735)	(10,735)	(10,735)	(10,735)	(10,735)	(10,735)	(10,735)
(294,014)	(294,014)	(294,014)	(294,014)	(294,014)	(294,014)	(294,014)	(294,014)	(294,014)
(291,204)	(278,509)	(265,307)	(210,384)	(105,620)	(105,620)	(105,620)	(105,620)	(105,620)
(4,068,571)	(4,055,977)	(4,042,774)	(3,140,351)	(2,188,088)	(2,188,088)	(2,188,088)	(2,189,088)	(2,188,088)
100.00%	100.007	100.002	100.002	100.00%	100.002	100.00%	100.002	100.002
(4,068,671)	(4,055,977)	(4,042,774)	(3,140,351)	(2,188,088)	(2,188,088)	(2,188,088)	(2,188,088)	(2,188,088)
(11,125,052)	(15,181,029)	(19,223,803)	(22,364,154)	(24,552,242)	(26,740,330)	(28,928,418)	(31,116,506)	(33,304,594)
0	0	0	0	0	(20,740,3307	0	(31,110,300)	(33,304,3147
(11,125,052)	(15,181,029)	(19,223,803)	(22,364,154)	(24,552,242)	(26,740,330)	(28,928,418)	(31,116,506)	(33,304,594)
				127,002,2727			131,110,300)	(33,304,374)
(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560
, , ,	0	o o	0	0	0	00,002,000	0	00,002,000
68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560	68,852,560
2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150
0	0	0	0	0	-,001,150	2,500,7.50	2,001,100	2,501,150
2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150	2,604,150
-11	-,,	-11	_,,	2,00.,1.00	1,00.,100	2,001,100	2,001,100	2,007,130

*********		*****	*********	Boston, Nassa	chusetts			
4004044444444		SALE &	LEASE ABSORPT	ON, OPERATING	EXPENSE GROWTH	- PHASE 1	: * * * * * * * * * * * * * * * * * * *	10TEL
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	12 Operate	13 OPERATE	14 OPERATE	15 SALE
62.507	87.50%	100.00%	100.00%	100.002	100.007	100.002	100.002	100.007
25.007	25.00%	12.50%	0.00%	0.002	0.007	0.002	0.002	0.007
0	0	0	0	0	0	0	0	0
81.252 12.502 0 0	93.75% 12.50% 0 0	0 100.007 6.257 0 0	100.001 56.251 0 0	100.00X 12.50X 0 0	100.00% 12.50% 0 0	0 100.002 12.502 0 0	0 100.007 6.257 0 0	0 100.00% 56.25% 0 0
21,161,575	22,008,038	22,888,359	23,803,894	24,756,049	25,746,291	26,776,143	27,847,189	28,961,076
17,193,780	20,632,535	22,888,359	23,803,894	24,756,049	25,746,291	26,776,143	27,847,189	28,961,076
8,134,509	8,459,890	8,798,285	9,150,217	9,516,225	9,896,874	10,292,749	10,704,459	11,132,438
6,609,289	7,931,147	8,798,285	9,150,217	9,516,225	9,896,874	10,292,749	10,704,459	11,132,638
(13,084,818)	(13,608,211)	(14,152,539)	(14,718,641)	(15,307,384)	(15,919,682)	(16,556,469)	(17,218,728)	(17,907,477)
(10,631,414)	(12,757,697)	(14,152,539)	(14,718,641)	(15,307,386)	(15,919,682)	(16,556,469)	(17,218,728)	(17,907,477)

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8-7-86		OAN DETERMINAT	ION - PHASE 1	*************		HOTEL
YEAR	1 Design	2 DESIGN	3 Construct	CONSTRUCT	5 Lease-up	6 STABILIZED & SALES
	: .007 00 .00% 0	0	. 0	0 0	4,337,017 43,370,168 34,696,134	5,512,830 55,128,302 44,102,641
Net Operating Income Plus Linkage and Turning C Debt Coverage e 110 Loan Potential	osts 0 .007 0	0 0 0	0 0 0 0	0 0 0 0	4,337,017 4,225,766 3,841,606 36,214,487	5,512,830 5,401,580 4,910,527 46,291,117

				PIER Boston, Mass			*******	
1#####################################			DN - PHASE 1	N DETERMINATIO	LOA	*************		41414141414
15 SALE	14 OPERATE	13 OPERATE	12 Operate	OPERATE	DPERATE	OPERATE	0PERATE	7 OPERATE
11,413,056 114,130,565 91,304,452	10,974,093 109,740,928 87,792,742	10,552,012 105,520,123 84,416,098	10,146,166 101,461,656 81,169,325	9,755,929 97,559,285 78,047,428	9,380,700 93,807,005 75,045,604	9,019,904 90,199,043 72,159,234	8,130,923 81,309,234 65,047,387	6,775,769 67,757,695 54,206,156
11,413,056 11,301,806 10,274,369	10,974,093 10,862,842 9,875,311	10,552,012 10,440,762 9,491,602	10,146,166 10,034,915 9,122,650 85,998,442	9,755,929 9,644,678 8,767,889 82,654,140	9,380,700 9,269,450 8,426,773 79,438,465	9,019,904 8,908,654 8,098,776 76,346,470	8,130,923 8,019,673 7,290,612 68,727,972	6,775,769 6,664,519 6,058,654 57,114,408

######################################	**************************************	Boston, Massa ##################################	chusetts ***************	***********	••••••••••••••••••••••••••••••••••••••	########### FFICE
**************************************	DESIGN	DESIGN	CONSTRUCT	4 CONSTRUCT	5 LEASE-UP	STABILIZED
EQUITY AVAILABLE	8,749,218 3,566,993	5,182,225 1,271,170	3,911,055 3,911,055	0	0	& SALES
BUILDING COSTS:	(2,407,453)	***********		30117141711717		
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(1,159,541)	(1,271,170)	(14,230,746) (670,628) (699,937)	(14,799,976) (983,962)	(7,695,987) (526,629)	
BUILDING COSTS BEFORE INTEREST	(3,566,993)	(1,271,170)	(15,601,311)	(15,783,937)	(8,222,617)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	(584,513) (12,274,769)	(2,016,674) (17,800,511)	(3,418,669) (11,641,286) 0	0 0 {0}
Retirements - Takeout Balance	0	0	(12,274,769)	(30,075,380)	41,716,666	(0)
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(40,000,000)	(4,243,170) (4,000,000) (243,170) (39,756,830)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(3,566,993) (0) 0	(1,271,170) (0) 0	(16,185,824) 12,274,769 0	(17,800,611) 17,800,611 0	(11,641,286) (30,075,380) 40,000,000	0 0 (243,170)
COST & DEBT FLOWS	(3,566,993)	(1,271,170)	(3,911,055)	0	(1,716,666)	(243,170)
GROSS SALES Less Commissions					0	0
FRETAX SALES PROCEEDS					0	0
GROSS REVENUES: Leases Rents Other income	08 3 2 2 3 2 3 3 3 3 4 3 4 5 4 5 4 5 4 5 4 5 4 5 4 5				4,340,841 0 0	8,855,315 0 0
TOTAL GROSS REVENUES Less VACANCY		y			4,340,841 (434,084)	8,855,315 (885,531)
NET REVENUES					3,906,757	7,969,783
DPERATING EXPENSES: Operating Expenses Replacement Reserve					(892,973) 39,068	(1,857,384) 79,698
TOTAL OPERATING EXPENSES					(853,905)	(1,777,686)
NET OPERATING INCOME					3,052,851	6,192,098

######################################	Boston, Massachusetts **********************************											
15 SALE	14 OPERATE	OPERATE	OPERATE	OPERATE	10 OPERATE	OPERATE	OPERATE	OPERATE				
(0 (0 0 0	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0				
(4,243,170 (3,669,788 (573,382 (36,124,498	(4,243,170) (3,721,914) (521,256) (36,697,880)	(4,243,170) (3,769,301) (473,869) (37,219,136)	(4,243,170) (3,812,380) (430,790) (37,693,005)	(4,243,170) (3,851,542) (391,628) (38,123,796)	(4,243,170) (3,887,145) (356,025) (38,515,423)	(4,243,170) (3,919,511) (323,659) (38,871,448)	(4,243,170) (3,948,934) (294,236) (39,195,108)	(4,243,170) (3,975,683) (267,487) (39,489,343)				
(0) 0 (36,697,880)	(0) 0 (521,256)	(0) 0 (473,869)	(0) 0 (430,790)	(0) 0 (391,628)	(0) 0 (356,025)	(0) 0 (323,659)	(0) 0 (294,236)	(0) 0 (267,487)				
(36,697,880)	(521,256)	(473,869)	(430,790)	(391,628)	(356,025)	(323,659)	(294,236)	(267,487)				
0	0 0	0 0	0	0	0 0	0	0	0 0				
0	0	0	0	0	0	0	0	0				
11,918,053 0 0	10,773,845 0 0	10,773,845 0 0	10,773,845 0 0	10,773,845 0 0	9,795,771 0 0	8,855,315 0 0	8,855,315 0 0	8,855,315 0 0				
11,918,053 (1,191,905)	10,773,845 (1,077,384)	10,773,845 (1,077,384)	10,773,845 (1,077,384)	10,773,845 (1,077,384)	9,795,771 (979,577)	8,855,315 (885,531)	8,855,315 (885,531)	8,855,315 (885,531)				
10,726,247	9,696,460	9,696,460	9,696,460	9,696,460	8,816,194	7,969,783	7,969,783	7,969,783				
(2,643,636) 107,262	(2,541,958) 96,965	(2,444,190) 96,965	(2,350,183) 96,965	(2,259,791) 96,965	(2,172,876) 88,162	(2,089,304) 79,698	(2,008,946) 79,698	(1,931,679) 79,698				
(2,536,374)	(2,444,993)	(2,347,226)	(2,253,218)	(2,162,827)	(2,084,714)	(2,009,606)	(1,929,248)	(1,851,981)				
8,189,874	7,251,467	7,349,234	7,443,242	7,533,633	6,731,479	5,960,177	6,040,535	6,117,802				

***************************************		PIER Boston, Massa	4 chusetts ***********			**********
9-7-86 PRO	JECT SALE, CASH	***********	*************		**************	FICE
YEAR	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		91,658,170 (2,749,745)				W SHLES
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	88,908,424 (36,124,498) (9,729,530)				
AFTER TAX SALES PROCEEDS		43,054,397				
***************************************		***********				*********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(3,566,993)	(1,271,170)	(3,911,055)	0	(1,716,666)	0
PRETAX SALES PROCEEDS	0	0	0	0	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	3,052,851	6,192,098
Or Turning Costs) LINKAGE					(102,848)	(102,848)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(1,085,210) (344,553)	(1,128,619) (344,553)
DEBT SERVICE					0	(4,243,170)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(196,425)	372,909
*************************************	***********	221222222222				***********
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(3,566,993) 0 0	(1,271,170) 0 0	(3,911,055) 0 0	0 0 0	(196,425) 0 0	372,909 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(196,425)	372,909
*************************************		***********	***********	***********	*************	**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(3,566,993) 0 0 0 0	(1,271,170) 0 0 0 0	(3,911,055) 0 0 0	(0) 0 0 0	(196,425) 0 0	372,909 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(196,425)	372,909
CUMULATIVE AFTER TAX CASH FLOW	(3,566,993)	(4,838,164)	(8,749,218)	(8,749,218)	(8,945,643)	(8,572,735)
Breakeven Debt Coverage Ratio						85.79% 108.79%
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale	(8,097,102) 9,361,850 (364,705)		PV Components A Of Investment -100.002 103.272 -4.502 221.942	is NF Re	V Components Per entable/Salable SF (38.19) 39.44 (1.72) 84.76	
Taxes / Benefits From Sale	17,970,871 (3,312,526)	<u>-</u> .	-40.912		(15.62)	
TOTAL AFTER TAX NPV @ 8.00%	14,558,388		179.802		68.66	
************************************	***********	***********		***********	**************	*********

PIER 4 Boston, Massach

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***	***********	***********	*************	***********	**********	***********		************	********
			PROJECT S	ALE. CASH FLOW	AND PERFORMA	NCE SUMMARIES -	- PHASE 1	OFFI	CE
411	***********	***********		**********	**********	***********		************	*********
	7	8	9	10	11	12	13	14	15
	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	DPERATE	SALE

************	**********	***********	**********	**********	**********			***********
(0)	0	0	(0)	0	(0)	(0)	0	(36,124,498)
0	0	0	0	0	0	0	0	o
6,117,802	6,040,535	5,960,177	6,731,479	7,533,633	7,443,242	7,349,234	7,251,467	8,189,974
(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)
0	0	0	(1,320,324) (344,553)	(1,373,137) (344,553)	0	0	0	(1,606,376) (344,553)
(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)
								88,908,424
1,771,785	1,694,518	1,614,160	720,585	1,469,926	3,097,224	3,003,217	2,905,449	54,676,854
1,771,785 0 0	1,694,518 0 0	1,614,160 0 0	720,585 0 0	1,469,926 0 0	3,097,224 0 0	3,003,217 (59,964) 0	2,905,449 (324,329) 0	54,676,854 (650,991) (9,729,530)
1,771,785	1,694,518	1,614,160	720,585	1,469,926	3,097,224	2,943,253	2,581,121	44,296,333
*****************	**********	************	***********	***********		***********	************	***********
1,771,785 0 0 0	1,694,518 0 0 0	1,614,160 0 0	720,585 0 0 0	1,469,926 0 0 0	3,097,224 0 0 0	3,003,217 (59,964) 0	2,905,449 (324,329) 0	(0) 1,892,927 (650,991) 52,783,927 (9,729,530)
1,771,785	1,694,518	1,614,160	720,585	1,469,926	3,097,224	2,943,253	2,581,121	44,296,333
(6,800,950)	(5,106,433)	(3,492,273)	(2,771,688)	(1,301,762)	1,795,462	4,738,715	7,319,836	51,616,168
69.992 141.762	70.862 139.942	71.772 138.04%	82.64% 116.98%	76.362 134.642	61.25% 172.99%	62.127 170.78%	63.032 168.472	74.12% 144.61%

INTERNAL RATE OF RETURN

18.342 **18.342 48404444**

***************************************		Boston, Massac	husetts			
8-7-86	TAXABLE	INCOME AND INCO	INE TAXES - PH	19E 1		FFICE
YEAR	1 Design	2 Design	3 CONSTRUCT	CONSTRUCT	5 Lease-up	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0	0	0 0 0	0 0 0	0 0 0	0 0
TAXABLE INCOME ON SALES	0	0	0	0	0	0
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (7,832)	0 0 (15,977)	0 0 (222,886)	0 0 (486,220)	3,052,851 (1,709,334) (1,704,767)	6,192,098 (4,000,000) (2,638,950)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(7,832)	(15,977)	(222,886)	(486,220)	(361,250)	(446,853)
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(7,832) 2,741 (2,741) 0 2,741	(15,977) 5,592 (5,592) 0 8,333	(222,886) 78,010 (78,010) 0 86,343	(486,220) 170,177 (170,177) 0 256,520	(361,250) 126,437 (126,437) 0 382,957	(446,853) 156,398 (156,398) 0 539,356
ORDINARY TAXES/BENEFITS	0	0	0	0	0	0
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS		0	0	0	0	0
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Iaprov. Less Basis In Land	***************************************	88,908,424 (58,702,314) (2,407,453)	***************************************			************
GAIN ON SALE		27,798,658				
TAX / BENEFIT @ 35.00%		(9,729,530)				

			*******	PIER - Boston, Massa				*****
8-7-86	*********	********	**********	SOFT COSTS -	PHASE 1	************	**************************************	FFICE
94933333333333333333333333333333333333	*********	1111111111	DESIGN	######################################	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
SOFT COSTS:								
Envir. Imp. Report Permitting/Licens.	30 30		111,171 22,688					111,171 22,688
Building Permits A/E Fees	30 30	1.0% 4.5%	704.846	325,795 439,824	152,472	158,571		22,688 325,795 1,455,713 323,492
Design Consultants Development Fee	30 30	1.07	156,632 39,704	97,739 41,292	33,883 220,234	35,238 332,959	180,064	814.254
Mtg. Brokerage Fee Market Research Fee	30 30	1.07	22,688	260,636				260,636 22,688 339,349
Legal/Accounting Insurance RE Taxes	30 30	1.02 1.02 0.52	62,653	65,159	67,765 153,920	70,476 166,480	73,295 90,032	410,432
Marketing/PR Brokerage on Leases	10 5 5	1.02	39,158	40,724	42,353	176,190 44,048	183,238	176,190 349,521 0
SOFT COSTS BEFORE INTER	EST		1,159,541	1,271,170	670,628	983,962	526,629	4,611,930

10 OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE 15 Sale OPERATÉ OPERATE 0 000 0 000 0 0 000 0 0 Ô Ŏ Ŏ ŏ 0 0 0 0 0 0 0 0 0 6,117,802 (3,975,683) (2,630,805) 6,040,535 (3,948,934) (2,622,335) 5,960,177 (3,919,511) (2,613,525) 6,731,479 (3,887,145) (2,623,900) 7,533,633 (3,851,542) (2,602,900) 7,443,242 (3,812,380) (2,602,900) 7,349,234 (3,769,301) (2,602,900) 7,251,467 (3,721,914) (2,602,900) 8,189,874 (3,669,788) (2,660,110) (488,686) (530,734) (572,859) 220,434 1,079,191 1,027,962 977,034 926,653 1,859,976 (488,686) 171,040 (171,040) 220,434 (77,152) (0) 77,152 1,079,191 (377,717) (0) 377,717 641,785 (530,734) 185,757 (185,757) (572,859) 200,501 (200,501) 1,027,962 (359,787) (0) 359,787 281,998 977,034 (341,962) (0) 281,998 926,653 (324,329) (0) 1,859,976 (650,991) (0) 0 0 710,396 896,153 1,094,653 1,019,501 0 0 0 0 0 (59,964) 0 (324,329) (650,991) 0 0 0 000 0 000 0 0 0 0 0 0 0 (59,964) 0 0 0 0 0 (324,329) (450,991)

***************************************		Boston, Massa	:NUSPCCS :4**************		************	*********
8-7-85	DEPRECIATION,	AMORTIZATION.	& BASIS - PH	ASE 1	Q.	FICE
#\$####################################	######################################	######################################	CONSTRUCT	4 CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (7,832)	0 (15,977)	(58,451) (139,987) (24,447)	(277,738) (139,987) (68,495)	(612,112) (153,731) (11,666) (448,671) (87,492) (391,095)	(1,224,224) (153,731) (11,666) (466,290) (783,040)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(7,832) 100.002	(15,977) 100.00%	(222,886) 100.00%	(486,220) 100.00Z	(1,704,757) 100.00%	(2,638,950) 100.00%
ACTUAL DEPREC. & AMORT.	(7,832)	(15,977)	(222,886)	(486,220)	(1,704,767)	(2,638,950)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(7,832) 0	(23,808)	(246,694) 0	(732,914) 0	(2,437,681) 0	(5,076,631) 0
ACTUAL ACCUM. DEPREC. & AMORT.	(7,832)	(23,808)	(246,694)	(732,914)	(2,437,681)	(5,076,631)
Add to Basis Beginning Basis Deduct from Basis	3,566,993 3,566,993 0	1,271,170 4,838,164 0	16,185,824 21,023,987 0	17,800,611 38,824,598 0	13,071,049 51,895,647 0	1,473,171 53,368,818 0
ADJUSTED BASIS OF IMPROVEMENTS	3,566,993	4,838,164	21,023,987	38,824,598	51,895,647	53,368,818
Beginning Land Deduct from Land	2,407,453 0	2,407,453 0	2,407,453	2,407,453 0	2,407,453	2,407,453
ENDING LAND BASIS	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453

5 LEASE-UP STABILIZED CONSTRUCT DESIGN DESIGN CONSTRUCT & SALES GROSS SALES: 0 0 0 0 33.332 33.332 100.00% Cumulative Sold % 66.67% New Sales % New Sales GROSS LEASES, RENTS, OTHER INCOME: 9,028,948 100.00% 50.00% 4,514,474 8,855,315 8,681,681 50.007 50.007 7,421,138 7,717,983 8,026,702 8,347,770 Base leases Total Leased % New Leased %
New Leases
Total Leases
Lease Commissions 4,340,841 4,340,841 5.00% 0 0 0 0 0 0 Base rents õ Rents 0 0 Base Other Income 0 0 Other Income OPERATING EXPENSES: (1,785,946) (892,973) (1,857,384) (1,857,384) (1,526,634) (1,587,699) (1,651,207) (1,717,256) Base operating expenses Operating Expenses

	**********	**********	CNUSECCS	Boston, Massa	**********	***********	**********	
FFICE	######################################	ASE i	. & BASIS - PH	, AMORTIZATION	DEPRECIATION	************	444444444444	
15 SALE	14 OPERATE	13 OPERATE	12 OPERATE	11 OPERATE	10 OPERATE	9 OPERATE	9 Operate	7 OPERATE
(1,224,224) (153,731) (11,666) (466,290)								
(804,200)	(746,989)	(746,989)	(746,989)	(746,989)	(767,990)	(757,615)	(766,424)	(774,895)
(2,660,110) 100.00	(2,602,900) 100.00%	(2,602,900) 100.002	(2,602,900) 100.00%	(2,602,900) 100.00%	(2,623,900) 100.00%	(2,613,525) 100.00%	(2,622,335) 100.00Z	(2,630,805) 100.00%
(2,660,110)	(2,602,900)	(2,602,900)	(2,602,900)	(2,602,900)	(2,623,900)	(2,613,525)	(2,622,335)	(2,630,805)
(28,638,906)	(25,978,796) 0	(23,375,896)	(20,772,996)	(18,170,096)	(15,567,196) 0	(12,943,296)	{10,329,771} 0	(7,707,436)
(28,638,906)	(25,978,796)	(23,375,896)	(20,772,996)	(18,170,096)	(15,567,196)	(12,943,296)	(10,329,771)	(7,707,436)
1,950,929 58,702,314 0	56,751,385 0	56,751,385 0	56,751,385 0	1,717,690 56,751,385 0	1,664,877 55,033,695 0	53,368,818 0	53,368,818	53,368,818
58,702,314	56,751,385	56,751,385	56,751,385	56,751,385	55,033,695	53,368,818	53,368,818	53,368,818
2,407,453	2,407,453	2,407,453 0	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453
2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453

************		*******	*********	Boston, Massa	chusetts			
46444444444		SALE &	LEASE ABSORPTI	DN. OPERATING	EXPENSE GROWTH	- PHASE 1	::::::::::::::::::::::::::::::::::::::	FICE
7 OPERATE	9 Operate	OPERATE	10 OPERATE	OPERATE	12 OPERATE	13 OPERATE	14 Operate	15 SALE
100.007 0.001 0	190.002 0.002 0	100.00Z 0.00Z 0	100.002 0.002 0	100.002 0.002 0	100.002 0.002 0	100.00Z 0.00Z 0	100.007 0.002 0	100.007 0.007 0
9,390,106 100.007 0.00% 0 8,855,315	9,765,711 100.007 0.007 0 8,855,315	10,156,339 100.002 0.002 0 8,855,315	10,562,593 100.002 50.002 5,281,296 9,795,771 0	10,985,096 100.002 50.002 5,492,548 10,773,845	11,424,500 100.002 0.002 0 10,773,845	11,881,480 100.002 0.002 0 10,773,845	12,356,739 100.002 0.002 0 10,773,845	12,851,009 100.002 50.002 6,425,505 11,918,053 0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(1,931,679) (1,931,679)	(2,008,946) (2,008,946)	(2,089,304) (2,089,304)	(2,172,876) (2,172,876)	(2,259,791) (2,259,791)	(2,350,183) (2,350,183)	(2,444,190) (2,444,190)	(2,541,958) (2,541,958)	(2,643,636) (2,643,636)

************************************	Boston, Massachusetts				*********	
8-7-86	LOAN	DETERMINATION	- PHASE 1	************	0	FFICE
YEAR	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 Lease-up	6 STABILIZED & SALES
PERMANENT LOAN DETERMINATION: Net Operating Income Capitalized © 10.00% Loan-to-Value @ 80.00%	0 0 0	0	0 0 0	0 0 0	3,052,851 30,528,512 24,422,810	6,192,098 61,920,975 49,536,780
Net Operating Income Plus Linkage and Turning Costs Debt Coverage @ 110.00% Loan Potential	0 0 0	0 0 0	0 0 0	0 0 0	3,052,851 1,520,241 1,382,037 13,028,344	6,192,098 4,616,079 4,196,435 39,559,434

4444444444444	Boston, Massachusetts					*******		
************			LOA	N DETERMINATIO	N - PHASE 1	***********		FFICE ####################################
7 Operate	9 OPERATE	OPERATE	10 OPERATE	0PERATE	0PERATE	13 OPERATE	14 OPERATE	15 SALE
6,117,802 61,178,022 48,942,417	6,040,535 60,405,350 48,324,280	5,960,177 59,601,772 47,681,417	6,731,479 67,314,792 53,851,834	7,533,633 75,336,334 60,269,067	7,443,242 74,432,418 59,545,934	7,349,234 73,492,344 58,793,876	7,251,467 72,514,668 58,011,735	8,189,874 81,898,738 65,518,990
6,117,802 6,014,955 5,468,141 51,547,693	6,040,535 5,937,687 5,397,898 50,885,520	5,960,177 5,857,330 5,324,845 50,196,859	6,731,479 4,963,755 4,512,504 42,538,993	7,533,633 5,713,096 5,193,724 48,960,788	7,443,242 7,340,394 6,673,086 62,906,608	7,349,234 7,246,387 6,587,624 62,100,972	7,251,467 7,148,619 6,498,745 61,263,111	8,189,874 6,136,097 5,578,270 52,585,876

8-7-86 CASH FLOW SCHEDULES - PHASE 1 RE* ***********************************	TAIL
Deaton Deaton Construct Construct Lenge-ur	STABILIZED
EQUITY AVAILABLE @ 50.00Z 4,446,813 3,720,015 3,480,921 353,737 0 EQUITY INVESTED 726,797 239,094 3,125,184 355,737 0	& SALES
NIVE AND GOOD	
BUILDING COSTS: Land (490,534)	
Hard Costs (2,899,604) (3,015,588) (1,568,106) Soft Costs Before Financing (236,264) (239,094) (136,645) (200,488) (107,304) Mortgage Points (Approx.) (88,936)	
BUILDING COSTS BEFORE INTEREST (726,797) (239,094) (3,125,184) (3,216,076) (1,675,410)	
CONSTRUCTION LOAN: Interest 0 0 (0) (143,017) (384,106)	0
Takedown 0 0 (0) (3,003,356) (2,059,516) Retirements - Sales	0
Retirements - Takeout 5,062,872 Balance 0 0 (0) (3,003,356) 0	0
PERMANENT MORTGAGE: Payment Interest	(530,396) (500,000)
Amortization Balance (5,000,000)	(30,396) (4,969,604)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) (726,797) (239,094) (3,125,184) (3,359,093) (2,059,516) Construction Loan (0) (0) 0 3,003,356 (3,003,356) Permanent Loan 0 0 0 0 5,000,000	0 (0) (30,396)
COST & DEBT FLOWS (726,797) (239,094) (3,125,184) (355,737) (62,872)	(30,396)
GROSS SALES 0 Less Commissions 0	0 0
PRETAX SALES PROCEEDS 0	0
GROSS REVENUES:	
Leases 416,223 Rents 0	849,095
Other income 208,111	432,872
TOTAL GROSS REVENUES 624,334 Less VACANCY (62,433)	1,281,966
NET REVENUES 561,901	1,153,770
OPERATING EXPENSES: Operating Expenses (187,300) Replacement Reserve 5,619	(389,585) 11,538
TOTAL OPERATING EXPENSES (181,681)	(378,047)
NET OPERATING INCOME 390,220	775,723

PIER 4 OPERATE OPERATE OPERATE OPERATE OPERATE 15 SALE OPERATÉ OPERATÉ OPERATE 0 00000 000 00000 0 0 000 000 0 ٥ 0 0 Õ 0 0 ò (530,396) (489,939) (40,457) (4,858,931) (530,376) (485,893) (44,503) (4,814,428) (530,396) (481,443) (48,953) (4,765,474) (530,396) (476,547) (53,849) (4,711,626) (530,396) (471,163) (59,234) (4,652,392) (530,396) (496,960) (33,436) (4,936,168) (530,396) (493,617) (36,779) (4,899,388) (530,394) (465,239) (65,157) (4,587,235) (530,396) (458,723) (4,515,562) (0) (0) (44,503) (0) (48,953) (0) (53,849) (33,435) (36,779) (40,457) (59,234) (65,157) (4,587,235) (33,436)(36,779) (40,457) (44,503) (48,953) (53,849) (59, 234)(65, 157) (4,587,235) 0 0 0 0 0 0 0 0 0 0 0 Ŏ Ŏ 0 0 0 0 0 0 0 0 0 849,095 849,095 849,095 939,270 1,033,053 1,033,053 1,033,053 1,033,053 1,142,766 450,187 468,194 486,922 506,399 526,655 547,721 569,630 592,415 616,111 1,299,281 1,445,669 1,559,708 1,580,774 (158,077) 1,317,289 1,336,016 1,602,683 1,625,468 1,758,877 1,169,353 1,185,560 1,202,415 1,301,102 1,403,737 1,422,697 1,442,415 1,462,921 1,582,990 (405,168) 11,694 (421,375) 11,856 (438,230) 12,024 (473,989) 14,037 (492,949) 14,227 (455,759) 13,011 (533,173) 14,629 (554,500) 15,830 (512,667) 14,424 (393,474) (409,519) (426,205) (442,748) (459,952) (478,722) (498, 243) (518, 544)(538,670) 775,879 776,041 776,209 858,354 943,785 943,975 944,172 944,377 1,044,319

*************************************		PIER Boston, Massa	chusetts			
8-7-86 PRI	DJECT SALE, CASH	FLOW AND PERF	ORMANCE SUMMAR	IES - PHASE 1	RI ************************************	ETAIL STABILIZED
PROJECT SALE PROCEEDS:						& SALES
Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		11,482,592 (344,478)				
PRETAK SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	11,138,114 (4,515,562) (39,574)				
AFTER TAX SALES PROCEEDS		6,582,978				
	**********	*********	*********			
COST & DEBT FLOWS (Exc. Perm. Amort.)	(726,797)	(239,094)	(3,125,184)	(355,737)	(62,872)	(0)
PRETAX SALES PROCEEDS	0	0	0	0	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	380,220	775,723
Or Turning Costs)					(20,956)	(20,956)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(104,056) (80,053)	(108,218) (80,053)
DEBT SERVICE					0	(530,396)
PROJECT SALE PROCEEDS						·
BEFORE TAX CASH FLOW	(726,797)	(239,094)	(3,125,184)	(355,737)	112,284	36,100
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(726,797) 0 0	(239,094)	(3,125,184) 0 0	(355,737) 0 0	112,284 0 0	36,100 0 0
AFTER TAX CASH FLOW	(726,797)	(239,094)	(3,125,184)	(355,737)	112,284	36,100
***************************************	***********	**********	**********			
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(726,797) 0 0 0 0	(239,094) 0 0 0 0	(3,125,184) 0 0 0 0	(355,737) 0 0 0 0	112,284 0 0	36,100 0 0
AFTER TAX CASH FLOW	(726,797)	(239,094)	(3,125,184)	(355,737)	112,284	36,100
CUMULATIVE AFTER TAX CASH FLOW	(726,797)	(965,891)	(4,091,076)	(4,446,813)	(4,334,529)	(4,298,429)
Breakeven Debt Coverage Ratio	•	,	, ,	. ,	, ,	87.187 106.817
			PV Components / Of Investment		PV Components Per Intable/Salable Sf	:
COMPOSITON OF AFTER TAX NPV: Investment	(3,909,918)		-100.00%		(109,89)	
Cash Flow From Operations Taxes /Benefits From Operations	1,192,124		30.497 0.007		33.51 0.00	
Cash Flow On Sale Taxes / Benefits From Sale	2,254,721 (13,473)	<u>-</u> .	57.67% -0.34%		63.37 (0.38)	
TOTAL AFTER TAX NPV 8.00%	(476,547)		-12.19%		(13.39)	
********************************	***********			***********	*************	*********

***********		**********	**********	**********		***********	**********	**********
(0)	0	0	(0)	0	(0)	(0)	0	(4,515,562)
0	0	0	0	0	0	0	0	0
775,879	776,041	776,209	858,354	943,785	943,975	944,172	944,377	1,044,319
(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)
0	0	0	(126,600) (80,053)	(131,664) (80,053)	0	0	0	(154,028) (80,053)
(530,396)	(530,396)	(530,396)	(530,394)	(530,396)	(530,396)	(530,394)	(530,396)	(530,396)
								11,138,114
224,527	224,689	224,857	100,350	180,717	392,623	392,820	393,025	6,881,439
224,527 0	224,689	224,857 0	100,350	180,717	392,623 0	392,820 0	393,025 0	6,881,439
0		0	0		0	0	0	(39,574)
224,527	224,689	224,857	100,350	180,717	392,623	392,820	393,025	6,841,865
************		***********	+++++++++++				14834444444	***********
224,527 0	224,689	224,857 0	100,350	180,717	392,623 0	392,820 0	393,025 0	258,887 0
ŏ 0	ŏ 0	Ŏ 0	, 0 0	Ŏ 0	0 0	0 0	Ŏ 0	6,622,552 (39,574)
224,527	224,689	224,857	100,350	190,717	392,623	392,820	393,025	6,841,865
(4,073,902)	(3,849,214)	(3,624,357)	(3,524,006)	(3,343,289)	(2,950,666)	(2,557,846)	(2,164,821)	4,677,044
72.72% 142.33%	72.94% 142.36%	73.17% 142.39%	83.06% 118.92%	78.41% 134.07%	65.161 174.021	65.49% 174.06%	65.827 174.10%	75.28% 148.81%

INTERNAL RATE OF RETURN

YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0	0 0 0	0 0 0	0
TAXABLE INCOME ON SALES	0	0	0	0	0	0
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (1,596)	0 0 (3,255)	0 0 (22,769)	0 0 (49,635)	380,220 (192,053) (269,993)	775,723 (500,000 (437,999
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(1,596)	(3,255)	(22,769)	(49,635)	(81,827)	(162,276
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years	(1,596) 559 (559) 0	(3,255) 1,139 (1,139)	(22,769) 7,969 (7,969)	(49,635) 17,372 (17,372) 0	(81,827) 28,639 (28,639)	(162,276 56,797 (56,797
Benefits To Be Carried ORDINARY TAXES/BENEFITS	559 0 0	1,698	9,667 0	27,039 0	55,678 0	112,475
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0
NCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	0	0
	=======================================	.252223225560	***************************************			£#23#648#
ROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Taprov. Less Basis In Land		11,138,114 10,534,512) (490,534)				
GAIN ON SALE		113,069				
AX / BENEFIT @ 35.00%		(39,574)				

			**********	BUSCUM, NASSA				
8-7-86 ************************************				SOFT COSTS -	PHASE 1		R	ETAIL
YEAR			DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
SOFT COSTS: Envir. Imp. Report	30		22,652					22,652
Permitting/Licens. Building Permits A/E Fees	30 30 30 30 30 30	1.0% 4.5%	4,623 143,617	66,383 89,617 19,915	31,067	32,310		4,623 66,383 296,611 65,913
Design Consultants Development Fee Mtg. Brokerage Fee	30 30 30	1.0% 2.0% 1.0%	31,915 8,090	19,915 8,414 33,191	6,904 44,874	7,180 67,843	36,689	145 909
Market Research Fee Legal/Accounting	30 30	1.02	4,623 12,766	13,277	13,808	14,360	14,934 18,345	4,623 69,144
Insurance RE Taxes Marketing/PR	30 30 30 10 5	1.02 0.52 1.02	7,979	8,298	31,362 8,630	33,921 35,900 8,975	18,345 37,336	33,191 4,623 69,144 83,628 35,900 71,217
Brokerage on Leases SOFT COSTS BEFORE INTER	5 REST		236,264	239,094	136,645	200,488	107,304	919,795

1111	**********		************		805COR, M2552CI 181246444444	1456CCS			*********
			***********	TAXABLE I	NCOME AND INCO	E TAXES - PHAS	E 1	RE	TAIL
7571	7 OPERATE	8 OPERATE	OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
	0	0	0 0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
	0	0	0	0	0	0	0	0	0
***	775,879 (496,960) (436,340)	776,041 (493,617) (434,614)	776,209 (489,939) (432,819)	858,354 (485,893) (429,860)	943,785 (481,443) (420,306)	943,975 (476,547) (420,306)	944,172 (471,163) (420,306)	944,377 (465,239) (420,306)	1,044,319 (458,723) (425,792)
	(157,421)	(152,190)	(146,548)	(57,399)	42,037	47,122	52,704	58,832	159,804
	(157,421) 55,097 (55,097) 0 167,573	(152,190) 53,266 (53,266) 0 220,839	(146,548) 51,292 (51,292) 0 272,131	(57,399) 20,090 (20,090) 0 292,220	42,037 (14,713) (0) 14,713 277,508	47,122 (16,493) (0) 16,493 261,015	52,704 (18,446) (0) 18,446 242,569	58,932 (20,591) (0) 20,591 221,978	159,804 (55,932) (0) 55,932 166,046
	0	0	0	0	0	0	0	0	0
	0 0 0	0 0 0	0	0 0 0	0 0 0	0	0	0 0 0	0 0 0

6-7-36		AMORTIZATION.	& BASIS - PH	14444444444444 19E 1	######################################	########### ETAIL ####################################
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (1,596)	0 (3,255)	(0) (17,787) (4,981)	(17,892) (17,787) (13,956)	(124,722) (30,660) (1,482) (37,097) (17,787) (58,245)	(249,443) (30,660) (1,482) (40,687)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(1,596) 100.002	(3,255) 100.00%	(22,769) 100.002	(49,635) 100.00%	(269,993) 100.002	(437,999) 100.001
ACTUAL DEPREC. & AMORT.	(1,596)	(3,255)	(22,769)	(49,635)	(269,993)	(437,999)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(1,596) 0	(4,851) 0	(27,620) 0	(77,255) 0	(347,248) 0	(785,247) 0
ACTUAL ACCUM. DEPREC. & AMORT.	(1,596)	(4,851)	(27,620)	(77,255)	(347,248)	(785,247)
Add to Basis Beginning Basis Deduct from Basis	726,797 726,797 0	239,094 965,891 0	3,125,184 4,091,076 0	3,359,093 7,450,169 0	2,243,624 9,693,793 0	188,270 9,882,063 0
ADJUSTED BASIS OF IMPROVEMENTS	726,797	965,891	4,091,076	7,450,169	9,693,793	9,882,063
Beginning Land Deduct from Land	490,534	490,534 0	490,534 0	490,534 0	490,534 0	490,534 0
ENDING LAND BASIS	490,534	490,534	490,534	490,534	490,534	490,534

*******	*****		Boston, Massac	husetts	**********		
8-7-86 ************************************	Si 1111111111111111	ALE & LEASE ABSORP	TION, OPERATION	G EXPENSE GRO	NTH - PHASE 1	RI RI *********************************	TAIL
YEAR		DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 Lease-up	STABILIZED & SALES
GROSS SALES: Cumulative Sold % New Sales % New Sales		0	0	0	0	33.33z 33.33z 0	100.007 66.672
GROSS LEASES, RENTS, OTHER Base leases Total Leased % New Leased % New Leases Total Leases Leases Leases Commissions	INCOME:	711,578	740,041	769,643	800,428	832,446 50.007 50.007 416,223 416,223	865,743 100.002 50.003 432,872 849,095 0
Base rents Rents		0	0	0	0	0	0
Base Other Income Other Income		355,789	370,021	384,821	400,214	416,223 208,111	432,872 432,872
OPERATING EXPENSES: Base operating expenses Operating Expenses		(320,210)	(333,019)	(346,339)	(360,193)	(374,601) (187,300)	(389,585) (389,585)

***********			**********	005CON, NASSA	************	*********	*********	
************		***********	DEPRECIATION ####################################	, AMURTIZATION ####################################	& BASIS - PH/	15E 1 148##############	37 : 2 2 2 4 4 6 8 6 8 6 6 6 8 6 6 8 6 8	TAIL
7 OPERATE	8 OPERATE	OPERATE	OPERATE	OPERATE	0PERATE	OPERATE	14 OPERATE	15 SALE
(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)	(249,443) (30,660) (1,482) (40,687)
(114,067)	(112,341)	(110,546)	(107,588)	(98,034)	(98,034)	(98,034)	(98,034)	(103,519)
(436,340) 100.002	(434,614) 100.00%	(432,819) 100.00%	(427,860) 100.00%	(420,306) 100.00%	(420,306) 100.002	(420,306) 100.002	(420,306) 100.007	(425,792) 100.00Z
(436,340)	(434,614)	(432,819)	(429,860)	(420,306)	(420,306)	(420,306)	(420,306)	(425,792)
(1,221,586)	(1,656,200)	(2,089,018)	(2,518,879) 0	(2,939,185)	(3,359,491)	(3,779,796)	(4,200,102)	(4,625,894)
(1,221,586)	(1,656,200)	(2,089,018)	(2,518,879)	(2,939,185)	(3,359,491)	(3,779,796)	(4,200,102)	(4,625,894)
9,882,063 0	9,882,063 0	9,882,063 0	206,652 10,088,715 0	211,716 10,300,432 0	10,300,432	10,300,432	10,300,432	234,080 10,534,512 0
9,882,063	9,882,063	9,882,063	10,088,715	10,300,432	10,300,432	10,300,432	10,300,432	10,534,512
490,534	490,534 0	490,534 0	490,534 0	490,534 0	490,534 0	490,534 0	490,534 0	490,534
490,534	490,534	490,534	490,534	490,534	490,534	490,534	490,534	490,534

PIER 4

Boston, Massachusetts

SALE & LEASE ABSORPTION, OPERATING EXPENSE GROWTH - PHASE 1 RETAIL 15 SALE 10 OPERATE 13 OPERATE 0PERATE 0 OPERATE OPERATE OPERATÉ OPERATE OPERATE 100.007 100.002 0 100.00% 100.002 100.00% 100.002 100.00% 100.00% 100.002 0.00% 0.00% 0.007 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0 0 0 0 1,012,797 100.002 50.002 504,399 939,270 1,053,309 100.002 50.002 526,655 1,033,053 1,184,830 1,232,223 100.002 50.002 616,111 1,142,766 973,844 100.00Z 900,373 936,388 1,095,442 1,139,259 0.007 0.002 0.007 0.00% 0.00% 0.00% 849,095 1,033,053 1,033,053 849,095 849,095 1,033,053 0 0 0 0 0 0 0 0 Õ 569,630 569,630 592,415 592,415 616,111 616,111 450,187 450,187 486,922 486,922 506,399 506,399 526,655 526,655 468,194 468,194 (405,168) (405,168) (473,989) (473,989) (512,667) (512,667) (438,230) (438,230) (455,759) (455,759)

		Boston, Massach	rusetts	************		
8-7-86	MAGJ	DETERMINATION	- PHASE 1	*************	R	ETAIL
YEAR	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 Lease-up	STABILIZED & SALES
PERMANENT LOAN DETERMINATION: Net Operating Income Capitalized © 10.00% Loan-to-Value @ 80.00%	0 0 0	· 0	0 0 0	0 0 0	380,220 3,802,195 3,041,756	775,723 7,757,228 6,205,782
Net Operating Income Plus Linkage and Turning Costs Debt Coverage @ 110.00% Loan Potential	0 0 0	0 0 0	0 0 0 0	0 0 0	380,220 175,155 159,232 1,501,069	775,723 566,496 514,997 4,854,831

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************		*************	LOA	N DETERMINATIO	N - PHASE 1	************	######################################	ETAIL
7	9	9	10	11	0PERATE	13	14	15
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE		OPERATE	OPERATE	SALE
775,879	776,041	776,209	858,354	943,785	943,975	944,172	944,377	1,044,319
7,758,786	7,760,407	7,762,092	8,583,544	9,437,854	9,439,750	9,441,721	9,443,772	10,443,194
6,207,029	6,208,325	6,209,674	6,866,835	7,550,283	7,551,800	7,553,377	7,555,018	8,354,555
775,879	776,041	776,209	858,354	943,785	943,975	944,172	944,377	1,044,319
754,923	755,085	755,253	630,746	711,113	923,019	923,216	923,421	789,283
686,293	686,441	686,594	573,406	646,467	839,108	839,288	839,474	717,530
6,469,629	6,471,018	6,472,463	5,405,447	6,094,186	7,910,202	7,911,892	7,913,649	6,764,095

	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	6 STABILIZED
EQUITY AVAILABLE 20.00% EQUITY INVESTED	6,846,071 960,155	5,885,916 1,052,589	4,833,327 4,833,327	0	0	& SALES
	2222222222222	**********			=======================================	**********
BUILDING COSTS: Land	(0)					
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(960,155)	(1,052,589)	(11,783,732) (555,311) (479,225)	(12,255,082) (814,767)	(6,372,642) (436,074)	
BUILDING COSTS BEFORE INTEREST	(960,155)	(1,052,589)	(12,818,269)	(13,069,849)	(6,808,717)	
ONSTRUCTION LOAN:						
Interest Takedown Retirements - Sales Retirements - Takeout	0	0	(399,247) (8,384,189)	(1,491,911) (14,561,760)	(2,635,031) (9,443,747) 4,048,712 24,292,272	(404,871) (404,871) 4,453,583 0
Balance	0	0	(8,384,189)	(22,945,949)	(4,048,712)	ő
ERMANENT MORTGAGE: Payment Interest Amortization						(2,970,219) (2,800,000) (170,219)
Balance					(28,000,000)	(27,829,781)
UMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(960,155) (0) 0	(1,052,589) (0) 0	(13,217,516) 8,384,189 0	(14,561,760) 14,561,760 0	(9,443,747) (18,897,237) 28,000,000	(404,871) (4,048,712) (170,219)
OST & DEBT FLOWS	(960,155)	(1,052,589)	(4,833,327)	0	(340,984)	(4,623,802)
			***********	************		=======================================
ROSS SALES Less Commissions					7,165,384 (286,615)	7,451,999 (298,080)
RETAX SALES PROCEEDS					6,878,768	7,153,919
ROSS REVENUES:						
Leases Rents Other income					2,244,812 0	4,669,210
TOTAL GROSS REVENUES Less VACANCY					2,244,812 0	4,669,210
NET REVENUES					2,244,812	4,669,210
					/474 775\	(981,291)
PERATING EXPENSES: Operating Expenses Replacement Reserve					(471,775) 22,448	46,692
Operating Expenses						(934,599)

PIER 4

Boston, Massachusetts

CASH FLOW SCHOULES - PHASE 1

SHANDER TO SERVICE STATE STAT

15 SALE OPERATE 00000 00000 00000 00000 000 0000 0 0 0 (2,970,219) (2,782,978) (187,241) (27,642,540) (2,970,219) (2,764,254) (205,965) (27,436,575) (2,970,219) (2,743,658) (226,561) (27,210,014) (2,970,219) (2,721,001) (249,218) (26,960,796) (2,970,219) (2,696,080) (274,139) (26,686,657) (2,970,219) (2,668,666) (301,553) (26,385,104) (2,970,219) (2,605,340) (364,879) (25,688,516) (2,970,219) (2,638,510) (331,709) (2,970,219) (2,568,852) (401,367) (26,053,395) (25,287,148) (0) (0) (249,218) (187,241) (205,965) (226.561) (274,139) (301,553) (331,709) (25,688,516) (187,241) (205,965) (226,561) (249,218) (274,139) (301,553) (331,709) (364,879) (25,688,516) 0 0 0 0 0 0 0 5,050,217 4,855,978 5,252,226 6,645,741 5,680,808 5,908,040 4,390,136 4,855,978 5,050,217 6,390,136 6,144,361 6,645,741 4,855,978 5,050,217 5,252,226 5,908,040 5,462,315 5,680,808 6,144,361 6,390,136 6,645,741

3,883,995 4,039,355 4,200,929 4,368,966 4,543,725 4,725,474 4,914,493 5,111,073 5,315,515

(1,193,891) 56,808

(1,137,083)

(1,147,972) 54,623

(1,093,349)

(1,241,646) 59,080

(1,182,566)

(1,291,312) 61,444

(1,229,869)

(1,342,965) 63,901

(1,279,063)

66,457

(1,330,226)

(1,020,543) 48,560

(971,983)

(1,061,364) 50,502

(1,010,862)

(1,103,819) 52,522

(1,051,297)

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8-7-86 PRO ####################################	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		55,281,361 (1,658,441)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	53,622,920 (25,287,148) (8,347,172)				
AFTER TAX SALES PROCEEDS		19,988,600				
	444444444444	*******	***********	************		
COST & DEBT FLOWS (Exc. Perm. Amort.)	(960,155)	(1,052,589)	(4,833,327)	0	(340,984)	(4,453,583)
PRETAX SALES PROCEEDS	0	0	0	0	6,878,768	7,153,919
NET OPERATING INCOME (Before Linkage	0	0	0	0	1,795,486	3,734,611
Or Turning Costs) LINKAGE					0	0
furning COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	(2,970,219)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(960,155)	(1,052,589)	(4,833,327)	0	8,333,270	3,464,728
	=======================================		282252275225223			
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(960,155) 0 0	(1,052,589) 0 0	(4,833,327) 0 0	0 0 0	8,333,270 {468,891} 0	3,464,728 (711,977) 0
AFTER TAX CASH FLOW	(960,155)	(1,052,589)	(4,833,327)	0	7,864,379	2,752,750
	**********	***********	***********	***********	***********	***********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations	(960,155) 0 0	(1,052,589) 0 0	(4,833,327) 0 0	(0) 0 0	(0) 8,333,270 (468,891)	(0) 3,464,728 (711,977)
Cash Flow On Sale Taxes/Benefits From Sale	0	0	0	0 0	0	0
FTER TAX CASH FLOW	(960,155)	(1,052,589)	(4,833,327)	0	7,864,379	2,752,750
UNULATIVE AFTER TAX CASH FLOW	(960,155)	(2,012,744)	(6,846,071)	(6,846,071)	1,018,308	3,771,058
Breakeven Debt Coverage Ratio	,			.,,	, ,	83.637 125.747
			PV Components /		Components Per able/Salable S	e e
COMPOSITON OF AFTER TAX NPV:	// A70 E771	4	Of Investment	nenc		•
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(6,078,573) 14,886,942 (1,916,264) 9,647,226 (2,841,887)		-100.002 244.912 -31.522 158.712 -46.752		(10.85) 26.58 (3.42) 17.22 (5.07)	
TOTAL AFTER TAX NPV 8 8.00%	13,697,445	-	225.34%		24.46	
	,,	***********				**********

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					NCE SUMMARIES		GARA	
************	**********	***********	**********	***********	**********	***********	************	********
7	8	9	10	11	12	13	14	15
DPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	DPERATE	SALE

************	**********	***********	***********		***********	***********		*********
0	(0)	(0)	0	0	0	(0)	0	(25,287,148)
0	0	0	0	0	0	0	0	0
3,883,995	4,039,355	4,200,929	4,368,966	4,543,725	4,725,474	4,914,493	5,111,073	5,315,515
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)
							~~~~~	53,622,920
913,776	1,069,136	1,230,710	1,398,747	1,573,506	1,755,255	1,944,274	2,140,854	30,681,068
913,776 (4,927) 0	1,069,136 (67,697) 0	1,230,710 (133,372) 0	1,398,747 (208,080) 0	1,573,506 {293,163) 0	1,755,255 {366,370) 0	1,944,274 (443,081) 0	2,140,854 (523,494) 0	30,681,068 (607,820) (8,347,172)
908,849	1,001,439	1,097,338	1,190,667	1,280,343	1,388,885	1,501,193	1,617,360	21,726,077
						******	***********	***********
913,776 (4,927) 0 0	1,069,136 (67,697) 0	1,230,710 1133,372) 0	1,398,747 (208,080) 0	1,573,506 (293,163) 0	1,755,255 (366,370) 0	1,944,274 (443,081) 0 0	2,140,854 (523,494) 0	2,345,297 (607,820) 28,335,772 (8,347,172)
908,849	1,001,439	1,097,338	1,190,667	1,280,343	1,388,885	1,501,193	1,617,360	21,726,077
4,679,908	5,681,346	6,778,685	7,969,352	9,249,695	10,638,580	12,139,773	13,757,132	35,483,209
81.182 130.762	78.832 136.002	76.572 141.432	74.392 147.092	72.302 152.982	70.292 159.102	68.367 165.461	66.50% 172.08%	64.717 178.967

INTERNAL RATE OF RETURN

31.78% **21.78% 21.78%** 

YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0	0 0	0 0 0	6,878,768 (4,904,471) 0	7,153,919 (4,962,310
TAXABLE INCOME ON SALES	0	0	0	0	1,974,297	2,191,609
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (6,485)	0 0 (13,229)	0 0 (169,705)	0 0 (369,959)	1,795,486 (988,137) (882,579)	3,734,611 (2,800,000 (1,091,999
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(6,485)	(13,229)	(169,705)	(369,959)	(75,230)	(157,388
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(6,485) 2,270 (2,270) 0 2,270	(13,229) 4,630 (4,630) 0 6,900	(169,705) 59,397 (59,397) 0 66,297	(369,959) 129,486 (129,486) 0 195,783	1,899,068 (664,674) (0) 195,783	2,034,221 (711,977 (0 0 0
ORDINARY TAXES/BENEFITS	0	0	0	0	(468,891)	(711,977
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0
NCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(468,891)	(711,977)
ROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land	***************************************	53,622,920 (29,773,858)	***********			
GAIN ON SALE		23,849,062				
AX / RENEFIT & 35.00%		(8,347,172)				

********				PIER - Boston, Massa				
8-7-86	*********	*********	*********	SOFT COSTS -	PHASE 1	*************		ARAGE
**************************************		*********	######################################	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
SOFT COSTS: Envir. Imp. Report Permitting/Licens. Building Permits A/E Fees Design Consultants Development Fee Mtg. Brokerage Fee Market Research Fee	30 30 30 30 30 30 30 30	1.07 4.57 1.07 2.07 1.07	92,055 18,787 583,646 129,699 32,877	269,774 364,195 80,932 34,192 215,819	126,254 28,057 182,364	131,304 29,179 275,706	149,102	92,055 18,787 269,774 1,205,400 267,867 674,241 215,819 18,787
Legal/Accounting Insurance RE Taxes Marketing/PR	30 30 10 5	1.07 1.07 0.57 1.07	18,787 51,880 32,425	53,955 33,722	56,113 127,453 35,071	58,358 137,853 145,894	60,692 74,551 151,730	280,997 339,857 145,894
Brokerage on Leases SOFT COSTS BEFORE INTER	5		960,155	1,052,589	555,311	36,473 	436,074	289,420 0 3,818,896

	***********	***********	######################################	Boston, Massa ##################################	chusetts ################ OME TAXES - PH	######################################	######################################	######################################
0PERATE	######################################	######################################	10 OPERATE	OPERATE	OPERATE	13 OPERATE	######################################	######################################
0 0 0	0 0 0	0 0 0	0 0	0	0 0 0	0	0 0	0
0	0	0	0	0	0	0	0	0
3,883,995 (2,782,978) (1,086,941)	4,039,355 (2,764,254) (1,081,680)	4,200,929 (2,743,658) (1,076,209)	4,368,966 (2,721,001) (1,053,450)	4,543,725 (2,696,080) (1,010,037)	4,725,474 (2,668,666) (1,010,037)	4,914,493 (2,638,510) (1,010,037)	5,111,073 (2,605,340) (1,010,037)	5,315,515 (2,568,852) (1,010,037)
14,076	193,421	381,062	594,515	837,609	1,046,772	1,265,946	1,495,696	1,736,627
14,076 (4,927) (0) 0	193,421 (67,697) (0) 0	381,062 (133,372) (0) 0	594,515 (208,080) (0) 0	837,609 (293,163) (0) 0	1,046,772 (366,370) (0) 0	1,265,946 (443,081) (0) 0	1,495,696 (523,494) (0) 0	1,736,627 (607,820) (0) 0
(4,927)	(67,697)	(133,372)	(208,080)	(293,163)	(366,370)	(443,081)	(523,494)	(607,820)
0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0
(4,927)	(67,697)	(133,372)	(208,080)	(293,163)	(366,370)	(443,081)	(523,494)	(607,820)

#1####################################	######################################	BOSCOR, MASSA ############# ANDRTI7ATION	cnusetts ################ , & BASIS - PH	######################################	<b>************</b>	######################################
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	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs					(380,143) (95,472)	(760,286) (95,472)
Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (6 <b>,48</b> 5)	(13,229)	(39,925) (109,537) (20,243)	(203,705) (109,537) (56,717)	(9,128) (368,395) (68,461) (87,063)	(9,128) (423,471) (167,641)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(6,485) 100.002	(13,229) 100.00%	(169,705) 100.00%	(369,959) 100.00%	(1,008,662) 87.50%	(1,455,999) 75.00%
ACTUAL DEPREC. & AMORT.	(6,485)	(13,229)	(169,705)	(369,959)	(882,579)	(1,091,999)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(6,485) 0	(19,714) 0	(189,420) 0	(559,379) 0	(1,441,958) 69,922	(2,464,035) 196,005
ACTUAL ACCUM. DEPREC. & AMORT.	(6,485)	(19,714)	(189,420)	(559,379)	(1,372,036)	(2,268,030)
Add to Basis Beginning Basis Deduct from Basis	960,155 960,155 0	1,052,589 2,012,744 0	13,217,516 15,230,260 0	14,561,760 29,792,020 0	9,443,747 39,235,767 (4,904,471)	404,871 34,736,167 (4,962,310)
ADJUSTED BASIS OF IMPROVENENTS	960,155	2,012,744	15,230,260	29,792,020	34,331,296	29,773,858
Beginning Land Deduct from Land	0	0	0	0	0	0
ENDING LAND BASIS	0	0	0	0	0	0

PIER 4 5 LEASE-UP STABILIZED 6 DESIGN DESIGN CONSTRUCT CONSTRUCT & SALES GROSS SALES: Cumulative Sold % New Sales % New Sales 14,903,998 100.007 50.007 7,451,999 14,330,767 50.00% 50.002 12,250,000 12,740,000 13,249,600 13,779,584 7,165,384 GROSS LEASES, RENTS, OTHER INCOME: 100.007 Base leases Total Leased % New Leased % 0 0 0 0 50.007 50.00% 50.00% New Leases Total Leases Lease Commissions 0 0 0 0.00% 4,489,625 2,244,812 4,669,210 4,669,210 Base rents 3,837,750 3,991,260 4,150,910 4,316,947 Rents Base Other Income 0 0 0 0 0 0 Other Income OPERATING EXPENSES: Base operating expenses Operating Expenses (982,864) (471,775) (840,156) (873,762) (908,713) (945,061) (1,022,178) (981,291)

	************	************	DEPRECIATION	######################################	######################################	######################################	######################################	########## ARAGE
7 OPERATE	0PERATE	9 OPERATE	10 OPERATE	0PERATE	0PERATE	13 OPERATE	14 OPERATE	15 SALE
(760,286) (95,472) (9,128) (423,471)								
(160,896)	(153,882)	(146,587)	(116,242)	(58,358)	(58,358)	(58,358)	(58,358)	(58,358)
(1,449,254) 75.00%	(1,442,240) 75.00%	(1,434,946) 75.00%	(1,404,600) 75.00%	(1,346,716) 75.00%	(1,346,716) 75.00%	(1,346,716) 75.00%	(1,346,716) 75.002	(1,346,716) 75.00%
(1,086,941)	(1,081,680)	(1,076,209)	(1,053,450)	(1,010,037)	(1,010,037)	(1,010,037)	(1,010,037)	(1,010,037)
(3,354,970) 0	(4,436,651) 0	(5,512,860) 0	(6,566,309) 0	(7,576,346) 0	(8,586,383) 0	(9,596,419) 0	(10,606,456)	(11,616,493)
(3,354,970)	(4,436,651)	(5,512,860)	(6,566,309)	(7,576,346)	(8,596,383)	(9,596,419)	(10,606,456)	(11,616,493)
29,773,858 0	29,773,858 0	29,773,858 0	29,773,858 0	29,773,858 0	(0) 29,773,858 0	(0) 29,773,858 0	29,773,858 0	29,773,858 0
29,773,858	29,773,858	29,773,858	29,773,858	29,773,858	29,773,858	29,773,858	29,773,858	29,773,858
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0

9 OPERATE OPERATE 10 OPERATE OPERATE OPERATE OPERATE OPERATE 15 SALE OPERATE 15,500,158 100.002 0.002 16,120,164 100.007 0.002 16,764,971 100.007 0.007 100.00% 100.007 0.007 100.00% 100.002 100.00% 100.002 0.00% 0.00% 0.00% 0.00% 0.007 0 0 0 0 0 0 100.007 100.002 100.007 50.007 100.007 50.007 100.00Z 0.00Z 100.00Z 0.00Z 100.007 100.00% 100.002 0.007 50.00% 0 0 0 0 0 0 0 0 0 Õ 0 0 0 0 0 5,050,217 5,050,217 4,855,978 4,855,978 5,462,315 5,462,315 5,680,808 5,680,808 5,908,040 5,908,040 6,390,136 6,390,136 6,645,741 6,645,741 0 0 0 0 (1,105,588) (1,061,364) (1,149,811) (1,103,819) (1,195,804) (1,147,972) (1,243,636) (1,193,891) (1,293,382) (1,241,646) (1,345,117) (1,291,312) (1,398,921) (1,342,965)

	*********		oston, Massaci	husetts			*****
8-7-96		**************************************	DETERMINATION	- PHASE 1	******************	**************************************	ARAGE
YEAR		DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 Lease-up	6 STABILIZED & SALES
PERMANENT LOAN DETERMINAT Net Operating Income Capitalized & Loan-to-Value &	ION: 10.00Z 80.00Z	0 0 0	0 0 0	0	0 0 0	1,775,486 17,954,859 14,363,887	3,734,611 37,346,107 29,876,885
Net Operating Income Plus Linkage and Turnim Debt Coverage & Loan Potential	g Costs 125.00%	0 0 0	0 0 0	0 0 0	0 0 0	1,795,486 1,795,486 1,436,389 13,540,714	3,734,611 3,734,611 2,987,689 28,164,684

************	********		*********	Boston, Massa	chusetts			*****
4444444444444	***********		LOA	N DETERMINATIO	N - PHASE 1	*************	8	ARAGE
OPERATE	8 OPERATE	OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
3,883,995 38,839,951 31,071,961	4,039,355 40,393,549 32,314,839	4,200,929 42,009,291 33,607,433	4,368,966 43,689,663 34,951,730	4,543,725 45,437,249 36,349,799	4,725,474 47,254,739 37,803,791	4,914,493 49,144,929 39,315,943	5,111,073 51,110,726 40,888,581	5,315,515 53,155,155 42,524,124
3,883,995 3,883,995 3,107,196 29,291,272	4,039,355 4,039,355 3,231,484 30,462,922	4,200,929 4,200,929 3,360,743 31,681,439	4,368,966 4,368,966 3,495,173 32,948,697	4,543,725 4,543,725 3,634,980 34,266,645	4,725,474 4,725,474 3,780,379 35,637,311	4,914,493 4,914,493 3,931,594 37,062,803	5,111,073 5,111,073 4,088,858 38,545,315	5,315,515 5,315,515 4,252,412 40,087,128

EQUITY AVAILABLE & 20.001 316,706 277,288 223,594 0 0 0 0 EQUITY INVESTED 44,418 48,694 223,594 0 0 0 0 EQUITY INVESTED 44,418 48,694 223,594 0 0 0 0 0 EQUITY INVESTED 44,418 48,694 223,594 0 0 0 0 EQUITY AVAILABLE & 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20.001 20	84948488888888888888888888888888888888		Boston, Massa **********************************	chusetts		••••••••••••••••••••••••••••••••••••••	######################################
EQUITY INVESTED 20.001 314,706 272,288 223,594 0 0 0 EQUITY INVESTED 44,418 48,694 223,594 0 0 0 EQUITY INVESTED (0) (545,124) (566,931) (294,804) EACH Costs Soft Losts Before Financing (44,418) (48,694) (25,689) (37,692) (20,173) Fortgage Foints (Approx.) (19,002)  BUILDING COSTS BEFORE INTEREST (44,418) (48,694) (599,818) (604,623) (314,978)  EUNSTRUCTION LOAN: Interest 0 0 0 (18,311) (68,685) (121,533) (37,388) Fetirements - Takeout 0 0 (384,535) (473,308) (435,511) (37,358) Fetirements - Takeout 0 0 (384,535) (1,057,843) (773,588)  FETINAMENT MORTGAGE: Payment (10,000,000) (793,72)  EVENMENT OF COST's DEBT FLOWS: Construction Loan (10,000,000) (933,72) EVENMENT OF COST's DEBT FLOWS: Construction Loan (10,000,000) (60,000)  EVENMENT OF COST's DEBT FLOWS: Construction Loan (10,000,000) (60,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION Loan (10) (10,000)  EVENMENT OF COST's DEBT FLOWS: CONSTRUCTION LOAN (10) (10,000)  EVEN EVENUES: Less EVEN EVEN EVEN (10,000)  EVEN EVEN EVEN EVEN EVEN EVEN EVEN EVE					4 Construct		STABILIZED 6
BUILDING COSTS:  (and Costs land Costs Soft Losts Before Financing (44,418) (48,674) (25,887) (37,472) (20,173)  BUILDING COSTS BEFORE INTEREST (44,418) (48,674) (589,818) (604,623) (314,978)  BUILDING COSTS BEFORE INTEREST (44,418) (48,674) (589,818) (604,623) (314,978)  CONSTRUCTION LOAN:  Interest 0 0 (18,311) (68,685) (121,533) (37,378)  Petireaents - Sales 0 0 (384,535) (673,308) (456,511) (37,378)  Petireaents - Takeout 0 0 (384,535) (1,057,843) (373,588)  Balance (106,07)  Balance (106,07)  Construction Control Contro	EQUITY INVESTED	44,418	48,694	· ·	Ô	0	& SALES
Land   Costs   Sefore Financing   (44,418)   (48,574)   (255,887)   (37,672)   (294,804)   Soft Losts Before Financing   (44,418)   (48,574)   (25,687)   (37,672)   (20,173)		•		***********		=======================================	
BUILDING COSTS BEFORE INTEREST (44,418) (48,694) (589,818) (604,623) (314,978)  CONSTRUCTION LOAM:  Interest 0 0 (18,311) (68,685) (421,533) (37,351 (14,600) (48,651) (137,351 (14,600) (48,651) (137,351 (14,600) (48,651) (137,351 (14,600) (48,651) (137,358) (48,651) (137,358) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,651) (48,6	Land Hard Costs Soft Costs Before Financing		(48,694)	(25,689)	(566,931) (37,692)	(294,804) (20,173)	
Interest 0 0 0 (18,511) (68,685) (121,533) (37,35   18,666) (121,533) (37,35   18,666) (18,665) (121,533) (37,35   18,666) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,665) (18,66	• •	(44,418)	(48,694)	(589,818)	(604,623)	(314,978)	
Balance 0 0 (384,535) (1,057,843) (373,588)  PERMANENT MORTGAGE: Payaent (100,00 Asortization (1,000,000) (993,72  SUMMARY OF COST & DEBT FLOMS: Construction Costs (Inc. Interest) (44,418) (48,674) (608,129) (673,308) (436,511) (37,358)  Construction Loan (0) (0) 384,535 (473,308) (484,255) (373,588)  Permanent Loan 0 0 0 0 0 0 1,000,0000 (6,07)  COST & DEBT FLOMS (44,418) (48,674) (223,574) 0 (120,765) (417,02)  SROSS SALES Less Commissions (35,076) (36,50)  PRETAX SALES PROCEEDS 842,278 875,794  SROSS REVENUES: Leases 95,000 Retax of the commissions 95,526 198,65  COTTAL BROSS REVENUES 95,526 198,65  Leases Commissions 95,526 198,65  COTTAL BROSS REVENUES 95,526 198,65  Leases Commissions 95,526 198,65  COTTAL BROSS REVENUES 95,526 198,65  COTTAL DEPENTING EXPENSES (11,553) (24,0)	Interest Takedown Retirements - Sales			(18,311) (384,535)	(68,685) (673,308)	/4/,1//	(37,359) (37,359) 410,947 0
Payent (100,00 Aaortization (100,00 Aaortization (100,00 (6,07 Aaortization Costs (Inc. Interest) (44,418) (48,694) (608,129) (673,308) (436,511) (37,35 (208,174) (100,00 (100,00 (6,07 Aaortization Loan (100,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,00 (6,0) (6,00 (6,0) (6,00 (6,0) (6,00 (6,0) (6,0) (6,0) (6,0) (6,0) (6,0) (6,0) (6,0) (6,0) (6,	Balance	0		(384,535)	(1,057,843)	(373,588)	0
Construction Costs (Inc. Interest)	Payment Interest Amortization					(1,000,000)	(106,079) (100,000) (6,079) (993,921)
RROSS SALES Less Commissions  RETAX SALES PROCEEDS  RETAX SALES PROCEEDS  REVENUES: Leases Rents Other income  TOTAL GROSS REVENUES Derating Expenses REVENUES  TOTAL OPERATING EXPENSES  (12,508) (24,03) (24,03) (24,03)	Construction Costs (Inc. Interest) Construction Loan	(0)	(0)	(608,129) 384,535 0	673,308	(436,511) (684,255) 1,000,000	(37,359) (373,588) (6,079)
### REPUBLIS SALES   877,394   912,45   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,550   913,55	COST & DEBT FLOWS	·		•	•	•	(417,027)
### SPROSS REVENUES:  Leases						877,394	912,490 (36,500)
ROSS REVENUES:  Leases Rents Rents Other income Other inc	PRETAX SALES PROCEEDS					•	875,990
Leases Rents       95,526       198,69         Other income       95,526       198,69         TOTAL GROSS REVENUES       95,526       198,69         Less VACANCY       0       198,69         NET REVENUES       95,526       198,69         OPERATING EXPENSES:       (12,508)       (26,01)         Operating Expenses       (12,508)       (26,01)         Replacement Reserve       955       1,96         TOTAL OPERATING EXPENSES       (11,553)       (24,02)			************		7=2£325252326		
Design Vacancy   0	Leases Rents					95,526 0	198,695 0
DPERATING EXPENSES:  Operating Expenses (12,508) (26,01 (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01) (26,01		***************************************				95,526 0	198,695 0
Operating Expenses         (12,508)         (22,01)           Replacement Reserve         955         1,98           TOTAL OPERATING EXPENSES         (11,553)         (24,03)	NET REVENUES					95,526	198,695
	Operating Expenses					(12,508) 955	(26,017) 1,987
NET OPERATING INCOME 83,973 174,66	TOTAL OPERATING EXPENSES					(11,553)	(24,030)
	NET OPERATING INCOME					83,973	174,665

PIER 4

Boston, Massachusetts

CASH FLOW SCHEDULES - PHASE 1

*********	***********	***********	*****************	*************				
15 SALE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATÉ
0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0
(106,079 (91,745 (14,335 (903,112	(106,079) (93,048) (13,031) (917,447)	{106,079} (94,233) (11,847) (930,478)	{106,079} {95,309} (10,770) (942,325)	(104,079) {96,289) (9,791) (953,095)	(106,079) (97,179) (8,901) (962,886)	(106,079) (97,988) (8,091) (971,786)	(106,079) (98,723) (7,356) (979,878)	(106,079) (99,392) (6,687) (987,234)
0 (0 (917,447	0 (0) (13,031)	0 (0) (11,847)	0 (0) (10,770)	0 (0) (9,791)	0 (0) (8,901)	0 (0) (170,8)	0 (0) (7,356)	0 (0) (6,687)
{917,447	(13,031)	(11,847)	(10,770)	(9,791)	(8,901)	(8,091)	(7,356)	(6,687)
0	0	0	0	0	0	0 0	0	0
0	0	0	0	0	0	0	0	0
282,804 0	271,927 0	261,469 0	251,412 0	241,742 0	232,445 0	223,504 0	214,908 0	206,642 0
282,804	271,927 0	261,469 0	251,412 0	241,742 0	232,445 0	223,504 0	214,908 0	206,642 0
282,804	271,927	261,469	251,412	241,742	232,445	223,504	214,908	206,642
(37,030 2,828	(35,606) 2,719	(34,236) 2,615	(32,920) 2,514	(31,654) 2,417	(30,436) 2,324	(29,265) 2,235	(28,140) 2,149	(27,058) 2,066
(34,202	(32,887)	(31,622)	(30,406)	(29,236)	(28,112)	(27,030)	(25,991)	(24,991)
248,602	239,041	229,847	221,007	212,506	204,333	196,474	188,917	181,651

		Boston, Massa				
	OJECT SALE, CASH		ORMANCE SUMMARI	S - PHASE 1		RINA
YEAR	1 Design	DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00%		2,585,464				
Less Commission @ 3.00%	-	(77,564)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	<u>-</u>	2,507,900 (903,112) (552,113)				
AFTER TAX SALES PROCEEDS		1,052,675				
!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!	***********					*********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(44,418)	(48,694)	(223,594)	0	(120,765)	(410,947)
PRETAX SALES PROCEEDS	0	0	0	0	842,298	875,990
NET OPERATING INCOME (Before Linkage	0	0	0	0	83,973	174,665
Or Turning Cósts) LINKAGE					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	(106,079)
PROJECT SALE PROCEEDS		*			************	
BEFORE TAX CASH FLOW	(44,418)	(48,694)	(223,594)	0	805,506	533,628
***************************************	34121631802222	***********		************	::::::::::::::::::::::::::::::::::::::	========
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(44,418) 0 0	(48,694) 0 0	(223,594) 0 0	0 0 0	805,506 (135,355) 0	533,628 (157,846) 0
AFTER TAX CASH FLOW	(44,418)	(48,694)	(223,594)	0	670,151	373,783
*************************************			**********	**********	4944444444444	********
COMPOSITION OF AFTER TAX CASH FLOW: Investment	(44,418)	(48,694)	(223,594)	(0)	(0)	(0)
Cash Flow From Operations Taxes/Benefits From Operations	0	0	0	0	805,504 (135,355)	533,628 (159,846)
Cash Flow On Sale Taxes/Benefits From Sale	Ŏ O	Ŏ O	Ŏ O	Ŏ	0	0
AFTER TAX CASH FLOW	(44,418)	(48,694)	(223,594)	0	670,151	373,783
CUMULATIVE AFTER TAX CASH FLOW	(44,418)	(93,111)	(316,706)	(316,706)	353,445	727,228
Breakeven Debt Coverage Ratio						65.48% 164.65%
COMPOSITON OF AFTER TAX NPV:			V Components As Of Investment		V Components Per ntable/Salable SF	
Investment Cash Flow From Operations	(281,200) 1,394,346		-100.007 495.85%		(1.58) 7.82	
Taxes /Benefits From Operations	(335,672)		-119.372		(1.88)	
Cash Flow On Sale Taxes / Benefits From Sale	546,368 (187,973)		194.30% -66.85%		3.07 (1.05)	
TOTAL AFTER TAX NPV 8 8.00%	1,135,869		403.94%		6.37	
*****************************	************	***********	************	**********	*************	*********

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Boston, Massachusetts

PROJECT SALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 1 MARINA

PROJECT SALE OBSTACHUSE SUMMARIES - PHASE 1 MARINA

7 B 9 10 11 12 13 14 15

DPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE SALE

************	***********	*********		************	***********	*********	**********	**********
0	0	(0)	0	(0)	0	(0)	0	(903,112)
0	0	0	0	0	0	0	0	0
181,651	188,917	196,474	204,333	212,506	221,007	229,847	239,041	248,602
0	0	0	0	0	0	0	Q	0
0	0	0	0	0	0	0	0	0
(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)
								2,507,900
75,572	82,838	90,395	98,254	106,427	114,927	123,768	132,961	1,747,310
75,572 (18,788) 0	82,838 (21,622) 0	90,395 (24,583) 0	98,254 (27,863) 0	106,427 (31,504) 0	114,927 (34,821) 0	123,768 (38,292) 0	132,961 (41,925) 0	1,747,310 (45,728) (552,113)
56,784	61,216	65,811	70,391	74,923	80,106	85,475	91,036	1,149,470
****************		*********		*************	***********	***********	************	***********
75,572 (18,788) 0	82,838 (21,622) 0	90,395 (24,583) 0	98,254 (27,863) 0 0	(0) 106,427 (31,504) 0	(0) 114,927 (34,821) 0 0	(0) 123,768 (38,292) 0 0	(0) 132,961 (41,925) 0 0	(0) 142,523 (45,728) 1,604,787 (552,113)
56,784	61,216	65,811	70,391	74,923	80,106	85,475	91,036	1,149,470
784,012	845,228	911,039	981,430	1,056,353	1,136,459	1,221,934	1,312,971	2,462,441
63.43% 171.24%	61.452 178.092	59.562 185.217	57.73% 192.62%	55.98% 200.33%	54.29% 208.34%	52.66% 216.67%	51.10Z 225.34Z	49.60% 234.36%

INTERNAL RATE OF RETURN

eeeeeeeeeee 56.10% eeeeeeeeeeee

***************************************		loston, Massa Leaganagan	:husetts 	************	*********	
8-7-85	TAXABLE IN	ICOME AND INC	ME TAXES - PH	ASE 1	**************************************	ARINA
YEAR	1 Design	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0 0 0	0	842,298 (452,765)	875,990 (465,218) 0
TAXABLE INCOME ON SALES	0	0	0	0	389,533	410,772
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (300)	0 0 (612)	0 0 (7,835)	0 0 (17,066)	83,973 (30,383) (30,581)	174,665 (100,000) (28,735)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(300)	(612)	(7,835)	(17,066)	23,009	45,930
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(300) 105 (105) 0 105	(612) 214 (214) 0 319	(7,835) 2,742 (2,742) 0 3,061	(17,066) 5,973 (5,973) 0 9,034	412,542 (144,390) (0) 9,034	456,702 (159,846) (0) 0
ORDINARY TAXES/BENEFITS	0	0	0	0	(135,355)	(159,846)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(135,355)	(157,846)
	=======================================	**********	25222022222	:202022222222	:======================================	
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		2,507,900 (930,436) (0)				
GAIN ON SALE		1,577,464				
TAX / BENEFIT. @ 35.002		(552,113)				

3-7-86 				OFT COSTS -	PHASE !	.,, 	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	ARINA
/EAR			DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 Lease-up	6 Stabilized & Sales
SOFT COSTS:								
Envir. Imp. Report	30 30		4,259 869					4,259 869
Permitting/Licens.	30		869		•			869
Building Permits	30	1.07		12,480				12,480 55,763 12,392 31,191 9,984 869
A/E Fees	30	4.57	27,000	16,848	5,841	6,074		55,763
Design Consultants	30	1.02	6,000 1,521	3,744 1,582 9,984	1,298	1,350		12,392
Development Fee	30	2.07	1,521	1,582	8,436	12,754	6,898	31,191
Mtg. Brokerage Fee	30	1.02		9,784				9,984
Market Research Fee	20		869					.865
Legal/Accounting	30	1.02	2,400	2,496	2,596	2,700	2,808	12,999
Insurance	30	1.0%			5,896	6,377	3,449	12,999 15,722 6,749
RE Taxes	10	0.5%				6,749		6,749
Marketing/PR	5	1.0%	1,500	1,560	1,622	1,687	7,019	13,389
Brokerage on Leases	5				-		·	. 0
SOFT COSTS BEFORE INTER	EST		44,418	48,694	25,689	37,692	20,173	176,666

Boston, Massachusetts **********************************										
15 SALE	14 OPERATE	DPERATE	0PERATE	11 OPERATE	10 OPERATE	9 OPERATE	8 OPERATE	7 OPERATE		
0 0 0	0 0 0	0 0 0	0	0 0 0	0 0	0 0 0	. 0	0 0 0		
0	0	0	0	0	0	0	0	0		
248,602 (91,745 (26,207	239,041 (93,048) (26,207)	229,847 (94,233) (26,207)	221,007 (95,309) (26,207)	212,506 (96,289) (26,207)	204,333 (97,179) (27,546)	196,474 (97,988) (28,248)	188,917 (98,723) (23,417)	181,651 (99,392) (28,579)		
130,650	119,786	109,407	99,490	90,011	79,608	70,238	61,777	53,680		
130,650 (45,728 (0 0	119,786 (41,925) (0) 0	109,407 (38,292) (0) 0	99,490 (34,821) (0) 0	90,011 (31,504) (0) 0	79,608 (27,863) (0) 0	70,238 (24,583) (0) 0	61,777 (21,622) (0) 0	53,680 (18,788) (0) 0		
(45,728	(41,925)	(38,292)	(34,821)	(31,504)	(27,863)	(24,583)	(21,622)	(18,788)		
0 0	0 0	0 0 0								
(45,728	(41,925)	(38,292)	(34,821)	(31,504)	(27,863)	(24,583)	(21,622)	(18,788)		

######################################	DEPRECIATION,	######################################	144444444444	144440#44##### ASE 1	######################################	SASSESSESSESSESSESSESSESSESSESSESSESSESS
######################################	1 DESIGN	2 DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt.	0	0	(1,831) (5,067)	(9,375) (5,067)	(11,724) (2,944) (422) (18,489) (3,167)	(23,448) (2,944) (422) (22,900)
Selling Costs  POTENTIAL DEPREC. & AMORT.  Percent Unsold	(300) (300) (300)	(612) (612) 100.00%	(7,835) 100.002	(2,624) (17,066) 100.002	(4,028) (40,775) 75.00%	(7,755) (57,470) 50.002
ACTUAL DEPREC. & AMORT.	(300)	(612)	(7,835)	(17,066)	(30,581)	(28,735)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(300) 0	(912) 0	(8,747) 0	(25,812)	(56,393) 6,453	(78,675) 16,647
ACTUAL ACCUM. DEPREC. & AMORT.	(300)	(912)	(8,747)	(25,812)	(49,940)	(62,029)
Add to Basis Beginning Basis Deduct from Basis	44,418 44,418 0	48,694 93,111 0	608,129 701,241 0	673,308 1,374,549 0	436,511 1,811,059 (452,765)	37,359 1,395,653 (465,218)
ADJUSTED BASIS OF IMPROVEMENTS	44,418	93,111	701,241	1,374,549	1,358,294	930,436
Beginning Land Deduct from Land	0	0	0	0	0	0
ENDING LAND BASIS	0	0	0	0	0	0

5 LEASE-UP STABILIZED 6 DESIGN CONSTRUCT DESIGN CONSTRUCT & SALES 1,754,788 50.00% 50.00% 877,394 1,824,979 100.007 50.007 912,490 GROSS SALES: 1,500,000 1,560,000 1,622,400 1,687,296 Cumulative Sold I New Sales I New Sales GROSS LEASES, RENTS, OTHER INCOME:
Base leases
Total Leased %
New Leased %
New Leases
Total Leases
Lease Commissions
0.00% 0 0 0 0 50.007 50.007 100.00% 50.00% 0 Rase rents Rents 191,053 95,526 198,695 198,695 163,313 169,845 176,639 183,704 Base Other Income Other Income 0 0 0 0 0 OPERATING EXPENSES: Base operating expenses Operating Expenses (26,059) (12,508) (22,275) (23,166) (24,093) (25,056) (27,101) (26,017) 

132161211111111111111111111111111111111									
	DEPRECIATION, AMORTIZATION, & BASIS - PHASE 1 MARINA								
15 SALE	14 OPERATE	13 OPERATE	12 OPERATE	11 OPERATE	10 OPERATE	9 OPERATE	8 OPERATE	7 OPERATE	
(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	(23,448) (2,944) (422) (22,900)	
(2,700)	(2,700)	(2,700)	(2,700)	(2,700)	(5,377)	(6,781)	(7,119)	(7,443)	
(52,414) 50.002	(52,414) 50.002	(52,414) 50.002	(52,414) 50.00%	(52,414) 50.00%	(55,092) 50.00%	(56,496) 50.00%	(56,833) 50.00%	(57,158) 50.00%	
(26,207)	(26,207)	(26,207)	(26,207)	(26,207)	(27,546)	(28,248)	(28,417)	(28,579)	
(305,854) 0	(279,647) 0	(253,440) 0	(227,233)	(201,025) 0	(174,818) 0	(147,272) 0	(119,024) 0	(90,607) 0	
(305,854)	(279,647)	(253,440)	(227,233)	(201,025)	(174,818)	(147,272)	(119,024)	(90,607)	
930,436 0	930,43 <u>6</u> 0	930,436 0							
930,436	930,436	930,436	930,436	930,436	930,436	930,436	930,436	930,436	
0	0	0	0	0	0	0	0 0	0	
0	0	0	0	0	0	0	0	0	

OPERATE OPERATE 10 OPERATE OPERATE 0PERATE 7 OPERATE OPERATE 15 SALE OPERATE 2,052,854 100.00% 0.00% 0 1,897,979 100.002 0.002 1,973,898 100.002 0.002 100.00Z 0.00Z 0 100.002 100.00% 100.002 100.002 100.00% 0.00Z 0.00% 0.002 0.00% 0 0 0 100.002 100.002 100.007 0.007 100.007 50.007 100.00Z 50.00Z 100.00% 100.007 100.002 100.00% 0.00% 0.00% 0.00% 50.00% 0 000 000 0 0 0 0 Õ 0 Õ ŏ 206,642 206,642 214,908 214,908 223,504 223,504 232,445 232,445 241,742 241,742 251,412 251,412 261,469 261,469 282,804 282,804 271,927 271,927 0 0 0 0 (28,185) (27,058) (29,312) (28,140) (30,485) (29,265) (31,704) (30,436) (32,972) (31,654) (34,291) (32,920) (37,090) (35,404)

********		**********	805CON, N8552	CNU50115 *************		***********	*********
8-7-86		LOAI	N DETERMINATIO	N - PHASE 1	**************	**************************************	IAR INA
YEAR		1 DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
PERMANENT LOAN DETERMIN Net Operating Income Capitalized & Loan-to-Value &	ATION: 10.002 80.002	0 0	0 0 0	0 0 0	0 0 0	83,973 839,734 671,787	174,665 1,746,647 1,397,317
Net Operating Income Plus Linkage and Turn Debt Coverage @ Loan Potential	ing Costs [25.00%	0 0 0	0 0 0	0 0 0	0 0 0 0	83,973 83,973 67,179 633,288	174,665 174,665 139,732 1,317,239

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Boston, Massachusetts

Boston, Massachusetts

		**********						
44444444444444		***************	LOA	V DETERMINATION	- PHASE 1	*************	::::::::::::::::::::::::::::::::::::::	######################################
7	8	9	10	11	12	13	14	15
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	SALE
181,451	188,917	196,474	204,333	212,506	221,007	229,847	239,041	248,602
1,816,513	1,889,173	1,964,740	2,043,330	2,125,063	2,210,065	2,298,468	2,390,407	2,486,023
1,453,210	1,511,338	1,571,792	1,634,664	1,700,050	1,768,052	1,838,774	1,912,325	1,988,818
181,651	188,917	196,474	204,333	212,506	221,007	229,847	239,041	248,602
181,651	188,917	196,474	204,333	212,506	221,007	229,847	239,041	248,602
145,321	151,134	157,179	163,466	170,005	176,805	183,877	191,233	198,882
1,369,929	1,424,726	1,481,715	1,540,983	1,602,623	1,666,728	1,733,397	1,802,733	1,874,842

**************************************		Pick Boston, Massi ########### PHASE 1 PERI	achusetts 	::::::::::::::::::::::::::::::::::::::	######################################	######################################
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED 6
COMPOSITION OF AFTER TAX CASH FLOW: Land Contributions Cash Contributions	(7,121,775) (5,110,806)	(0) (5,436,432)	(0) (38,670,087)	(0) (3,484,212)	(0) (0)	(0) (0)
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(12,232,581) 0 0 0 0	(5,436,432) 0 0 0 0	(38,670,087) 0 0 0 0	(3,484,212) 0 0 0 0	32,450,727 (2,411,764) 0	16,405,399 (2,008,402) 0
AFTER TAX CASH FLOW	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	30,038,963	14,396,997
CUMULATIVE AFTER TAX CASH FLOW	(12,232,581)	(17,669,013)	(56,339,100)	(59,823,312)	(29,784,349)	(15,387,352)
COMPOSITION OF AFTER TAX NPV: Land Contributions Cash Contributions	(7,121,775) (46,063,786)		-13.39% -86.61%			
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(53,185,561) 70,442,478 (7,895,979) 56,089,256 (11,560,613)	_	-100.00% 132.45% -14.85% 105.46% -21.74%			
TOTAL AFTER TAX NPV @ 8.00%	53,889,580		101.322			
********************************	***********	***********	***********	******		***********
TAX VALUE OF MIXED USE: After Tax Cash Flow - As A Whole After Tax Cash Flow - Components	(12,232,581) (12,232,581)	(5,436,432) (5,436,432)	(38,670,087) (38,670,087)	(3,484,212) (3,484,212)	30,038,963 29,591,857	14,396,997 13,144,985
VALUE OF MIXED USE NPV = 544,495	0	0	0	0	447,106	1,252,012
***************************************	***********	***********	**********	************	************	***********
BEFORE TAX CASH FLOW: Condos Hotel Office Retail Garage Marina	(2,592,297) (4,341,921) (3,566,993) (726,797) (960,155) (44,418)	(1,066,297) (1,758,588) (1,271,170) (239,094) (1,052,589) (48,694)	(3,600,560) (22,976,367) (3,911,055) (3,125,184) (4,833,327) (223,594)	(3,128,475) 0 (355,737) 0 0	11,817,535 11,578,557 (196,425) 112,284 8,333,270 805,506	11,263,942 734,093 372,909 36,100 3,464,728 533,628
TOTAL BEFORE TAX CASH FLOW	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	32,450,727	16,405,399
TAXABLE INCOME: Condos Hotel Office Retail Garage Marina	(6,569) (11,737) (7,832) (1,596) (6,485) (300)	(13,402) (23,944) (15,977) (3,255) (13,229) (612)	(182,601) (165,460) (222,886) (22,769) (169,705) (7,835)	(397,020) (360,510) (486,220) (49,635) (369,959) (17,066)	7,041,374 537,450 (361,250) (81,827) 1,899,068 412,542	6,824,546 (2,968,048) (446,853) (162,276) 2,034,221 456,702
TOTAL TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(34,519) 12,082 (12,082) 0 12,082	(70,418) 24,646 (24,646) 0 36,728		(1,680,409) 588,143 (588,143) 0 894,811	9,447,357 (3,306,575) (0) 894,811 0	5,738,292 (2,008,402) (0) 0
ORDINARY TAXES/BENEFITS	0	0	0	0	(2,411,764)	(2,008,402)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0	0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(2,411,764)	(2,008,402)
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400000000000000000000000000000000000000			PHASE 1 PERFORMANCE TOTAL						
7	8	9	10	11	12	13	14	15	
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	SALE	
{0}	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
(0}	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	
4,982,691 0 0 0	6,423,366 0 0 0	7,401,288 0 0 0	6,919,899 (90,335) 0	8,307,767 (1,882,997) 0	10,727,457 (2,095,032) 0	11,237,353 (2,317,975) 0	0 11,767,645 (2,552,504) 0 0	11,273,953 (3,176,341) 164,745,004 (33,955,760)	
4,982,691	6,423,366	7,401,288	6,829,564	6,424,770	8,632,426	8,919,379	9,215,141	138,884,857	
(10,404,661)	(3,981,295)	3,419,994	10,249,558	16,674,328	25,306,754	34,226,132	43,441,273	182,328,130	

INTERNAL RATE OF RETURN

18.38X 18.38X

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4,982,691 4,958,977	6,423,366 6,334,047	7,401,2BB 7,243,333	6,829,564 6,683,956	6,424,770 7,621,193	8,632,426 9,008,705	8,919,379 9,219,823	9,215,141 9,235,732	138,886,857 138,942,788
23,715	89,319	157,955	145,608	(1,196,423)	(376,279)	(300,444)	(20,591)	(55,932)
1,997,032 1,771,785 224,527 913,772 75,572 4,982,691	3,352,186 1,674,518 224,689 1,069,136 82,838 6,423,366	4,241,167 1,614,160 224,857 1,230,710 90,395 7,401,288	4,601,963 720,585 100,350 1,398,747 98,254 6,919,899	4,977,191 1,469,926 180,717 1,573,506 106,427 8,307,767	5,367,428 3,077,224 372,623 1,755,255 114,727	5,773,275 3,003,217 392,820 1,944,274 123,768	6,195,355 2,905,449 393,025 2,140,854 132,961	0 82,032,285 54,676,854 6,881,439 30,661,068 1,747,310 176,018,957
0 (1,666,153) (488,686) (157,421) 14,076 53,680	(268,881) (530,734) (152,190) 193,421 61,777	0 665,668 (572,859) (146,548) 381,062 70,238	0 1,964,490 220,434 (57,399) 594,515 79,608	3,331,144 1,079,191 42,037 837,609 90,011	3,764,460 1,027,962 47,122 1,046,772 99,490	0 4,217,694 977,034 52,704 1,265,946 109,407	0 4,691,900 926,653 58,832 1,495,696 119,786	5,188,202 1,859,976 159,904 1,736,627 130,650
(2,244,504) 785,576 (785,576) 0 785,576	(696,607) 243,812 (243,812) 0 1,029,389	397,562 (139,147) (0) 139,147 890,242	2,801,648 (980,577) (0) 890,242	5,379,991 (1,882,997) (0) 0	5,985,806 (2,095,032) (0) 0	6,622,784 (2,317,975) (0) 0	7,292,867 (2,552,504) (0) 0	9,075,259 (3,176,341) (0) 0
0	0	0	(90,335)	(1,882,997)	(2,095,032)	(2,317,975)	(2,552,504)	(3,176,341)
0 0 0	0 0 0	0 0 0	0 0 0	0 0	. 0	0 0 0	0 0 0	0 0
0	0	0	(90,335)	(1,882,997)	(2,095,032)	(2,317,975)	(2,552,504)	(3,176,341)

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GALE PROCEEDS: Condos Hotel Office Retail Garage Marina	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZE
TOTAL SALE PROCEEDS	0	0	0	0	0	
AIN ON SALE: Condos Hotel Office Retail Barage Marina						
TOTAL GAIN ON SALE	0	0	0	0	0	
AX / BENEFIT @ 35.00%	0	0	0	0	0	
Before Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(12,232,581) 0 0 0	(5,436,432) 0 0 0	(38,670,087) 0 0 0	(3,484,212) 0 0 0	32,450,727 (2,411,764) 0	16,405,39 (2,008,40
AFTER TAX CASH FLOW	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	30,038,963	14,396,99
Land Equity Available Land Equity Contributed	7,121,775 7,121,775	0	0	0	0	
ASH CONTRIBUTION REQUIRED	5,110,806	5,436,432	38,670,087	3,484,212	0	
FTER TAX CASH FLOW BY COMPONENT: Condos Hotel Office Retail Garage Marina	(2,592,297) (4,341,921) (3,566,993) (726,797) (960,155) (44,418)	(1,066,297) (1,758,588) (1,271,170) (239,094) (1,052,589) (48,694)	(3,600,560) (22,976,367) (3,911,055) (3,125,184) (4,833,327) (223,594)	(3,128,475) 0 (355,737) 0	9,562,912 11,578,557 (196,425) 112,284 7,864,379 670,151	8,875,35 734,093 372,909 36,100 2,752,75 373,78
TOTAL AFTER TAX BY COMPONENT	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	29,591,857	13,144,98

	********	********		Boston, Massa	chusetts	*******	********	
**************	*************	***********		PHASE 1 PERF	ORMANCE	***********	*************	OTAL
7 OPERATE	9 OPERATE	OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE 0 75,397,966 52,783,927 6,622,552 28,335,772 1,604,787
0	0	0	0	0	0	0	0	164,745,004
								(0) 43,678,204 (0) 43,678,204 27,798,658 113,069 23,849,062 1,577,464
0	0	0	0	0	0	0	0	97,016,457
0	0	0	0	0	0	0	0	(33,955,760)
4,982,691 0 0 0	6,423,366 0 0 0	7,401,288 0 0 0	6,919,899 (90,335) 0	8,307,767 (1,882,997) 0	10,727,457 (2,095,032) 0	11,237,353 (2,317,975) 0	11,767,645 (2,552,504) 0 0	176,018,957 (3,176,341) 164,745,004 (33,955,760)
4,982,691	6,423,366	7,401,288	6,829,564	6,424,770	8,632,426	8,919,379	9,215,141	303,631,861
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0 1,997,032 1,771,785 224,527 908,849 56,784	3,352,186 1,694,518 224,689 1,001,439 61,216	4,241,167 1,614,160 224,857 1,097,338 65,811	4,601,963 720,585 100,350 1,190,667 70,391	0 4,615,284 1,469,926 180,717 1,280,343 74,923	4,049,967 3,097,224 392,623 1,388,885 80,106	4,297,082 2,943,253 392,820 1,501,193 85,475	4,553,190 2,581,121 393,025 1,617,360 91,036	0 64,929,043 44,296,333 6,841,865 21,726,077 1,149,470
4,958,977	6,334,047	7,243,333	6,683,956	7,621,193	9,008,705	9,219,823	9,235,732	138,942,788

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######################################	*********	*****************	DEVELOP	######################################		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
SITE: Total Pier 4 Restaurant Remainder Built Open Total buildout Floor Area Ratio	ACRES 8.9 0.9 8.0 3.8 5.0	SQ. FEET 385,994 37,204 346,790 166,230 219,764 1,649,812	PERCENT 100.02 10.22 89.82 43.12 56.92	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.002 1.002 30 10.002 1.002	AFFORDABLE HOUSING Linkage Fee 6.00 Linkage Ex. 0 Inclus. Hous. 0.00% ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.00%
TAXATION: Ordinary Rate Capital Gains Deprec. Life (Bldg IIC on Hotel FF&E Losses Disallowed Loss Carryforward	. & FF&E)	35.002 35.002 30 0.002 100.002	5 (@ 85.00%)	DISCOUNT RATE FOR NPV EQUITY  PHASE 1 AS PERCENT OF TOTAL BUILLDOUT	8.007 20.007 27.857	ALLOCATION OF BREAKWATER TO NONMARINA USES 100.002  RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.002  PHASE 1 COSTS UNESCALATED 106,202,725

Boston, Hassachusetts											
8-7-86 DEVELOPMENT ASSUMPTIONS - PHASE 2											
***************************************	************			**********				**********			
PROGRAM:	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	HARINA	MISC.			
Land 2.22 acres Above ground Below ground Water	459,420 322,304		0 .	0	19,500	322,304	140 500	96,570 : :			
Refriciency Factors Rentable/Salable	148,500 369,985	917 356,335	100Z 0	851 0	70% 13,650	100.002 322,304	148,500 100.007 148,500				
UNITS: Condominiums Hotel rooms Hotel bays	300	300	0		1						
Cars Marina slips	1 800					800	80	!			
CONSTRUCTION PERIOD (MONTHS)	1 24	24			24 1	24	24	24 !			
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.00Z 4.00Z 4.00Z			4.00Z 4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	4.002 4.002 4.002 4.002 4.002				
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale	1	110.00Z 80.00Z 10.00Z 3.00Z		*	110.007! 80.007! 10.007! 3.007!	125.00% 80.00% 10.00% 3.00%	125.007 80.007 10.007 3.007				

8-7-86 8-7-86	DEV	Boston, Mass ###################################	*******	######################################				***********
•	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SO. FOOT		115.00	.25655256261		115.00	61.75	6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.							1,000,000	4,000,000
BUILDING COSTS PER UNIT:  Land per acre Condominium per unit Hotel bay - FF&E Hotel room - hard Hotel room - FF&E Parking per car Marina per slip		168,636				24,878	12,500	2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail 7 rent 5.00%		300.00			20.00 : 200.00 : 10.00 :			
REVENUES PER UNIT: Unit sales 1,188 ssf Monthly rent Daily rent Hotel daily other 38.44%		356,335				35,000.00 275.00 10.50	30,000.00 225.00 10.50	
SALE, LEASE, RENT TERMS: Presale Absorption Prelease Absorption		25.00X 24 0.00X 24			0.007 24 25.007 24	25.00% 24 25.00% 24	24	; ; ; ; ;
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly Rent - daily Total		100.002			100.00Z	50.00% 25.00% 25.00% 100.00%	25.00% 25.00%	 
COMMISSION: Sales Leases		3.007			5.00%	4.002	4.002	: :
VACANCY	!				10.0021			!
TURNOVER: Turnover - stay Turnover - leave					50.002; 50.002;			 
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave					10.00 1.00% 2.00 ( 7.00 (	2.00 1.002	0.25 1.00%	1

TOTAL CONDO HOTEL OFFICE RETAIL

	10176		1101CL	011105	NEIRIC	OHNHUL	21017110	11130.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	459,420 369,985	439,920 356,335	0	0 0	19,500 13,650	322,304 322,304	148,500 148,500	0
LAND COSTS	4,433,882	4,245,687	0	0	188,195			
HARD COSTS: Component specific Hotel FFKE 5 Foundation @ 25% Garage service area Breakwater	73,735,572 0 0 (0) (0)	50,590,800 4,764,381 0 0	0 0 0 0	0 0 0	2,242,500 211,187 0	19,902,272 (4,975,568)	1,000,000	0
Site & Utilities  HARD COST SUBTOTAL 30	4,000,000 77,735,572	3,830,221 59,185,402	0 0	0 0	169,779 2,623,466	14,926,704	1,000,000	
Contingency 30 5.0%	3,884,779	2,959,270	0	0	131,173	746,335	50,000	
TOTAL HARD COSTS	81,622,351	62,144,672	0	0	2,754,640	15,673,039	1,050,000	0
SOFT COSTS: Envir. Imp. Report Permitting/Licens. 30 Building Permits 30 1.0% A/E Fees 30 4.0% Design Consultants 30 1.0% Development Fee 30 2.0% Mtg. Brokerage Fee 30 1.0% Market Research Fe Legal/Accounting 30 1.0% Linkage 12 Insurance 10 1.0% RE Taxes 10 0.5% Marketing/PR 5 1.0% Brokerage on Lease 5	0 777, 356 3,498,101 777, 356 1,554,711 621,885 0 777, 356 117,000 777, 356 388,678 777, 356 68,250	0 591,854 2,663,343 591,954 1,183,708 473,483 0 591,854 591,854 295,927 591,854	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	000000000000000000000000000000000000000	0 0 26,235 118,056 26,235 52,469 20,788 26,235 117,000 26,235 13,117 26,235 68,250	0 149,267 671,702 149,267 298,534 119,414 0 149,267 149,267	10,000 45,000 10,000 20,000 8,000 10,000 10,000	
Soft Cost SUBTOTAL Construc. Loan Pt. 1.0% Constr. Int. 15 Permanent Loan Pt. 1.0%	10,135,403 734,062 9,175,775 101,252	7,575,731 557,763 6,972,040 0	0 0 0 0	0 0 0	521,054 26,206 327,569 26,206	1,910,618 140,669 1,758,366 70,335	128,000 9,424 117,800 4,712	
TOTAL SOFT COSTS	20,146,493	15,105,535	0	0	901,034	3,879,988	259,936	
COSTS Before INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS TOTAL PROJECT COSTS	4,433,882 81,622,351 20,146,493 	4,245,687 62,144,672 15,105,535 81,495,893	0 0 0	0	189,195 2,754,640 901,034 3,843,869	15,673,039 3,879,988 19,553,027	259,936	
COSTS After INCLUSIONARY HOUSING:	*******	***********		*******		***********		
LAND COSTS HARD COSTS SOFT COSTS	4,433,882 81,622,351 20,146,493	4,245,687 62,144,672 15,105,535	0 0 . 0	0 0 0	188,195 2,754,640 901,034	0 15,673,039 3,879,988	0 1,050,000 259,936	
TOTAL PROJECT COSTS	106,202,725	91,495,893	0	0	3,843,869	19,553,027	1,309,936	
PERCENT OF USE: Land Costs Hard Costs Soft Costs	4.17% 76.86% 18.97%	5.21% 76.25% 18.54%	0.007 0.007 0.007	0.002 0.002 0.002	4.90% 71.66% 23.44%	0.00% 80.16% 19.84%	0.00% 80.16% 19.84%	
Total Project Costs	100.002	100.00%	0.007	0.002	100.00%	100.002	100.007	
PERCENT OF PROJECT BY COST: Land Costs Hard Costs Soft Costs	100.007 100.007 100.002	95.76% 76.14% 74.98%	0.007 0.007 0.007	0.002 0.002 0.002	4.24% 3.37% 4.47%	0.00% 19.20% 19.26%	0.00% 1.29% 1.29%	
Total Project Costs	100.00%	76.74%	0.00%	0.00%	3.62%	18.417	1.237	

PIER 4 HOTEL GARAGE MARINA TOTAL CONDO OFFICE RETAIL MISC. GROSS SQUARE FEET NET RENTABLE/SALABLE SF 439,920 356,335 322,304 322,304 459,420 0 0 19,500 148,500 148,500 0 369,985 ŏ ŏ 104,900,560 (91,927,375) (3,815,017) 106,700,560 (81,495,893) (3,207,017) 14,000,000 (9,776,513) (560,000) ,200,000 (654,968) (48,000) GROSS SALES Less Basis Less Commissions Gain on Sale TAX on Sale 26,358,168 (9,225,359) 22,197,650 (7,769,177) 3,663,487 (1,282,220) 497,032 35.0% (173,961) **NET SALES PROCEEDS** 109,060,184 95,924,366 12,157,780 978,039 GROSS REVENUE: 5 Base leases 273,000 0 273,000 1,557,150 0 130,650 Base rents 1,426,500 Other income 136,500 1,966,650 TOTAL GROSS REVENUES 0 409,500 (40,950) 0 1,426,500 130,650 Less VACANCY NET REVENUES 1,925,700 0 0 368,550 1,426,500 130,650 OPERATING EXPENSES: (463,717) (19,257) Base operating expenses 0 (122,850) (322, 304)(18,563) (1,307) Replacement reserve 0 0 (3,686) (14,265) TOTAL OPERATING EXPENSES (482,974) 0 0 (126,536) (336,569) (19,869) NET OPERATING INCOME 1,442,727 0 ٥ 242,015 1,089,931 110,781 GROSS MARGIN ON SALES BEFORE TAX 28.67% 27.24% 75.89% 37.47% RETURN ON ASSETS BY USE OVERALL ROA WITH AFTER TAX SALES SUBSIDY 0.00% 0.00% 6.30% 16.91% 11.15% 10.117 8-7-86 COSTS, INCOME, & EXPENSES PER NET RENTABLE/SALABLE SF - UNESCALATED - PHASE 2 TOTAL CONDO HOTEL OFFICE RETAIL GARAGE MARINA MISC. 459,420 369,985 439,920 356,335 322,304 322,304 GROSS SQUARE FEET NET RENTABLE/SALABLE SF 19,500 13,650 148,500 0 0 0 148,500 Hard Costs (Component Specific) 141.98 0.00 0.00 164.29 61.75 6.73 11.98 11.91 0.00 0.00 0.00 0.00 Land Costs 13.79 Hard Costs (Total) 201.81 48.63 7.07 Soft Costs 54.45 42.39 0.00 0.00 12.04 1.75 66.01 TOTAL DEVELOPMENT COSTS 287.05 281.60 228,71 0.00 0.00 60.67 8.82 Gross Sales Less Basis, Commissions, Taxes 86.87 (72.10) 300.00 (259.51) 16.16 (11.81) 14.78 AFTER TAX GAIN ON SALES 40.49 4.35

Gross Revenues Less Vacancy	0.00 0.00	0.00 0.00	0.00 0.00	30.00 (3.00)	4.43 0.00	0.88 0.00	
Net Revenues Operating Expenses (Before deducting Linkage or Turns)	0.00 0.00	0.00 0.00	0.00 0.00	27.00 (9.27)	4.43 (1.04)	0.88 (0.13)	
NET OPERATING INCOME	0.00	0.00	0.00	17.73	3.38	0.75	:33222223
					www.		

***************************************	*************	PIER Boston, Massa	ichusetts		************	
8-7-86 ************************************		H FLDW SCHEDUL ####################################		<b>                                    </b>	) 	ONDOs  ####################################
	DESIGN	DESIGÑ	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZEĎ & SALES
EQUITY AVAILABLE @ 20-00% EQUITY INVESTED	16,231,456 6,198,877	10,032,579 2,462,188	7,570,391 7,570,391	0	0	
BUILDING COSTS:		######################################	1222222222		(22222 <i>2222222</i>	1622222222
Land Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(4,245,687) (1,953,191)	(2,462,188)	(33,607,939) (1,356,650) (649,258)	(34,952,152) (2,094,906)	(484,670)	
BUILDING COSTS BEFORE INTEREST	(6,198,877)	(2,462,188)	(35,613,746)	(37,047,058)	(484,670)	
CONSTRUCTION LOAN:						
Interest Takedown Retirements - Sales Retirements - Takeout	0	0	(1,402,168) (29,445,523)	(4,796,905) (41,843,963)	(7,153,182) (7,637,852) 34,530,710	(4,439,663) (4,439,663) 32,557,527
Balance	0	0	(29,445,523)	(71,289,486)	(44,396,628)	(16,278,764)
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(0)	0 0 0
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(6,198,877) (0) 0	(2,462,189) (0) 0	(37,015,914) 29,445,523 0	(41,843,963) 41,843,963 0	(7,637,852) (26,892,859) 0	(4,439,663) (28,117,864) 0
COST & DEBT FLOWS	(6,198,877)	(2,462,189)	(7,570,391)	0	• •	(32,557,527)
GROSS SALES Less Commissions					54,713,109 (1,641,393)	48,772,829 (1,463,185)
PRETAX SALES PROCEEDS					53,071,716	47,309,644
::::::::::::::::::::::::::::::::::::::	*****************	*=========		<b>22222222</b> 2222	*######################################	
SROSS REVENUES: Leases Rents Other income					0 0 0	0 0 0
TOTAL GROSS REVENUES Less VACANCY	262-66-26-6-6-6-6-6-6-6-6-6-6-6-6-6-6-6		*****	*****************	0	0
NET REVENUES					0	0
DPERATING EXPENSES: Operating Expenses Replacement Reserve					0	0
TOTAL OPERATING EXPENSES					0	0
NET OPERATING INCOME					0	0

8-7-86 ************************************	**************	***********	***********	RIES - PHASE 2	**************	CONDOS  ####################################
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00%		0				4 01.223
Less Commission & 3.00%		0				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		0 0 0				
AFTER TAX SALES PROCEEDS		0				
***************************************	*************		**********	**********	*************	**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(6,198,877)	(2,462,188)	(7,570,391)	0	(34,530,710)	(32,557,527)
PRETAX SALES PROCEEDS	0	0	0	0	53,071,716	47,309,644
NET OPERATING INCOME (Before Linkage	0	0	0	0		
Ur Turning Costs)			•		0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	0
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(6,198,877)	(2,462,188)	(7,570,391)	0	18,541,005	14,752,117
***************************************		***********	===============		=======================================	==========
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(6,198,877) 0 0	(2,462,188) 0 0	(7,570,391) 0 0	0 0 0	18,541,005 (2,458,858) 0	14,752,117 (2,327,966)
AFTER TAX CASH FLOW	(6,198,877)	(2,462,188)	(7,570,391)	0	16,082,148	12,424,151
*******************************		**********		*********		**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations	(6,198,877) 0 0	(2,462,188) 0 0	(7,570,391) (0) 0	(0) 0 0	(0) 18,541,005	(0) 14,752,117
Cash Flow On Sale Taxes/Benefits From Sale	0	0	0	0	(2,458,858)	(2,327,966)
TOTAL STREET,						0
AFTER TAX CASH FLOW	(6,198,877)	(2,462,188)	(7,570,391)	0	16,082,148	12,424,151
CUMULATIVE AFTER TAX CASH FLOW	(6,198,877)	(8,661,065)	(16,231,456)	(16,231,456)	(149,309)	12,274,842
Breakeven Debt Coverage Ratio						0.007 0.001
COMPOSITON OF AFTER TAX NPV:		7	IPV Components ! Of Investment		IPV Components Per Kentable/Salable Si	:
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale	(14,969,071) 27,886,827 (4,021,386) 0		-100.00% 186.30% -26.86% 0.00%		(42.01) 78.26 (11.29) 0.00	
Taxes / Benefits From Sale	0	•	. 002	-	.00	
TOTAL AFTER TAX NPV @ 8.00%	8,896,371		59.432		24.97	

************	*******		**********	**********	**********	**********		**********
(17,906,640)	0	0	0	0	0	0	0	0
24,601,015	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
	~~~~~	*******			****			0
6,694,375	0	0	0	0	0	0	0	0
6,694,375 (949,219)	0	0	0	0	0	0	0	0
0	Ŏ	, , , , , , , , , , , , , , , , , , ,	0	0	0	0	ů 0	0
5,695,156	0	0	0	0	0	0	0	0
************	***********	***********	**********	***********	***********	***********		141444444444
(0) 4 404 375	(0) 0	(0)	(0)	(0)	(0)	(0)	(0)	(0)
6,694,375 (999,219)	Ŏ	0	0	0	Ŏ	0	0	0
0	0	0 0	0 0	0	0	0 0	0	0
5,695,156	0	0	0	0	0	0	0	0
17,969,999	17,969,999	17,969,999	17,969,999	17,969,999	17,969,999	17,969,999	17,969,999	17,969,999
0.00% 0.00%	0.007 0.002	0.00Z 0.00Z	0.007 0.007	0.001 0.001	0.007 0.007	0.002 0.002	0.001 0.001	0.001 0.001

INTERNAL RATE OF RETURN

22.69% 22.69% 22.69%

		oston, Massac	husetts			
8-7-85	TAXABLE I	COME AND INCO	ME TAXES - PH	######################################	**************************************	ONDOS
YEAR	1 DESIGN	2 DESIGN	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0	0 0 0	0	0 0 0	53,071,716 (41,631,973) (1,857,488)	47,309,644 (38,644,323) (1,592,132)
TAXABLE INCOME ON SALES	0	0	0	0	9,582,255	7,073,188
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (14,796)	0 0 (30,185)	0 0 (511,034)	0 0 (1,107,232)	0 0 (893,701)	0 0 (421,857)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(14,796)	(30,185)	(511,034)	(1,107,232)	(893,701)	(421,857)
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(14,796) 5,179 (5,179) 0 5,179	(30,185) 10,565 (10,565) 0 15,743	(511,034) 178,862 (178,862) 0 194,605	(1,107,232) 387,531 (387,531) 0 582,136	8,688,555 (3,040,994) (0) 582,136	6,651,331 (2,327,966) (0) 0
ORDINARY TAXES/BENEFITS	0	0	0	0	(2,458,858)	(2,327,966)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(2,458,859)	(2,327,966)

PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		0 (0) (0)				
GAIN ON SALE		(0)				
TAX / BENEFIT @ 35.00%		0				

***************************************				PIER Boston, Massa				
8-7-86		**********	***********	SOFT COSTS -	PHASE 2	*************		0NDOs
YEAR	11111111111	*********	######################################	DESIGN	CONSTRUCT	**************************************	LEASE-UP	STABILIZED & SALES
SOFT COSTS: Envir. Imp. Report Permitting/Licens. Building Permits A/E Fees Design Consultants Development Fee	30 30 30 30 30 30	1.02 4.51 1.02 2.02	0 0 1,331,672 295,927 133,239	615,529 830,963 184,659 138,569	288,067 64,015 433,017	299,590 66,576 786,328	0	0 0 615,528 2,750,292 611,176 1,491,154
Mtg. Brokerage Fee Market Research Fee Legal/Accounting Insurance	30 30 30	1.07 1.07 1.07	118,371	492,423 123,106	128,030 363,502	133,151 393,164	138,477	492,423 0 641,134 756,667
RE Taxes Marketing/PR Brokerage on Leases	30 10 5 5	0.52 1.02	73,982	76,941	80,019	332,878 83,219	346,193	332,878 660,354 0
SOFT COSTS BEFORE INTER	EST	~~~~~	1,953,191	2,462,188	1,356,650	2,094,906	484,670	8,351,604

PIER 4 Roston, Nassarhusetts

************	Boston, Massachusetts									
*****************	***********		TAXABLE IN	COME AND INCO	1E TAXES - PHAS	E 2	COND	05		
7 OPERATE	8 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE		
24,601,015 (20,950,038) (796,066)	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0		
2,854,911	0	0	0	0	0	0	0	0		
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0		
0	0	0	0	0	0	0	0	0		
2,854,911 (999,219) (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0		
(999,219)	0	0	0	0	0	0	0	0		
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0		
(999,219)	0	0	0	0	0	0	0	0		

**********************************		Boston, Massa	chusetts	***********		*********
8-7-94	DEPRECIATION	, AMORTIZATION	. & BASIS - PH	IASE 2	;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;	ONDOS
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	5 STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (14,796)	0 (30,185)	(140,217) (324,629) (46,188)	(653,195) (324,629) (129,408)	0 0 (21,642) (1,368,513) 0 (198,646)	0 0 (21,642) (1,845,767) (382,496)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(14,796) 100.002	(30,185) 100.00%	(511,034) 100.002	(1,107,232) 100.00Z	(1,588,801) 56.25%	(2,249,905) 18.75%
ACTUAL DEPREC. & AMORT.	(14,796)	(30,185)	(511,034)	(1,107,232)	(893,701)	(421,857)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(14,796) 0	(44,981) 0	(556,015) 0	(1,663,247) 0	(2,556,948) 727,671	(2,251,135) 1,219,518
ACTUAL ACCUM. DEPREC. & AMORT.	(14,796)	(44,981)	(556,015)	(1,663,247)	(1,829,277)	(1,031,616)
Add to Basis Beginning Basis Deduct from Basis	6,198,877 6,198,877 0	2,462,188 8,661,065 0	37,015,914 45,676,979 0	41,843,963 87,520,943 0	7,637,852 95,158,794 (41,631,973)	4,439,663 57,966,485 (38,644,323)
ADJUSTED BASIS OF IMPROVEMENTS	6,198,877	8,461,065	45,676,979	87,520,943	53,526,822	19,322,162
Reginning Land Deduct from Land	4,245,687 0	4,245,697 0	4,245,587 0	4,245,687 0	4,245,687 (1,857,488)	2,388,199 (1,592,132)
ENDING LAND BASIS	4,245,687	4,245,687	4,245,687	4,245,687	2,388,199	796,066

443444444444444444444444444	***********	Boston, Mass	chusetts		********	*********
8-7-86 SAL	E & LEASE ABSO	RPTION, OPERAT	ING EXPENSE GRI	DWTH - PHASE 2	**************************************	0NDOs
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
GROSS SALES: Camulative Sold % New Sales % New Sales	106,900,560	111,176,582	115,623,646	120,248,592	125,058,535 43.75% 43.75% 54,713,109	130,060,877 81.25% 37.50% 48,772,829
GROSS LEASES, RENTS, OTHER INCOME: Base leases Total Leased % New Leased % New Leases Total Leases Total Leases Lease Commissions 0.00%	0	0	0	0	25.00X 25.00X 0 0	75.007 50.007 0 0
Base rents Rents	0	0	0	0	0	0
Base Other Income Other Income	0	0	0	Û	. 0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	0	0	0	0	0	0
			==========	=============		

Boston, Massachusetts									
	***********		DEPRECIATION.	AMORTIZATION.	& BASIS - PH	SE 2)3 ************************************	NDOs	
7 OPERATE	8 OPERATE	OPERATE	10 OPERATE	OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE	
0 0 (21,642) (2,008,555)	0 0 (21,642) (2,008,555)	0 0 (21,642) (2,008,555)	0 0 (21,642) (2,008,555)	. 0 0 (21,642) (2,008,555)	0 0 (21,642) (2,008,555)	0 0 (21,642) (2,008,555)	(21,642) (2,008,555)	(21,642) (2,008,555)	
(367,108)	(351,104)	(334,460)	(265,222)	(133,151)	(133,151)	(133,151)	(133,151)	(133,151)	
(2,397,305) 0.002	(2,381,301) 0.00%	(2,364,657) 0.00%	(2,295,419) 0.00%	(2,163,348) 0.002	(2,163,348) 0.00%	(2,163,348) 0.00%	(2,163,348) 0.00%	(2,163,348) 0.007	
0	0	0	0	0	0	0	Ô	0	
(1,031,616) 1,031,616	0	0	0	0	0	0	0	0	
0	0	0	0	0	0	0	0	0	
1,627,876 20,950,038 20,950,038)	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	
0	0	0	0	0	0	0	0	0	
796,066 (796,066)	0	0	0	0	0	0	0	0	
0	0	0	0	0	0	0	0	0	

135,263,312 100.002 18.752 25,361,871 140,673,844 100.007 0.007 146,300,798 100.007 0.007 100.007 100.007 100.00% 100.007 100.00% 100.00% 0.00% 0.00% 0.007 0.00% 100.007 0.007 100.007 0.007 100.007 25.007 100.007 25.007 100.002 50.002 100.001 25.001 100.00% 100.007 100.00 100.007 25.007

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8-7-86	LOAN	DETERMINATION	- PHASE 2	**************	C	ONDOs
YEAR	DESIGN	2 Design	3 CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PERMANENT LOAN DETERMINATION: Net Operating Income Capitalized & 10.00% Loan-to-Value & 80.00%	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0
Net Operating Income Plus Linkage and Turning Costs Debt Coverage & 110.00% Loan Potential	0 0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
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		PIER Boston, Massa				
**************************************	CASI	+ FLOW SCHEDUL	***********	*************	############## R	######################################
######################################	DESIGN	2 Design	**************************************	CONSTRUCT	S LEASE-UP	############### 6 Stabilized
EQUITY AVAILABLE @ 50.00% EQUITY INVESTED	1,794,606 274,773	1,519,833 100,954	1,418,879 1,418,879	0	0	& SALES
BUILDING COSTS:	**************	=========	1212:931111re	************	************	
Land Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(188,195) (86,578)	(100,954)	(1,489,709) (60,135) (35,892)	(1,549,298) (92,859)	(21,484)	
BUILDING COSTS BEFORE INTEREST	(274,773)	(100,954)	(1,585,736)	(1,642,157)	(21,484)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales Retirements - Takeout	(0) (0)	(0) (0)	(8,343) (175,201)	(99,629) (1,741,785)	(192,773) (214,256) 0	0 0 (0
Balance	(0)	(0)	(175,201)	(1,916,985)	2,131,242	0
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(2,000,000)	(212,158 (200,000 (12,158 (1,987,842
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(274,773) 0 0	(100,954) 0 0	(1,594,079) 175,201 0	(1,741,785) 1,741,785 0	(214,256) (1,916,985) 2,000,000	0 0 (12,158
COST & DEBT FLOWS	(274,773)	(100,954)	(1,418,879)	0	(131,242)	(12,158
GROSS SALES Less Commissions			F402¥9038\$2093:	:334£37353623633	0	0 0
PRETAX SALES PROCEEDS					0	0
GROSS REVENUES: Leases		************			139,725	264,280
Rents Other income					69,862	134,934
TOTAL GROSS REVENUES Less VACANCY					209,587 (20,959)	399,214 (39,921)
NET REVENUES					188,629	359,293
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(62,876) 1,896	(121,441) 3,593
TOTAL OPERATING EXPENSES		*********			(60,990)	(117,848)
NET OPERATING INCOME					127,639	241,445

300,459

300,722

300,786

328,371

				PIER Boston, Massa				
**************************************	*************** *************	*************** *************	CASI	H FLOW SCHEDUL	ES - PHASE 2	::::::::::::::::::::::::::::::::::::::	R:	************ ETAIL ####################################
7 Operate	9 OPERATE	OPERATE	OPERATE	OPERATE	0PERATE	0PERATE	DPERATE	15 SALE
							***********	***************************************
0 (0) (0) 0 (0)	(0) (0) 0 0 (0)	(0) (0) (0) 0 (0)						
(212,158) (198,784) (13,374) (1,974,467)	(212,158) (197,447) (14,712) (1,959,755)	(212,158) (195,976) (16,183) (1,943,572)	(212,158) (194,357) (17,801) (1,925,771)	(212,158) (192,577) (19,581) (1,706,190)	(212,158) (190,619) (21,540) (1,884,650)	(212,158) (188,465) (23,693) (1,860,957)	(212,158) (186,096) (26,063) (1,834,894)	(212,158) (183,489) (28,669) (1,806,225)
0 0 (13,374)	(0) 0 (14,712)	(0) 0 (16,183)	(0) 0 (17,801)	(0) 0 (19,581)	(0) 0 (21,546)	(0) 0 (23,693)	(0) 0 (26,063)	(0) 0 (1,834,894)
(13,374)	(14,712)	(16,183)	(17,801)	(19,581)	(21,540)	(23,693)	(26,063)	(1,834,894
0	0 0	0	0 0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
329,048 0 172,716	329,048 0 179,625	329,048 0 186,810	359,320 0 194,282	384,305 0 202,053	400,338 0 210,135	400,338 0 218,541	400,338 0 227,283	437,168 0 236,374
501,764 (50,176)	508,673 (50,867)	515,858 (51,586)	553,602 (55,360)	588,359 (58,836)	610,473 (61,047)	618,879 (61,888)	627,620 (62,762)	673,542 (67,354)
451,588	457,806	464,272	498,242	529,523	549,426	556,991	564,858	606,188
(155,444) 4,516	(161,662) 4,579	(168,129) 4,643	(174,954) 4,982	(181,848) 5,295	(189,122) 5,494	(196,687) 5,570	(204,554) 5,649	(212,736) 6,062
(150,929)	(157,084)	(163,486)	(169,871)	(176,553)	(183,628)	(191,117)	(198,906)	(206,675)

352,970

365,798

365,874

365,952

399,513

YEAR	DESIGN	DESIGN	3 Construct	CONSTRUCT 4	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		4,294,420 (128,833)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	4,165,587 (1,806,225) 116,281				
OFTER TAX SALES PROCEEDS		2,475,644		•		
\$\$\$\$\$\$\$						******
OST & DEBT FLOWS (Exc. Perm. Amort.)	(274,773)	(100,954)	(1,418,879)	0	(131,242)	0
RETAX SALES PROCEEDS	0	0	0	0	0	0
ET OPERATING INCOME (Before Linkage	0	0	0	0	127,639	241,445
Or Turning Costs)	·	•	•	v	(9,750)	(9,750)
URNING COSTS: Brokerage Fees Tenant Refurbishment					(34,931) (26,873)	(31,139) (23,034)
EBT SERVICE					0	(212,158)
ROJECT SALE PROCEEDS					·	1212,1007
EFORE TAX CASH FLOW	(274,773)	(100,954)		0	(75,158)	(34,637)
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(274,773) 0 0	(100,954) 0 0	(1,418,879) 0 0	0 0 0	(75,158) 0 0	(34,637) 0 0
FTER TAX CASH FLOW	{274,773}	(100,954)	(1,418,879)	0	(75,158)	(34,637)
	************	**********	**********	***********		
MPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations	(274,773)	(100,954)	(1,418,879)	(0)	(0)	(0)
Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	0	0	0 0 0	0 0 0	(75,158) 0 0 0	(34,637) 0 0 0
FTER TAX CASH FLOW	(274,773)	(100,954)	(1,418,879)	0		
MULATIVE AFTER TAX CASH FLOW	(274,773)	(375,727)	(1,794,606)	(1,794,606)	(75,158) (1,869,764)	(34,637)
Breakeven Debt Coverage Ratio			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	11,007,707/	98.587 83.672
•			'v Components A		Components Per	
MPOSITON OF AFTER TAX NPV:		Z	Of Investment	Ren	table/Salable SF	
Investment Cach Flow From Operations	(1,584,709) 285,166		-100.00% 17.99%		(116.10) 20.89	
Taxes /Benefits From Operations Tash Flow On Sale Taxes / Benefits From Sale	803,271 39,589		0.00Z 50.69Z 2.50Z		0.00 58.85 2.90	
TAL AFTER TAX NPV & 8.00%	(456,683)		-28.82%	333	(33.46)	
			-0.016		107.70!	

PIER 4 Boston, Massachusetts

****************	*************	***********	***********	***********	***********	************	*********
	PROJECT	T SALE. CASH FL	ON AND PERFORMA	NCE SUNHARIES	- PHASE 2	RET	311
*****************	, 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	,,,,,,,,,,,,,,,,	************	************	*********	************	*********
7	8 9	10	11	12	13	5.4	15
OPERATE OPERA	TE OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	SALE

***********	***********	**********	***********	**********	**********	***********	***********	**********
0	0	(0)	0	(0)	0	(0)	0	(1,806,225)
0	0	0	0	0	0	0	0	0
300,659	300,722	300,786	328,371	352,970	365,798	365,874	365,952	399,513
(9,750)	(9,750)	(9,750)	(9,750)	(9,750)	(9,750)	(9,750)	(9,750)	(9,750)
(16,192) (11,517)	0	0	(42,499) (26,873)	(37,885) (23,034)	(19,700) (11,517)	0	0	(51,707) (26,873)
(212,158)	(212,158)	(212,158)	(212,158)	(212,158)	(212,158)	(212,158)	(212,158)	(212,158)
						*******		4,165,587
51,042	78,813	78,878	37,089	70,142	112,672	143,965	144,044	2,458,387
51,042 0 0	78,813 0 0	78,878 0 0	37,089 0 0	70,142 0 0	112,672 0 0	143,965 0 0	144,044 0 0	2,458,307 0 116,281
51,042	78,813	78,878	37,089	70,142	112,672	143,965	144,044	2,574,668
51,042 0 0	78,813 0 0	78,878 0 0 0	37,089 0 0	70,142 0 0 0	112,472 0 0 0	(0) 143,965 0 0	144,044 0 0 0	99,024 0 2,359,363 116,281
51,042	78,813	78,878	37,089	70,142	112,672	143,965	144,044	2,574,668
(1,853,359) 79.832 124.062	(1,774,546) 74.51% 137.15%	(1,695,668) 74.71% 137.18%	(1,658,579) 83.302 117.482	(1,588,436) 78.087 133.067	(1,475,764) 71.542 153.112	(1,331,799) 66.742 167.862	(1,197,755) 67.05% 167.89%	1,386,913 75.302 146.671

INTERNAL RATE OF RETURN

eeteeeeeeeee 4.95% eeteeeeeeeee

PIER 4 Boston, Massachusetts

######################################	***********	loston, Massac ############## COME AND INC	:nusetts ############## ME TAXES - PH/	######################################	***************************************	######################################
######################################	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0
TAXABLE INCOME ON SALES	0	0	0	0	0	0
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (656)	0 0 (1,338)	0 0 (11,855)	0 0 (25,982)	127,639 (96,386) (106,393)	241,445 (200,000) (177,502)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(656)	(1,338)	(11,855)	(26,982)	(75,140)	(136,058)
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(656) 230 (230) 0 230	(1,338) 468 (468) 0 698	(11,855) 4,149 (4,149) 0 4,847	(26,982) 9,444 (9,444) 0 14,291	(75,140) 26,299 (26,299) 0 40,590	(136,058) 47,620 (47,620) 0 88,210
ORDINARY TAXES/BENEFITS	0	0	0	0	0	0
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	0	0
	**************				***********	***********
PROJECT SALE TAIES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		4,165,587 (4,309,624) (188,195)				
GAIN ON SALE		(332,232)				
TAX / BENEFIT @ 35.00%		116,291				

PIER 4 DESIGN CONSTRUCT 5 LEASE-UP STABILIZED DESIGN CONSTRUCT & SALES SOFT COSTS:
Envir. Imp. Report
Permitting/Licens.
Building Permits
A/E Fees
Design Consultants
Development Fee
Mtg. Brokerage Fee
Market Research Fee
Legal/Accounting
Insurance
RE Taxes
Marketing/PR 27,284 121,910 27,091 66,097 13,642 0 30 30 30 30 30 30 30 30 30 55 27,284 36,833 8,185 6,142 13,642 1.02 4.52 1.02 2.02 1.02 59,028 13,117 5,906 12,769 2,838 19,194 13,280 2,951 34,855 0 28,419 33,540 14,755 5,247 5,902 17,427 14,755 3,689 1.07 1.07 0.57 1.07 5,675 16,113 6,138 5,457 Marketing/PR 3,279 3,411 3,547 15,345 Brokerage on Leases SOFT COSTS BEFORE INTEREST 21,484 362,010 86,578 100,954 60,135 92,859

PIER 4 Boston, Massachusett:

444444444444	***********	**********		Boston, Mass	achusetts			
***********		************	TAXABLE	INCOME AND IN	COME TAXES - PI	IASE 2	}	ETAIL
7 Operate	8 OPERATE	9 Operate	10 OPERATE	11 OPERATE	12 Operate	13 OPERATE	14 OPERATE	15 SALE
0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
0	0	0	0	0	0	0	0	0
300,659 (198,784) (182,362) (80,487)	(181,653) (78,378) (78,378)	300,786 (195,976) (180,915) (76,104)	328,371 (194,357) (179,359) (45,346)	(14,462)	(175,556)	365,874 (188,465) (175,556) 1,853	365,952 (186,096) (175,556) 4,301	399,513 (183,489) (177,398) 38,626
28,170 (28,170)	27,432 (27,432)	26,636 (26,636)	15,871 (15,871)	5,062 (5,062)	132 (132)	(648) (0)	(1,505) (0)	(13,519) (0)
116,380	143,813	170,449	186,320	191,382	191,514	648 190,865	1,505 189,360	13,519 175,841
0	0	0	0	0	0	0	0	0
0 0 0	0 0 0	0 0	0 0	0 0	0 0 0	0 0	0 0	0 0

PIER 4 Boston, Massachusetts

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9-7-85 #\$#\$#\$#\$#############################	DEPRECIATION,	######################################	# DH313 - FR	136		19484#444#4
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	(0) (656)	(0) (1,338)	(834) (8,973) (2,047)	(12,273) (8,973) (5,736)	(50,650) (12,067) (578) (21,911) 0 (21,166)	(101,300) (12,047) (598) (23,387) (40,150)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(454) 100.00Z	(1,338) 100.00%	(11,855) 100.00%	(26,982) 100.00%	(106,393) 100.007	(177,502) 100.00%
ACTUAL DEPREC. & AMORT.	(656)	(1,338)	(11,855)	(25,982)	(106,393)	(177,502)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(656) 0	(1,994) 0	(13,849) 0	(40,830) 0	(147,223) 0	(324,725) 0
ACTUAL ACCUM. DEPREC. & AMORT.	(656)	(1,994)	(13,849)	(40,830)	(147,223)	(324,725)
Add to Basis Beginning Basis Deduct from Basis	274,773 274,773 0	100,954 375,727 0	1,594,079 1,969,807 0	1,741,785 3,711,591 0	276,061 3,987,652 0	54,173 4,041,825 0
ADJUSTED BASIS OF IMPROVEMENTS	274,773	375,727	1,969,807	3,711,591	3,987,652	4,041,825
Beginning Land Deduct from Land	188,195	188,195 0	188,195 0	188,195 0	188,195 0	188,195 0
ENDING LAND BASIS	188,195	188,195	188,195	188,175	188,195	188,195

PIER 4 Boston, Massachusetts

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8-7-86	SALE & LEASE ABSORP	TION, OPERATIN	IG EXPENSE GROI	ITH - PHASE 2	R ************	ETAIL Bandaranaaraa
YEAR	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
GROSS SALES: Cumulative Sold % New Sales % New Sales	0	0	0	0	25.007 25.007 0	75.00% 50.00% 0
GROSS LEASES, RENTS, OTHER INCOME: Base leases Total Leased % New Leased % New Leases Total Leases Lease Commissions 5.00%	273,000	283,920	295,277	307,088	319,371 43.752 43.752 139,725 139,725	332,146 81.252 37.502 124,555 264,280 0
Base rents Rents	0	0	0	0	0	0
Base Other Income Other Income	136,500	141,960	147,638	153,544	159,686 69,862	166,073 134,934
OPERATING EXPENSES: Base operating expenses Operating Expenses	(122,850)	(127,764)	(132,875)	(138,190)	(143,717) (62,876)	(149,466) (121,441)
	************	=======================================		*************		

PIER 4 Boston, Massachusetts

R	ETAIL
***************************************	15
OPERATE	SALE
(101,300) (12,067) (598) (23,387)	(101,300) (12,067) (598) (23,387)
(38,204)	(40,045)
(175,556) 100.002	(177,398) 100.00%
(175,556)	(177,398)
(1,750,538) 0	(1,927,935) 0
(1,750,538)	(1,927,935)
4,231,044	78,580 4,309,624 0
4,231,044	4,309,624
188,195 0	188,195 0
188,195	188,195
	(101,300) (12,067) (12,067) (598) (23,387) (38,204) (175,556) (175,556) (1,750,538) (1,750,538) (1,750,538) 4,231,044 188,195

PIER 4 12 OPERATE 8 OPERATE 10 OPERATE DPERATE 13 OPERATE 14 OPERATE 15 SALE OPERATE OPERATÉ 100.007 100.007 100.00Z 0.00Z 100.007 100.007 0.007 100.007 0.007 100.00% 100.00% 100.00% 0.00% 0.00% 0.00% 0 0 0 345,432 100.00% 18.75% 359,249 100.007 0.007 388,564 100.002 43.752 169,997 359,320 404,107 100.002 37.502 151,540 386,305 437,082 100.00% 454,565 100.002 472,748 100.007 43.75% 206,827 437,168 373,419 100.002 420,271 100.002 18.752 0.00% 0.007 0.00% 64,769 329,048 329,048 329,048 78,801 400,338 400,338 ٥ 400,338 0 0 0 0 0 0 0 0 0 ŏ ŏ ŏ ŏ Ŏ 0 236,374 236,374 202,053 202,053 210,135 210,135 218,541 218,541 227,283 227,283 172,716 172,716 179,625 179,625 186,810 186,810 194,282 194,282 (181,848) (181,848) (189,122) (189,122) (196,687) (196,687) (204,554) (204,554) (155,444) (155,444) (161,662) (161,662) (168,129) (168,129) (174,854) (174,854) (212,736) (212,736)

			05ton, nassa(:NUSPCC5	******	*******	
8-7-86	**************	LOAN	DETERMINATIO	- PHASE 2	**************	**************************************	ETAIL
YEAR		DESIGN	DESIGN	CONSTRUCT 3	4 Construct	5 LEASE-UP	6 STABILIZED & SALES
	9N: 10.00Z 80.00Z	0 0 0	0 0 0	0 0	0 0 0	127,639 1,276,388 1,021,110	241,445 2,414,448 1,931,558
Net Operating Income Plus Linkage and Turning Debt Coverage & I Loan Potential	Costs 10.00%	0 0 0	0 0 0	0 0 0	0 0 0	127,639 56,084 50,986 480,636	241,445 177,522 161,383 1,521,347

PIER 4 Anston. Massachusett

************			***********	Boston, Massac	:husetts			
4444444444444444		************	LOAI	N DETERMINATIO	- PHASE 2		R	TAIL
7	8	9	10	0PERATE	12	13	14	15
OPERATE	OPERATE	OPERATE	OPERATE		OPERATE	OPERATE	OPERATE	SALE
300,659	300,722	300,786	328,371	352,970	365,798	365,874	365,952	399,513
3,006,594	3,007,216	3,007,862	3,283,706	3,529,700	3,657,981	3,658,738	3,659,524	3,995,130
2,405,275	2,405,773	2,406,290	2,626,965	2,823,760	2,926,385	2,926,990	2,927,619	3,196,104
300,659	300,722	300,786	328,371	352,970	365,798	365,874	365,952	399,513
263,200	290,972	291,036	249,248	282,301	324,831	356,124	356,202	311,183
239,273	264,520	264,578	226,589	256,637	295,301	323,749	323,820	282,893
2,255,604	2,493,604	2,494,158	2,136,035	2,419,295	2,783,774	3,051,953	3,052,627	2,666,812

8-7-86	 	Boston, Massa	chusetts ##################################	***********	**************************************	**************************************
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	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
EQUITY AVAILABLE & 20.00% EDUITY INVESTED	3,879,459 492,599	3,386,859 620,970	2,765,899 2,765,889	0	0	
	*************					3222222222
BUILDING COSTS:	(0)					
Hard Costs		//20 070\	(8,475,980)	(8,815,019)	(122, 275)	
Soft Costs Before Financing Mortgage Points (Approx.)	(492,599)	(620,970)	(342,150) (232,76d)	(528,340)	(122,235)	
BUILDING COSTS BEFORE INTEREST	(492,599)	(620,970)	(9,050,898)	(9,343,359)	(122,235)	
CONSTRUCTION LOAN:						
Interest Takedown	0	0	(314,250)	(1,127,094)	(1,713,083)	(531,704) (531,704)
Retirements - Sales	v	v	(6,599,259)	(10,470,453)	(1,835,318) 4,135,475 9,452,515	3,899,162
Retirements - Takeout Balance	0	0	(6,599,259)	(17,069,712)	9,452,515 (5,317,040)	(1,949,581)
PERMANENT MORTGAGE:						/04D /74\
Payment Interest						(848,634) (800,000)
Amortization Balance					(8,000,000)	(48,634) (7,951,366)
SUMMARY OF COST & DEBT FLOWS:						
Construction Costs (Inc. Interest) Construction Loan	(492,599) (0)	(620,970) (0)	(9,365,148) 6,599,259	(10,470,453) 10,470,453	(1,835,318) (11,752,672)	(531,704) (3,367,458)
Permanent Loan	0	0	0	0	B,000,000	(48,634)
COST & DEBT FLOWS	(492,599)	(620,970)	(2,765,889)	0	(5,587,990)	(3,947,796)
***************************************		::#2:#2:##############################	************	*************	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	21=22232222
GROSS SALES Less Commissions					7,165,384 (286,615)	6,387,428 (255,497)
PRETAX SALES PROCEEDS					6,878,768	6,131,931
**************************************		.2553363535625			=======================================	
GROSS REVENUES:						
Leases Rents					730,101	0 1,410,139
Other income					730,101	0
TOTAL GROSS REVENUES Less VACANCY					730,101 0	1,410,139
NET REVENUES					730,101	1,410,139
OPERATING EXPENSES:						
Operating Expenses Replacement Reserve					(158,361) 7,301	(305,863) 14,101
TOTAL OPERATING EXPENSES					(151,060)	(291,762)
TOTAL OF EART AND CALLAGED				~~~~~~~~~~		
NET OPERATING INCOME					579,041	1,110,377

CASH FLOW SCHEDULES - PHASE 2 GARAGE 10 OPERATE OPERATE OPERATE 15 SALE OPERATE OPERATE OPERATÉ OPERATE (194,958) (194,958) 2,144,539 (0) (0) (0) (0) 0 (0) (0) 0 (0) (0) 0 (0) (0) 0 (0) (0) (0) (0) 0 (0) (0) 0 0 0 (0) (0) (0) (0) (848,634) (795,137) (53,497) (7,897,869) (849,634) (789,787) (58,847) (7,839,022) (848,634) (783,902) (64,732) (7,774,290) (848,634) (744,383) (104,251) (7,339,576) (848,634) (733,958) (114,676) (7,224,900) (848,634) (777,429) (71,205) (7,703,085) (848,634) (770,308) (78,326) (7,624,759) (848,634) (762,476) (86,158) (7,538,601) (848,634) (753,860) (94,774) (7,443,827) (194,958) (1,949,581) (53,497) (0) (0) (0) (0) (104,251) (58,847) (64,732) (71,20Š) (94,774) (78,326) (86,158) (7,339,576) (2,198,037) (58,847) (64,732) (71,205) (78, 326)(86,158) (94,774) (104,251) (7.339.576)3,321,462 (132,858) 0 0 0 0 0 0 0 3,188,604 0 0 0 0 0 0 0 Ð 2,111,568 0 2,283,872 2,375,227 2,470,236 2,030,354 1,804,978 1,877,177 1,952,264 2,196,031 1,804,978 1,877,177 1,952,264 2,030,354 2,111,568 2,196,031 2,283,872 2,375,227 2,470,236 1,804,978 2,470,236 1,877,177 1,952,264 2,030,354 2,111,568 2,196,031 2,283,872 2,375,227 (391,505) 18,050 (407,165) 18,772 (440,390) 20,304 (458,005) 21,116 (476,325) 21,960 (515,193) 23,752 (535,801) 24,702 (423,451) 19,523 (495,378) 22,839 (373,455) (388,393) (403,929) (420,086) (436,889) (454,365) (472,540) (491,441) (511,099) 1,431,523 1,488,784 1,548,335 1,610,268 1,674,679 1,741,666 1,811,333 1,883,786 1,959,138

	20,375,031 (611,251) 19,763,780 (7,224,900) (2,753,475) 9,785,406	************ (2,765,889) 0 0	0 0 0 0	(5,587,990) 6,878,768 579,041	6,13
0	(7,224,900) (2,753,475) 	0	0	6,878,768	6,13
0	(620,970)	0	0	6,878,768	6,131
0	0	0	0	6,878,768	6,131
0	0	0	0	6,878,768	
-					6,131
0	0	0	0	579 A41	
				3//,071	1,118
				0	
				0	
				0	(848
(492,599)	(620,970)	(2,765,889)	0	1,869,820	2,502
		264762002264200			:======
(492,599) 0 0	(620,970) 0 0	(2,765,889) 0 0	0 0 0	1,869,820 (436,783) 0	2,502 (558
(492,599)	(620,970)	(2,765,889)	0	1,433,037	1,944
		***********		************	
(492,599) 0	(620,970) 0	(2,765,889) 0	(0) 0	(0) 1,869,820	2,502
0 0 0	0 0 0	0 0 0	0 0 0	(436,783) 0 0	1558
(492,599)	(620,970)	(2,765,889)	0	1,433,037	1,944
(492,599)	(1,113,569)	(3,879,459)	(3,879,459)	(2,446,422)	(502
					8 13
					:
(3,438,876) 7,141,984 (1,660,347) 4,269,000 (937,451)		-100.002 207.682 -48.282 124.142 -27.262		(10.67) 22.16 (5.15) 13.25 (2.91)	
	(492,599) (492,599) (492,599) (492,599) (492,599) (492,599) (492,599) (492,599) (492,599)	(492,599) (620,970) 0 0 0 0 (492,599) (620,970)	(492,599) (620,970) (2,765,889) 0 0 0 0 0 0 0 (492,599) (620,970) (2,765,889) (492,599) (620,970) (2,765,889) 0 0 0 0 0 0 0 0 0 0 0 0 0 (492,599) (620,970) (2,765,889) (492,599) (620,970) (2,765,889) (492,599) (1,113,569) (3,879,459) **PV Components & Z Of Investment (3,438,876) 7,141,984 207.682 (1,660,347) 4269,000 124.147 (937,451) -27.262 5,374,310 156.28Z	(492,599) (620,970) (2,765,889) 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	(492,599) (620,970) (2,765,889) 0 1,869,820 (492,599) (620,970) (2,765,889) 0 1,869,820 (492,599) (620,970) (2,765,889) 0 1,433,037 (492,599) (620,970) (2,765,889) 0 1,433,037 (492,599) (620,970) (2,765,889) (0) (0) (0) 0 0 0 0 1,869,820 0 0 0 0 1,869,820 0 0 0 0 0 1,869,820 0 0 0 0 0 0 436,783) 0 0 0 0 0 0 0 0 436,783) 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

************			***********					
(2,144,539)	0	(0)	0	(0)	0	(0)	0	(7,224,900)
3,189,604	0	0	0	0	0	0	0	0
1,431,523	1,488,784	1,548,335	1,610,268	1,674,679	1,741,666	1,811,333	1,883,786	1,959,138
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(848,634)	(848, 634)	(848,634)	(848,634)	(848,534)	(848,634)	(848, 534)	(848,634)	(848,634)
***************************************	~						**********	19,763,780
1,626,953	640,150	699,701	761,634	826,045	893,032	962,699	1,035,152	13,649,384
1,626,953 (420,979) 0	640,150 (108,309) 0	699,701 {131,947} 0	761,634 (158,945) 0	826,045 (189,810) 0	893,032 (215,997) 0	962,699 (2 4 3,395) 0	1,035,152 {272,071) 0	13,649,384 (302,093) (2,753,475)
1,205,974	531,840	567,754	602,690	636,235	677,036	719,303	763,081	10,593,817
******************	************	***********	************	*************	************	************	***********	************
1,626,953 (420,979) 0	640,150 (108,309) 0	(0) 699,701 (131,947) 0 0	761,634 (158,945) 0 0	826,045 (187,810) 0 0	893,032 (215,997) 0 0	962,699 (243,395) 0 0	1,035,152 1272,071) 0	(0) 1,110,504 (302,093) 12,538,881 (2,753,475)
1,205,974	531,840	567,754	602,690	636,235	677,036	719,303	763,081	10,593,817
703,848	1,235,688	1,803,443	2,406,132	3,042,368	3,719,403	4,438,707	5,201,788	15,795,604
67.71% 168.69%	65.90% 175.43%	64.167 182.457	62.492 189.752	60.88% 197.34%	59.332 205.232	57.85% 213.44%	56.42% 221.98%	55.042 230.862

INTERNAL RATE OF RETURN

DESIGN DESIGN CONSTRUCT CONSTRUCT LEASE-UP & SALES INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land 6,878,768 6,131,931 ŏ 0 ò 0 TAXABLE INCOME ON SALES 0 0 0 0 1,894,662 1,732,230 INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization 579,041 (428,271) (402,718) 0 0 0 1,118,377 (800,000) (455,705) 0 (3,732) (7,613) (120,663) (262,756)TAXABLE INCOME FROM LEASES, RENTS, ETC. (3,732)(7,613) (120,663) (262,756) (251,947) (137,328) TOTAL ORDINARY TAXABLE INCOME (3,732) 1,306 (1,306) (7,613) 2,664 (2,664) (120,663) 42,232 (42,232) (262,756) 91,965 (91,965) 1642,714 1574,950) (0) 1,594,902 (558,216) (0) Income Taxes/Benefits
Benefits Disallowed
Benefits From Prior Years
Benefits To Be Carried 0.35 0 0 138,167 0 1,306 3,971 46,203 138.167 0 ORDINARY TAXES/BENEFITS ٥ (558,216) 0 0 0 (436,783) Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover 0 0 0 0 INCOME TAXES/BENEFITS FROM OPERATIONS 0 0 0 0 (436,783) (558,216) PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land 19,763,780 (0) GAIN ON SALE 7,867,070 TAX / BENEFIT 35.007 (2,753,475)

***********************	********			PIER Boston, Massa				
8-7-84 ####################################	************		############## #####################	SOFT COSTS -	PHASE 2	**************	************* G	############## ARAGE
YEAR	*********	*********	DESIGN	2 Design	3 CONSTRUCT	4 CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
SOFT COSTS: Envir. Imp. Report Permitting/Licens. Building Permits	20 20 20	1.07	0	155,238				0 0
A/E Fees Design Consultants Development Fee Mtg. Brokerage Fee Market Research Fee	30 30 30 30 30	4.52 1.02 2.02 1.02	335,851 74,634 33,603	209,571 46,571 34,947 124,190	72,651 16,145 109,208	75,557 16,791 198,314	0	155,238 693,630 154,140 376,073 124,190
Legal/Accounting Insurance RE Taxes	30 30 10	1.0% 1.0% 0.5%	29,853	31,048	32,289 91,676	33,581 99,157 83,953	34,924 0	161,696 190,833 83,953
Marketing/PR Brokerage on Leases	5 5	1.0%	18,658	19,405	20,181	20,988	87,311	166,543
SOFT COSTS BEFORE INTER	REST		492,599	620,970	342,150	528,340	122,235	2,106,295

PIER 4 Boston, Massachusetts

************	Boston, Massachusetts										
4444444444444		**********	TAXABLE I	NCOME AND INCO	ME TAXES - PHA	SE 2	6A	RAGE			
7 OPERATE	8 Operate	9 Operate	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	0PERATE	15 SALE			
3,188,604 (2,230,633)	0	0 0 0	0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0			
957,971	0	0	0	0	0	0	0	0			
1,431,523 (795,137) (391,559)	1,488,784 (789,787) (389,541)	1,549,335 (783,902) (387,442)	1,610,268 (777,429) (378,711)	1,674,679 {770,308) (362,057)	1,741,666 1762,476) (362,057)	1,811,333 (753,860) (362,057)	1,883,786 (744,383) (362,057)	1,959,138 1733,958) (362,057)			
244,827	309,455	376,990	454,128	542,313	617,133	695,416	777,346	863,123			
1,202,798 (420,979) (0) 0	309,455 (108,309) (0) 0	376,990 (131,947) (0) 0	454,128 (158,945) (0) 0	542,313 (189,810) (0) 0	617,133 (215,797) (0) 0	695,416 (243,395) (0) 0	777,346 (272,071) (0) 0	863,123 (302,093) (0) 0			
(420,979)	(108,309)	(131,947)	(158,945)	(189,810)	(215,997)	(243,395)	(272,071)	(302,093)			
0 0 0 (420,979)	0 0 0 (108,309)	0 0 0 (131,947)	0 0 0 (158,945)	0 0 0 (187,810)	0 0 0 (215,997)	0 0 0 (243,395)	0 0 0 (272,071)	0 0 0 (302,093)			

		Boston, Massa	chusetts			
8-7-86	DEPRECIATION.	, AMORTIZATION	. & BASIS - PH	######################################	****************** 8	########### Arage
**************************************	**************	######################################	***********	45444444444444 A	**************	**********
	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Seiling Costs	0 (3,732)	0 (7,613)	(31,425) (77,589) (11,649)	(152,530) (77,589) (32,637)	(144,092) (35,105) (5,173) (281,011) 0 (50,099)	(288,183) (35,105) (5,173) (342,577)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(3,732) 100.002	(7,613) 100.00Z	(120,663) 100.00Z	(262,756) 100.00%	(515,479) 78.137	(767,504) 59.38%
ACTUAL DEPREC. & AMORT.	(3,732)	(7,613)	(120,663)	(262,756)	(402,718)	(455,705)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(3,732)	(11,344) 0	(132,007) 0	(39 4, 763)	(797,481) 86,354	(1,166,832) 170,670
ACTUAL ACCUM. DEPREC. & AMORT.	(3,732)	(11,344)	(132,007)	(394,763)	(711,127)	(996,162)
Add to Basis Beginning Basis Deduct from Basis	492,599 492,599 0	620,970 1,113,569 0	9,365,148 10,478,717 0	10,470,453 20,949,170 0	1,935,318 22,784,488 (4,984,107)	531,704 18,332,085 (4,399,700)
ADJUSTED BASIS OF IMPROVEMENTS	492,599	1,113,569	10,478,717	20,949,170	17,800,381	13,932,385
Beginning Land Deduct from Land	0	0	0	0	0	0
ENDING LAND BASIS	0	0	0	0	0	0

***************************************			Boston, Massa				
8-7-86 ####################################	SA:	LE & LEASE ABSOR	PTION, OPERATI	######################################	1477777777777777 1477 - PHASE 2 1488888888888888		************* Arage ************
YEAR .		DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
GROSS SALES: Cumulative Sold % New Sales % New Sales		14,000,000	14,560,000	15,142,400	15,748,096	16,378,020 43.75% 43.75% 7,165,384	17,033,141 81,25% 37,50% 6,387,428
GROSS LEASES, RENTS, OTHER Base leases Total Leased 7 New Leased 1 New Leases Total Leases Total Leases Lease Commissions	INCOME:	0	ø	0	0	43.752 43.752 0 0	81.257 37.507 0
Base rents Rents		1,426,500	1,483,560	1,542,902	1,604,618	1,668,803 730,101	1,735,555 1,410,139
Base Other Income Other Income		0	0	0	0	0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	·	(322,304)	(335,196)	(348,604)	(362,548)	(377,050) (158,361)	(392,132) (305,863)

PIER 4 Boston. Nassachusetts

Boston, Massachusetts	*********
IATION, AMORTIZATION, & BASIS - PHASE 2	GARAGE
10 11 12 13 RATE OPERATE OPERATE OPERA	4 15 E SALE
, 183) (288,183) (288,183) (288,183) (288,1 , 105) (35,105) (35,105) (35,105) (35,1 , 173) (5,173) (5,173) (5,173) (5,173) (5,173) (7,	5) (35,105 3) (5,173
,890) (33,581) (33,581) (33,581) (33,5	1) (33,581
,423) (724,114) (724,114) (724,114) (724,1 0.002 50.002 50.002 50.002 50.	
711) (362,057) (362,057) (362,057) (362,0	7) (362,057
,128) (2,748,185) (3,110,242) (3,472,299) (3,834,3	6) (4,196,413 0 0
128) (2,748,185) (3,110,242) (3,472,299) (3,834,3	6) (4,196,413
,710 11,896,710 11,896,710 11,896,710 11,896,7	0 0 0 0 11,896,710
,710 11,896,710 11,896,710 11,896,710 11,896,7	0 11,896,710
0 0 0 0 0	0 0
0 0 0	0 0

PIER 4 Boston, Massachusetts

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*************		SALE & L	EASE ABSORPTIO	N, OPERATING E	XPENSE GROWTH	- PHASE 2	6A	RAGE				
7 OPERATE	9 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE				
17,714,466 100.00% 18.75% 3,321,462	19,423,045 100.002 0.002 0	19,159,967 100.001 0.001 0	100.002 0.002 0	100.00Z 0.00Z 0	100.002 0.002 0	100.007 0.007 0	100.007 0.007 0	100.00Z 0.00Z 0				
100.00Z 18.75X 0 0	100.00Z 0.00Z 0 0	100.00Z 0.00Z 0 0	0 100.002 43.752 0 0	0 100.007 37.502 0 0	0 100.001 18.751 0 0	0 100.007 0.007 0 0	0 100.002 0.002 0 0	100.002 43.752 0 0				
1,804,978 1,804,978	1,877,177 1,877,177	1,952,264 1,952,264	2,030,354 2,030,354	2,111,568 2,111,568	2,196,031 2,196,031	2,283,872 2,283,872	2,375,227 2,375,227	2,470,236 2,470,236				
0	0	0	0	0	0	0	0	0				
(407,817) (391,505)	(424,130) (407,165)	(441,095) (423,451)	(458,739) (440,390)	(477,089) (458,005)	(496,172) (476,325)	(516,019) -(495,378)	· (536,660) (515,193)	(558,126) (535,801)				

	8	oston, massac	husetts			
9-7-86	LOAN	DETERMINATION	- PHASE 2		6	ARAGE
YEAR	DESIGN	DEST 6N	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
PERMANENT LOAN DETERNINATION: Net Operating Income Capitalized © 10.00% Loan-to-Value @ 80.00%	0 0 0	0 0	0 0 0	0	579,041 5,790,414 4,632,331	1,118,377 11,183,771 8,947,017
Net Operating Income Plus Linkage and Turning Costs Debt Coverage & 125.00% Loan Potential	0 0 0	0 0 0	0 0 0 0	0 0 0	579,041 579,041 463,233 4,366,859	1,118,377 1,118,377 894,702 8,434,276

13 OPERATE 7 OPERATE OPERATE OPERATE OPERATE OPERATE 12 OPERATE 14 OPERATE 15 SALE 1,498,784 14,887,836 11,910,269 1,548,335 15,483,349 12,386,679 1,431,523 14,315,227 11,452,181 1,610,268 16,102,683 12,882,147 1,674,679 16,746,790 13,397,432 1,741,666 17,416,662 13,933,330 1,883,786 18,837,862 15,070,289 1,811,333 18,113,329 14,490,663 1,959,138 19,591,376 15,673,101 1,431,523 1,431,523 1,145,218 10,795,873 1,488,784 1,488,784 1,191,027 11,227,708 1,548,335 1,548,335 1,238,668 11,676,817 1,610,268 1,610,268 1,288,215 12,143,889 1,674,679 1,674,679 1,339,743 12,629,645 1,741,666 1,741,666 1,393,333 13,134,831 1,811,333 1,811,333 1,449,066 13,660,224 1,883,786 1,883,786 1,507,029 14,206,633 1,959,138 1,959,138 1,567,310 14,774,898

9	**************	Boston, Massa ##################################	chusetts 	************		######################################
**************************************	DESIGN	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED
EQUITY AVAILABLE e 20.00 2 EQUITY INVESTED	259,901 33,001	226,899 41,601	185,298 185,298	0	0	& SALES
PUILDING COSTS: .	= = = = = = = = = = = = = = = = = = = =	=======================================		************		***********
Land	(0)		/E/7 04A)	(EQA EE4)	0	
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(33,001)	(41,601)	(567,840) (22,922) (15,594)	(590,554) (35,396)	(8,189)	
BUILDING COSTS BEFORE INTEREST	(33,001)	(41,601)	(606,356)	(625,949)	(8,189)	
ONSTRUCTION LOAN:						
Interest Takedown Retirements - Sales	0	0	(21,053) (442,111)	(75,509) (701,458)	(114,766) (122,955) 277,052 633,262 (356,210)	(35,621) (35,621) 261,221
Retirements - Takeout Balance	0	0	(442,111)	(1,143,569)	633,262 (356,210)	(130,610)
ERMANENT MORTGAGE: Payment						(106,079)
Interest						(100,000)
Amortization Balance					(1,000,000)	(6,079) (993,921)
UMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest)	(33,001)	(41,601)	(627,409)	(701,458)	(122,955)	(35,621)
Construction Loan Permanent Loan	(0)	(0)	442,111	701,458 0	(787,359) 1,000,000	(225,600) (6,079)
OST & DEBT FLOWS	(33,001)	(41,601)	(185,298)	0	89,686	{267,300}
======================================		:=========		************	614,176	547,494
Less Commissions					(24,567)	(21,900)
RETAX SALES PROCEEDS					589,609	525,594
ROSS REVENUES:	**************	184222288335				
Leases Rents Other income					66,868 0	129,152 0
TOTAL GROSS REVENUES Less Vacancy					66,868 0	129,152
NET REVENUES	******				66,869	129,152
PERATING EXPENSES: Operating Expenses					(9,121)	(17,616)
Replacement Reserve					669	1,292
TOTAL OPERATING EXPENSES					(8,452)	(16,324)
ET OPERATING INCOME					58,417	112,827

15 SALE 10 OPERATE DPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE (0) (0) 0 0 (0) (0) (0) 0 0 (0) (0) (0) 0 0 (0) (0) (0) 0 (0) (0) (0) 0 0 (0) (13,061) (13,061) 143,671 (0) (0) (0) (0) (0) (0) 0 (0) 0 (0) (0) (106,079) (94,233) (11,847) (930,478) (106,079) (93,048) (13,031) (917,447) (106,079) (91,745) (14,335) (903,112) (106,079) (99,392) (6,687) (987,234) (106,079) (98,723) (7,356) (979,878) (106,079) (97,988) (8,091) (971,786) (106,079) (97,179) (8,901) (962,886) (106,079) (96,289) (9,791) (953,095) (106,079) (95,309) (10,770) (942,325) (13,061) (130,610) (6,687) (0) (0) (0) (0) (0) (7,358)(8,091) (8,901) (9,791) (10,770) (11,847) (13,031) (917,447) (150,358) (9,791) (917,447) (8,901) (13,031) (7,356)(8,091) (10,770) (11,847) 284,697 (11,388) 0 0 0 0 0 0 Ö 0 0 0 0 273,309 0 0 0 0 165,314 171,926 178,804 185,956 193,394 201,130 209,175 217,542 226,244 0 ō 0 185,956 226,244 165,314 171,926 178,804 193,394 201,130 209,175 217,542 217,542 226,244 171,926 185,956 193,394 201,130 209,175 165,314 178,804 (23,450) 1,719 (26,378) 1,934 (27,433) 2,011 (28,530) 2,092 (29,672) 2,175 (30,858) 2,262 (22,548) 1,653 (24,388) 1,788 (25,363) 1,860 (25,422) (26,439) (27,496) (28,596) (20,895) (21,731) (22,600) (23,504) (24,444) 144,419 150,196 156,204 162,452 168,950 175,708 182,736 190,046 197,647

		PIER A	husetts			
**************************************	JECT SALE, CASH	************	HANNE SUMMARIE	########### S - PHASE 2	############# Ah	########### RINA
**************************************	######################################	**************************************	**************************************	*********** 4	************** 5	6
	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		2,055,534 (61,666)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	1,993,868 1903,112) (418,901)				
AFTER TAX SALES PROCEEDS		671,855				
***************************************		********	***********	**********		**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(33,001)	(41,601)	(185,298)	0	89,686	(261,221)
PRETAX SALES PROCEEDS	0	0	0	0	589,609	525,594
NET OPERATING INCOME (Before Linkage	0	0	. 0	0	58,417	112,827
Or Turning Costs) LINKAGE					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	(106,079)
PROJECT SALE PROCEEDS						**********
BEFORE TAX CASH FLOW	(33,001)	(41,601)	(185,298)	0	737,711	271,122
	=======================================			=======================================	*************	=========
Refore Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(33,001)	(41,601) 0 0	(185,298) 0 0	0 0 0	737,711 (81,201) 0	271,122 (74,598) 0
AFTER TAX CASH FLOW	(33,001)	(41,601)	(185,298)	0	656,510.	196,523
***************************************	***********	************	4######################################	**********		**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(33,001) 0 0 0	(41,601) 0 0 0	(185,298) 0 0 0 0	(0) 0 0 0	737,711 (81,201) 0	271,122 (74,598) 0
AFTER TAX CASH FLOW	(33,001)	(41,601)	(185,298)	0	656,510	196,523
CUMULATIVE AFTER TAX CASH FLOW	(33,001)	(74,602)	(259,901)	(259,901)	396,610	593,133
Breakeven Debt Coverage Ratio						94.78% 106.36%
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(230,384) 1,065,112 (204,485) 371,360 (142,619)		V Components As Of Investment -100.00% 462.32% -88.76% 161.19% -61.91%	NPI Res	/ Components Per stable/Salable SF (1.55) 7.17 (1.38) 2.50 (0.96)	
TOTAL AFTER TAX NPV @ 8.00%	858,983		372.85%		5.78	
***************************************	**********	**********		**********	***********	*********

PIER 4

Boston, Massachusetts

PROJECT SALE, CASH FLOW AND PERFORMANCE SUPMARIES - PHASE 2

MARINA

7 8 9 10 11 12 13 14 15

OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE SALE

***	***********	**********	**********	***********	**********	*********	*********	**********	********
	(143,671)	0	(0)	0	(0)	0	(0)	0	(903,112)
	273,309	0	0	0	0	0	0	0	0
	144,419	150,196	156,204	162,452	168,950	175,708	182,736	190,046	197,647
	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0
	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(104,079)	(106,079)
									1,993,868
222	167,977	44,117	50,124	56,373	62,871	69,629	76,657	83,966	1,182,324
	167,977 (49,933) 0	44,117 (8,981) 0	50,124 (11,291) 0	56,373 (13,966) 0	62,871 (16,942) 0	69,629 (19,650) 0	76,657 (22,487) 0	83,966 (25,460) 0	1.182,324 (28,576) (418,901)
***	118,045	35,235	38,834	42,407	45,929	49,979	54,170	58,507	734,846
			***********	************	***********			************	************
	167,977 (49,933) 0	(0) 44,117 (8,881) 0 0	50,124 (11,291) 0	(0) 56,373 (13,966) 0	(0) 62,871 (16,942) 0 0	(0) 69,629 (19,650) 0	(0) 76,657 (22,487) 0 0	(0) 83,966 (25,460) 0 0	(0) 91,568 (28,576) 1,090,755 (418,901)
	118,045	35,235	38,834	42,407	45,929	49,979	54,170	58,507	734,846
	711,178	746,413	785,247	827,654	873,582	923,561	977,731	1,036,238	1,771,084
	76.81% 136.14%	74.342 141.592	71.97% 147.25%	69.682 153.142	67.49% 159.27%	65.387 165.647	63.35% 172.26%	61.40Z 179.15Z	59.537 186.327

INTERNAL RATE OF RETURN

59.79% **eeeeeeee**eee

PIER 4 Boston. Massachusetts

Boston, Massachusetts											
8-7-86	TAXABLE IN	COME AND INCO	ME TAXES - PHA	SE 2	N	ARINA					
**************************************	DESIGN	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES					
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0	0 0 0	589,609 (333,905) 0	525,594 (294,754) 0					
TAXABLE INCOME ON SALES	0	0	0	0	255,703	230,840					
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (250)	0 0 (510)	0 0 (8,084)	0 0 (17,603)	58,417 (28,692) (26,980)	112,827 (100,000) (30,530)					
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(250)	(510)	(8,084)	(17,603)	2,745	(17,702)					
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(250) 88 (98) 0 88	(510) 179 (179) 0 266	(8,084) 2,829 (2,829) 0 3,095	(17,603) 6,161 (6,161) 0 9,256	258,449 (90,457) (0) 9,256	213,138 (74,598) (0) 0					
ORDINARY TAXES/BENEFITS	0	0	0	0	(81,201)	(74,598)					
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0					
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(81,201)	(74,598)					
	************	**********				***********					
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		1,993,868 {797,008) (0)									
SAIN ON SALE		1,196,859									
TAX / BENEFIT & 35.00%		(418,901)									

PIER 4 Boston, Massachusetts

8-7-86 8-10-46-4-4-4-4-4-4-4-4-4-4-4-4-4-4-4-4-4-4	***********	***********	SOFT COSTS - PHASE 2				MARINA				
YEAR			DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES			
SOFT COSTS: Envir. Imp. Report Permitting/Licens. Building Permits A/E Fees Design Consultants Development Fee Mtg. Brokerage Fee	30 30 30 30 30 30 30	1.07 4.57 1.07 2.07 1.07	0 0 22,500 5,000 2,251	10,400 14,040 3,120 2,341 8,320	4,867 1,082 7,316	5,062 1,125 13,286	0	0 0 10,400 46,469 10,326 25,195 8,320			
Market Research Fee Legal/Accounting Insurance RE Taxes Marketing/PR Brokerage on Leases	30 30 30 10 5	1.02 1.02 0.52 1.02	2,000 1,250	2,080	2,163 6,142 1,352	2,250 6,643 5,624 1,406	2,340 0 5,849	10,833 12,785 5,624 11,157			
SOFT COSTS BEFORE INTER	REST		33,001	41,601	22,922	35,396	8,189	141,109			

0PERATE OPERATE DPERATE 0PERATE 15 SALE OPERATE 0PERATE OPERATE OPERATE 000 000 000 0 000 0 0 Ö 123,870 0 0 . 0 0 0 0 0 0 144,419 (99,392) (26,232) 150,196 (98,723) (26,097) 156,204 (97,988) (25,956) 162,452 (97,179) (25,371) 168,950 (96,289) (24,256) 175,708 (95,309) (24,256) 182,736 (94,233) (24,256) 197,647 (91,745) (24,256) 190,046 (93,048) (24,256) 18,795 25,374 32,260 39,902 48,406 56,143 64,248 72,742 81,647 39,902 (13,966) (0) 0 142,665 (49,933) 25,376 (8,981) (0) 32,260 (11,291) (0) 48,406 (16,942) (0) 64,248 (22,487) 56,143 (19,650) (0) 81,647 (25,460) (28,576) (0) (0) (0) 0 0 0 0 0 0 0 0 0 0 0 Ō (49,933) (8,881) (11,291) (13,966) (16,942) (19,650) (22,487) (25,460) (28,576) 000 000 0 0 0 000 0 0 000 0 0 0 0 ŏ (49,933) (8,881) (11,291) (13,966) (16,942) (19,450) (22,487) (25,460) (28,576)

PIER 4 Boston, Massachusetts 8-7-96 DEPRECIATION, ANORTIZATION, & BASIS - PHASE 2 MARINA CONSTRUCT STABILIZED DESIGN CONSTRUCT DESIGN LEASE-UP & SALES DEPRECIATION & AMORTIZATION: (9,653) (2,352) (347) Hard Costs Soft Costs Permanent Pt. (19,307) (2,352) (347) (2,105) (5,198) (780) Construc. Per. - 10 Construc. Pt. Selling Costs (22,951) 0 0 (10,219) (18,826) (5,198) (2,186) (250) (510)(3,354) (6,463) (8,084) 100.002 (17,603) 100.002 POTENTIAL DEPREC. & ANORT. (250) (510)(34.534) (51.418)Percent Unsald 100.00% 100.00% 78.13% 59.38% (8,084) ACTUAL DEPREC. & AMORT. (250)(17,603) (26,980) (510) (30,530)ACCUM. DEPREC. & AMORT. Add Back For Sales (8,844) (26,447) (250) (760) (53,426)(78.171)0 5,785 11,434 0 ACTUAL ACCUM. DEPREC. & ANORT. (250) (760) (8,844) (26,447) (47,641) (66,737) 122,955 1,526,425 1333,905) 35,621 1,228,140 (294,754) 33.001 627,409 701.458 Add to Basis 41,601 Beginning Basis Deduct from Basis 33,001 74,602 702,011 1,403,469 ADJUSTED BASIS OF IMPROVEMENTS 33,001 74,602 702,011 1,403,469 1,192,519 933,387 Beginning Land Deduct from Land 0 0 0 0 0 0 0 0 0 0 0 Ω

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ENDING LAND BASIS

PIER 4

Boston, Massachusetts

#27-86 SALE & LEASE ABSORPTION, OPERATING EXPENSE GROWTH - PHASE 2 MARINA STABILIZED DESIGN DESIGN CONSTRUCT CONSTRUCT LEASE-UP & SALES 1,403,830 43.75% 43.75% 1,459,983 81.13% 37.50% GROSS SALES: 1,200,000 1,248,000 1,297,920 1,349,837 Cumulative Sold % New Sales Z New Sales GROSS LEASES, RENTS, OTHER INCOME:
Base leases 0 0 Total Leased % 43.75% 43.75% 81.25% 37.50% New Leased % New Leases Total Leases Ó Ò Lease Commissions 0.00% 0 130,650 135,876 141,311 146,963 152,842 Base rents 129,152 Rents 66,868 Base Other Income 0 0 0 0 0 0 Other Income OPERATING EXPENSES: (18,563) (21,715) (9,121) (22,584) (17.616) Base operating expenses (19,305) (20,077) (20,880) Operating Expenses

PIER 4 Boston, Massachusetts

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7 OPERATE	9 OPERATE	OPERATE	10 OPERATE	OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
(19,307) (2,352) (347) (24,257)								
(6,203)	(5,932)	(5,651)	(4,481)	(2,250)	(2,250)	(2,250)	(2,250)	(2,250)
(52,464) 50.00%	(52,194) 50.002	(51,913) 50.002	(50,743) 50.00%	(48,511) 50.002	(48,511) 50.002	(48,511) 50.002	(48,511) 50.00%	(48,511) 50.002
(26,232)	(26,097)	(25,956)	{25,371}	(24,256)	(24,256)	(24,256)	(24,256)	(24,256)
(92,969) 10,537	(108,529) 0	(134,485)	(159,854) 0	(184,112) 0	(208,368) 0	(232,623) 0	(256,879) 0	(281,135)
(82,432)	(108,529)	(134,485)	(159,856)	(184,112)	(208,368)	(232,623)	(256,879)	(281,135)
13,061 946,448 (149,439)	797,008	797,008 0	797,008 0	797,009 0	797,00B 0	797,008 0	797,008 0	797,008 0
797,008	797,008	797,008	797,008	797,008	797,008	797,008	797,008	797,008
0	0 0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0

PIER 4 Boston, Massachusetts

**********	80550n, Rassachusetts											
**************	************	SALE & LE	ASE ABSORPTION	, OPERATING E	XPENSE GROWTH	- PHASE 2	MAR	ina				
7 Operate	8 OPERATE	OPERATE	10 GPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE				
1,518,383 100.00% 18.75% 284,497	1,579,118 100.007 0.007 0	1,642,283 100.002 0.002 0	100.007 0.007 0	100.007 0.007 0	100.00Z 0.00Z 0	100.002 0.002 0	100.00Z 0.00Z 0	100.002 0.002 0				
100.00X 18.75X 0 0	100.007 0.007 0 0 0	100.00Z 0.00Z 0	100.007 43.752 0 0	100.002 37.502 0 0	100.002 18.752 0 0	0 0.002 0.002 0 0	100.00Z 0.00Z 0 0	100.00% 43.75% 0 0				
165,314 165,314	171,926 171,926	178,804 178,804	185,956 185,956	193,394 193,394	201,130 201,130	209,175 209,175	217,542 217,542	226,244 226,244				
0	0	0	0	0	0	0	0	0				
(23,487) (22,548)	(24,427) (23,450)	(25,404) (24,388)	(26,420) (25,363)	(27,477) (26,378)	(28,576) (27,433)	(29,719) (28,530)	(30,908) (29,672)	(32,144) (30,858)				

PIER 4 Boston. Massachusetts

	1 	10510R, Na558C	RUSELLS			
9-7-86	LOAN	DETERMINATION	- PHASE 2		**************************************	ARINA
YEAR	1 Design	2 Design	CONSTRUCT	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
PERMANENT LOAN DETERMINATION: Net Operating Income Capitalized & 10.00% Loan-to-Value & 80.00%	0 0 0	0 0 0	0 0 0	0 0 0	58,417 584,166 467,332	112,827 1,128,274 902,619
Net Operating Income Plus Linkage and Turning Costs Debt Coverage & 125.00% Loan Potential	0 0 0	0 0 0	0 0 0	0 0 0	58,417 58,417 46,733 440,550	112,827 112,827 90,262 850,891

***********	**********			PIER 4 Boston, Massac	l :husetts !!!!	1444444444		
************			LOAI	OETERMINATION	- PHASE 2		M/ 	RINA
7 OPERATE	9 OPERATE	OPERATE	10 OPERATE	OPERATE	0PERATE	0PERATE	14 OPERATE	15 SALE
144,419 1,444,191 1,155,353	150,194 1,501,958 1,201,567	156,204 1,562,037 1,249,629	162,452 1,624,518 1,299,615	168,950 1,689,499 1,351,599	175,708 1,757,079 1,405,663	182,736 1,827,362 1,461,890	190,048 1,900,457 1,520,365	197,647 1,976,475 1,581,180
144,419 144,419 115,535 1,089,141	150,196 150,196 120,157 1,132,707	156,204 156,204 124,963 1,178,015	162,452 162,452 129,961 1,225,136	168,950 168,950 135,160 1,274,141	175,708 175,708 140,566 1,325,107	182,736 182,736 146,189 1,379,111	190,046 190,046 152,037 1,433,235	197,647 197,647 158,118 1,490,565

\$15553555555555555555555555555555555555	************	Boston, Massi ############# PHASE 2 PERF	achusetts 	************	######################################	**************************************
######################################	DESIGN	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED
COMPOSITION OF AFTER TAX CASH FLOW: Land Contributions Cash Contributions	(4,433,884) (2,565,367)	(0) (3,225,713)	(0) (11,940,457)	(0) (0)	(0) (0)	(0) (0)
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(6,999,251) 0 0 0 0	(3,225,713) 0 0 0 0	(11,940,457) 0 0 0 0	0 0 0 0	21,073,379 (2,936,251) 0 0	17,491,113 (2,913,160) 0
AFTER TAX CASH FLOW	(6,999,251)	(3,225,713)	(11,940,457)	0	18,137,127	14,577,953
CUMULATIVE AFTER TAX CASH FLOW	(6,999,251)	(10,224,964)	(22,165,421)	(22,165,421)	(4,028,294)	10,549,659
COMPOSITION OF AFTER TAX NPV: Land Contributions Cash Contributions	(4,433,884) (15,789,156)		-21.927 -78.081			
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(20,223,040) 36,379,090 (5,770,898) 5,443,631 (1,040,481)		-100.001 179.892 -28.542 26.922 -5.152			
TOTAL AFTER TAX NPV @ 8.00%	14,788,302		73.131			
************************************		**********	**********	**********	************	***********
TAX VALUE OF MIXED USE: After Tax Cash Flow - As A Whole After Tax Cash Flow - Components	(6,999,251) (6,999,251)	(3,225,713) (3,225,713)	(11,940,457) (11,940,457)	0	18,137,127 18,096,538	14,577,953 14,530,333
VALUE OF MIXED USE NPV = 115,321	0	0	0	0	40,590	47,620
***************************************		**********	************	***********		*********
BEFORE TAX CASH FLOW: Condos Hotel Office Retail Garage Marina	(6,198,877) 0 0 (274,773) (492,599) (33,001)	(2,462,188) 0 0 (100,954) (620,970) (41,601)	(7,570,391) 0 0 (1,418,879) (2,765,889) (185,298)	0 0 0 0	18,541,005 0 0 (75,158) 1,869,820 737,711	14,752,117 0 0 (34,637) 2,502,511 271,122
TOTAL BEFORE TAX CASH FLOW	(6,999,251)	(3,225,713)	(11,940,457)	0	21,073,379	17,491,113
TAXABLE INCOME: Condos Hotel Office Retail Garage Marina	(14,796) 0 0 (656) (3,732) (250)	(30,185) 0 0 (1,338) (7,413) (510)	(511,034) 0 0 (11,855) (120,663) (8,084)	(1,107,232) 0 0 (26,982) (262,756) (17,603)	8,688,555 0 0 (75,140) 1,642,714 258,449	6,651,331 0 0 (136,058) 1,594,902 213,138
TOTAL TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(19,434) 6,802 (6,802) 0 6,802	(39,645) 13,876 (13,876) 0 20,678	(651,636) 228,072 (228,072) 0 248,750	(1,414,573) 495,100 (495,100) 0 743,850	10,514,577 (3,680,102) (0) 743,850 0	8,323,314 (2,913,160) (0) 0
ORDINARY TAXES/BENEFITS	0		0	0	(2,936,251)	(2,913,160)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0
INCOME TAXES/BENEFITS FROM OPERATIONS		0	0	0	(2,936,251)	(2,913,160)

PIER 4 Anston, Massachusetts

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PHASE 2 PERFORMANCE TOTAL										
7 OPERATE	8 OPERATE	OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	**************************************	************* 15 SALE		
(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)		
8,540,347 (1,441,960) 0	763,079 (89,759) 0	828,703 (116,601) 0	. 855,096 (157,039) 0	959,058 (201,690) 0 0	1,075,333 {235,515} 0	1,183,321 {266,531) 0 0	1,263,163 (299,036) 0	0 1,301,096 (344,189) 15,988,999 (3,056,094)		
7,098,387	673,321	712,102	698,057	757,368	839,818	916,790	964,126	13,889,812		
17,648,046	18,321,367	19,033,469	19,731,526	20,488,894	21,328,712	22,245,503	23,209,629	37,099,441		

INTERNAL RATE OF RETURN

************	***********	***********	**********	***********	***********	***********	***********	**********
7,098,387 7,070,217	673,321 645,889	712,102 685,466	698,057 682,186	757,368 752,306	839,818 839,687	916,790 917, 4 39	964,126 965,632	13,889,812 13,903,331
28,170	27,432	26,636	15,871	5,062	132	(648)	(1,505)	(13,519)
6,594,375 0 0 51,042 1,526,953 167,977	0 0 0 78,813 640,150 44,117	0 0 0 78,878 699,701 50,124	0 0 0 37,089 761,634 56,373	0 0 0 70,142 826,045 62,871	0 0 0 112,672 893,032 69,629	0 0 0 143,765 962,699 76,657	0 0 0 144,044 1,035,152 83,966	0 0 0 0 2,458,387 13,649,384 1,182,324
8,540,347	763,079	828,703	855,096	959,058	1,075,333	1,183,321	1,263,163	17,290,095
2,854,911 0 0 (80,487) 1,202,798 142,665	0 0 0 (78,378) 309,455 25,376	0 0 0 (76,104) 376,990 32,260	0 0 0 (45,346) 454,128 39,902	0 0 0 (14,462) 542,313 48,406	0 0 0 (377) 617,133 56,143	0 0 0 1,853 695,416 64,248	0 0 0 4,301 777,346 72,742	0 0 0 38,626 863,123 81,647
4,119,886	256,453	333,146	448,684	576,258	672,899	761,516	854,389	983,396

8-7-96 222354354458888888888	**************	PHASE 2 PERI	************		*************	BTAL
EAR SALE PROCEEDS: Condos Hotel Office Retail Garage Marina	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZE
TOTAL SALE PROCEEDS	0	0	0	0	0	(
GAIN ON SALE: Condos Hotel Office Retail Garage Marina						
TOTAL GAIN ON SALE	0	0	0	0	0	0
AX / BENEFIT @ 35.00%	0	0	0	0	0	(
Before Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(6,999,251) 0 0 0	(3,225,713) 0 0 0	(11,940,457) 0 0 0	0 0 0	21,073,379 (2,936,251) 0 0	17,491,113 (2,913,160
AFTER TAX CASH FLOW	(6,999,251)	(3,225,713)	(11,940,457)	0	18,137,127	14,577,953
Land Equity Available Land Equity Contributed	4,433,884 4,433,884	0	0	0	0	0
ASH CONTRIBUTION REQUIRED	2,565,367	3,225,713	11,940,457	0	0	O
FTER TAX CASH FLOW BY COMPONENT: Condos Hotel Office Retail Garage Marina	(6,198,877) 0 0 (274,773) (492,599) (33,001)	(2,462,188) 0 0 (100,954) (620,970) (41,601)	(7,570,391) 0 0 (1,418,879) (2,765,889) (185,298)	0 0 0 0 0	16,082,148 0 0 (75,158) 1,433,037 656,510	12,424,151 0 (34,637 1,944,298 196,523
TOTAL AFTER TAX BY COMPONENT	(6,999,251)	(3.225.713)	(11,940,457)	0	18,096,539	14,530,333

SAL	OPERATE	0PERATE	12 OPERATE	0PERATE	10 OPERATE	OPERATE	8 OPERATE	7 OPERATE
2,359,38		,						
12,538,88								
15,988,99	0	0	0	0	0	0	0	0
43,678,20		******				*********		
73,070,20								
(332,23								
7,867,07 1,196,85								
8,731,6	0	0	0	0	0	0	0	0
(3,056,09	0	0	0	0	0	0	0	0
17,290,09 (344,18	1,263,163 (299,036)	1,183,321 (266,531)	1,075,333	959,058	855,096	828,703	763,079	8,540,347
15,989,99	0	(266,331)	(235,515)	(201,690)	(157,039)	(116,601)	(89,759) 0	(1,441,760)
(3,056,09	964,126	916,790	839,818	0 757,368	0 698,057	712 (07	0 673,321	7,098,387
29,878,8	707,120	710,770	037,010	/3/,300	070,037	712,102	9/3/321	7,078,387
	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	5,695,156
0.534 /	0		0	70.140	0	0	Ŏ	0
2,574,66 10,593,8	144,044 763,081	143,965 719,303	112,672 677,036	70,142 636,235	37,089 602,690	78,978 567,754	78,813 531,840	51,042 1,205,974
734,8	58,507	54,170	49,979	45,929	42,407	38,834	35,235	118,045
13,903,3	965,632	917,439	839,687	752,306	682,186	685,466	645,888	7,070,217

PIER 4 Boston. Massachusetts

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8-7-65	*********	************	DEVELOP:	ENT ASSUMPTIONS - PHASE 3	************************	*******************************	19977
SITE: Total Pier 4 Restaurant Remainder Built Open Total buildout Floor Area Ratio	ACRES 8.9 0.9 8.0 3.8 5.0	SQ. FEET 385,994 39,204 346,790 166,230 219,764 1,549,812	PERCENT 100.0% 10.2% 89.8% 43.1% 56.9%	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.002 1.002 30 10.002 1.002	AFFORDABLE HOUSING Linkage Fee 6. Linkage Ex. Inclus. Hous. 0. ALLOCATION OF FOUNDATION 1 NONGARAGE USES 25.	.00 0 .007 TD
TAXATION: Ordinary Rate Capital Bains Deprec, Life (Bldg, ITC on Hotel FF&E	. & FF&E)	35.007 35.007 30 0.007	5 (2 85.00%)	DISCOUNT RATE FOR NPV EQUITY	8.00% 20.00%	RETURN ASSUMED ON UNINVEST	.00Z
Losses Disallowed Loss Carryforward		100.00Z 100.00Z		PHASE 1 AS PERCENT OF TOTAL BUILDOUT	27.43%	PHASE 1 COSTS UNESCALATED 93,256,9	799

PIER 4 Roston, Hassachusetts

4444444444444444444444444444		Boston, Mass	achusetts					
9-7-86	DEV	ELOPMENT ASSUMP	TIONS - PH	*********** ASE 3	;77777777777 .04444444444	!# ? #########!	::::::::::::::::::::::::::::::::::::::	**********
PROGRAM:	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
Land 2.18 acres Above ground Below ground Water	452,464 181,760	121,000	0	322,440	9,024	181,760	Λ	95,108 0
Efficiency Factors Rentable/Salable	378,401	98,010 98,010	1007	85% 274,074	702! 6,317	100.00% 181,750	100.007	
UNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 0 0 1 450	100	0		!	450	0	; ; ;
CONSTRUCTION PERIOD (MONTHS)	30 1	30		30	30	30	30	30 :
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.007 4.007 4.007		4.00Z 4.00Z 4.00Z 4.00Z	4.007 4.007 4.007 4.007	4.002 4.002 4.002 4.002 4.002	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	:
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.00Z 80.00Z 10.00Z 3.00Z		110.002 80.002 10.002 3.002	110.002; 80.002; 10.002; 3.002;	125.001 80.002 10.001 3.002	125.00Z 80.00Z 10.00Z 3.00Z	

Boston. Massachusetts	
	/ * * * * * * * * * * * * * * * * * * *
8-7-96 DEVELOPMENT ASSUMPTIONS - PHASE 3	

	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT		122.50		108.50	108.50	61.75		
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.					!			2,000,000
BUILDING COSTS PER UNIT: Land per acre Condominium per unit Hotel bay - FF&E Hotel room - hard Hotel room - FF&E Parking per car Marina per slip		148,225				24,942		2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail % rent 5.00%		356.25		35.00	20.00 200.00 200.00			
REVENUES PER UNIT: Unit sales 780 ssf Monthly rent Daily rent Hotel daily other 38.44%		349,161				35,000.00 275.00 10.50		
SALE, LEASE, RENT TERMS: Presale Absorption Prelease Absorption		25.007 18 0.007 18		0.002 18 25.002 18	0.007: 18 : 25.007: 18 :	18		·
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly Rent - daily Total		100.001		100.002	100.002	50.002 25.002 25.001 100.002		
COMMISSION: Sales Leases		3.007		5.001	5.001	4.007		
VACANCY	1			10.002	10.00%			
TURNOVER: Turnover – stay Turnover – leave				75.001 25.001	50.00% 50.00%			
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave				8.00 1.002 2.00 7.00	10.00 1.002 2.00 7.00	2.00 1.002		

Total Project Costs

Boston. Massachusetts 8-7-85 PROJECT COSTS - UNESCALATED - PHASE 3 TOTAL CONDO HOTEL OFFICE RETAIL MISE. GROSS SQUARE FEET NET RENTABLE/SALABLE SF 452,464 121,000 322,440 9,024 0 181,760 0 0 378,401 99,010 ٥ 274,074 6,317 LAND COSTS 4,366,749 1,167,776 0 3,111,882 87,091 HARD COSTS: 62,010,024 14,822,500 Component specific 0 34,984,740 979,104 11,223,680 0 0 Hotel FF&E 5 25% Foundation Ð 750,372 1,999,586 55,962 (2,805,920) Garage service area (0) (0) Breakwater Site & Utilities 0 2,000,000 534,849 0 1,425,263 39,888 HARD COST SUBTOTAL 16,107,721 805,386 8,417,760 420,888 30 30 5.0% 64,010,024 3,200,501 0 38,409,589 1,074,954 0 0 Contingency 0 1,920,479 53,748 Õ Ŏ TOTAL HARD COSTS 67,210,525 16,913,107 0 40,330,068 1,128,702 8,838,648 0 0 SOFT COSTS: Envir. Imp. Report Permitting/Licens. Building Permits 30 0 0 0 0 ŏ 0 O ٨ Λ 000 10,750 48,373 10,750 21,499 30 1.0% 30 4.5% 30 1.0% 2,880,451 640,100 161,077 724,847 161,077 322,154 384,096 84,179 A/E Fees 1,728,432 384,096 0 378,799 Design Consultants 0 84,178 0 30 2.07 30 1.07 30 1,280,200 512,080 Development Fee 768,192 168,355 Mtg. Brokerage Fee Market Research Fe Legal/Accounting 128,862 0 307,277 ŏ 0 0 0 640,100 1,988,784 640,100 320,050 30 1.0% 161,077 384,096 10,750 84,178 54,144 10,750 5,375 10,750 1,934,640 384,096 192,048 Linkage Ŏ Insurance 161,077 0 84,178 0 10 0.57 5 1.07 5 42,089 84,178 RE Taxes 0 Marketing/PR 640,100 2,429,732 161,077 384,096 Brokeragé on Lease 2,398,148 31,584 12,611,799 638,579 7,982,232 447,115 Soft Cost SUBTOTAL 1,077,473 79,329 2,061,788 151,799 1,897,490 9,249,215 396,634 4,957,928 0 223,322 0 Construc. Loan Pt. 1.0% 10,816 135,202 10,816 0 0 Constr. Int. Permanent Loan Pt. 991,612 0 1.0% 396,634 ŏ 39,664 TOTAL SOFT COSTS 21,679,724 4,111,077 0 15,000,412 380,157 2,188,079 0 COSTS Before INCLUSIONARY HOUSING: LAND COSTS HARD COSTS 4,366,749 67,210,525 21,679,724 1,167,776 87,091 1,128,702 3,111,882 0 0 40,330,068 0 15,000,412 8,838,648 SOFT COSTS 4,111,077 380, 157 2,188,079 ٥ TOTAL PROJECT COSTS 93,256,999 22,191,960 0 58,442,362 1,595,949 11,026,727 0 COSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS 4,366,749 67,210,525 21,679,724 1,167,776 16,913,107 4,111,077 0 3,111,882 0 40,330,068 0 15,000,412 87,091 1,128,702 380,157 0 8,838,648 0 2,188,079 TOTAL PROJECT COSTS 93,256,999 22,191,960 0 58,442,362 1,595,949 0 11,026,727 PERCENT OF USE: Land Costs Hard Costs 5.46% 70.72% 4.682 5.26% 0.00% 5.32% 0.00% 0.00% 72.07% 23.25% 76.21% 18.53% 0.00% 69.01% 0.002 Soft Costs 0.00% 25. 672 23.82% 19.84% 0.00% Total Project Costs 100.00% 100.00% 0.00% 100.002 100.00% 100.002 0.00% PERCENT OF PROJECT BY COST: Land Costs 100.002 26.74% 25.16% 0.00Z 0.00Z 71.26Z 60.01Z 1.997 0.00% 100.002 1.68% 13.15% 0.002 Soft Costs 100.00% 18.96% 0.002 69.19%

100.00%

23.80%

0.007

62.672

1.71%

10.09%

11.82%

0.007

0.002

PIER 4 Boston. Massachusetts

83878888888888888888888888888888888888	8############## IZED YEAR INCO	Boston, Mas Haddadadadada IME & EXPENSE P	**********	UNESCALATE!) - PHASE 3	************	 	
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	452,464 378,401	121,000 98,010	0	322,440 274,074	9,024 6,317	181,760 181,760	0 0	0
GROSS SALES Less Basis Less Commissions	34,916,063 (27,705,324) (1,362,482)	34,916,063 (22,191,960) (1,047,482)				7,875,000 (5,513,363) (315,000)	0 0 0	
Gain on Sale TAX on Sale 35.0%	13,723,257 (4,803,140)	11,676,620 {4,086,817}				2,046,637 (716,323)	0 0	
NET SALES PROCEEDS	36,625,441	29,781,764				6,843,677	0	
GROSS REVENUE: Base leases 5 Base rents Other income	9,718,926 802,406 63,168		0	9,592,590	126,336 63,168	802,406	0	
TOTAL GROSS REVENUES Less Vacancy	10,584,500 (978,209)		0	9,592,590 (959,259)	189,504 (18,950)	802,406	0	
NET REVENUES	9,606,291		0	8,633,331	170,554	802,406	0	
OPERATING EXPENSES: Base operating expenses Replacement reserve	(2,211,944) (96,063)		0 (1,973,333) (86,333)	(56,851) (1,706)	(181,760) (8,024)	0	
TOTAL OPERATING EXPENSES	(2,308,007)		0 {	2,059,666)	(58,557)	(189,784)	0	
NET OPERATING INCOME	7,298,284	120223422222		6,573,665 =======	111,997	612,622	0	
GROSS MARGIN ON SALES BEFORE TAX RETURN ON ASSETS BY USE OVERALL ROA WITH AFTER TAX SALES SUBSIDY	49.532 11.132 24.742	52.62%	0.002	11.251	7.02%	37.122 11.112	0.007 0.001	
######################################	14444444444444444444444444444444444444	ICCOMPANY OF THE PROPERTY OF T	######################################	######################################	0499944444 TED - PHASE	**************************************		 444444444 444444444
•	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SOUARE FEET NET RENTABLE/SALABLE SF	452,464 378,401	121,000 98,010	0	322,440 274,074	9,024 6,317	181,760 181,760	0	0
Hard Costs (Component Specific)		151.23	0.00	127.65	155.00	61.75	0.00	
Land Costs Hard Costs (Total) Soft Costs	11.54 177.62 57.29	11.91 172.57 41.95	0.00 0.00 0.00	11.35 147.15 54.73	13.79 178.68 60.18	0.00 48.63 12.04	0.00 0.00 0.00	
TOTAL DEVELOPMENT COSTS	246.45	226.43	0.00	213.24	252.65	60.67	0.00	
Gross Sales Less Basis, Commissions, Taxes		356.25 (278.81)				86.65 (72.01)	0.00 0.00	
AFTER TAX GAIN ON SALES	***************************************	77.44				14.64	0.00	
Gross Revenues Less Vacancy		0.00 0.00	0.00 0.00	35.00 (3.50)	30.00 (3.00)	8.83 0.00	0.00 0.00	
Net Revenues Operating Expenses (Before deducting Linkage or Turns)		0.00 0.00	0.00 0.00	31.50 (7.52)	27.00 (9.27)	8.83 (2.09)	0.00 0.00	
NET OPERATING INCOME	***********	0.90	0.00	23.99	17.73	6.74	0.00	

######################################	CASI	Boston, Massa	chusetts ##################################		************	**************************************
**************************************	1 Design	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED
EQUITY AVAILABLE @ 20.00% EQUITY INVESTED	4,467,841 1,707,126	2,760,715 678,188	2,082,526 2,082,526	0	0	& SALES
=======================================	estarrossezzetes.	.22222222			=======================================	
BUILDING COSTS: Land Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(1,167,776) (539,350)	(678,188)	(7,317,287) (292,707) (178,714)	(7,609,978) (505,942)	(3,957,189) (270,787)	
BUILDING COSTS BEFORE INTEREST	(1,707,126)	(678,188)	(7,788,708)	(8,115,920)	(4,227,975)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales Retirements - Takeout Balance	0	0	(285,309) (5,991,490)	(1,004,945) (9,120,865)	(1,722,634) (5,950,610) 10,531,483 0	(1,053,148) (1,053,148) 11,584,631
PERMANENT MORTGAGE:	v	U	(5,991,490)	(15,112,356)	(10,531,483)	0
Payment Introducts Interest Amortization Balance					(0)	0 0 0
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(1,707,126) (0) 0	(678,188) (0) 0	(8,074,017) 5,991,490 0	(9,120,865) 9,120,865 0	(5,950,610) (4,580,873) 0	(1,053,148) (10,531,483) 0
COST & DEBT FLOWS	(1,707,126)	(678,188)	(2,082,526)	0	(10,531,483)	(11,584,631)
GROSS SALES Less Commissions					20,423,427 (612,703)	21,240,364 (637,211)
PRETAX SALES PROCEEDS					19,810,724	20,603,153
GROSS REVENUES: Leases Rents Other income		= F3+# ##C=E=+=:		*************	0 0 0	0 0 0
TOTAL GROSS REVENUES Less Vacancy				*	0	0
NET REVENUES				*	0	0
OPERATING EXPENSES: Operating Expenses Replacement Reserve					0	0
TOTAL OPERATING EXPENSES					0	0
NET OPERATING INCOME					0	0

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8-7-86	PROJECT SALE, CAS			IES - PHASE 3		DNDDs
YEAR .	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT 4	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00' Less Commission @ 3.00'		0				w unces
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		0 0 (0)				
AFTER TAX SALES PROCEEDS		(0)				
************************	+++++++++++++++++++++	***********	***********		************	***********
COST & DEBT FLOWS (Exc. Perm. Am	mort.) (1,707,126)	(678,188)	(2,082,526)	0	(10,531,483)	(11,594,631)
PRETAX SALES PROCEEDS	0	0	0	0	19,810,724	20,603,153
NET OPERATING INCOME (Before Li		0	0	0	0	0
Ur Turnin LINKAGE	ng Costs)				0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DERT SERVICE					0	0
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(1,707,126)	•	(2,082,526)	0	9,279,242	9,018,523
Before Tax Cash Flow Income Tax./Ben. From Operatio Income Tax./Ben. From Project	(1,707,126) ons	(678,188) 0 0	(2,082,526) 0 0	0 0 0	9,279,242 (2,059,502) 0	9,018,523 (2,170,250) 0
AFTER TAX CASH FLOW	(1,707,126)	(678,188)	(2,082,526)	0	7,219,740	6,848,273
**********************	******************	***********		***********		
COMPOSITION OF AFTER TAX CASH FL Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(1,707,126)	(678,188) 0 0 0	(2,082,526) (0) 0 0 0	(0) 0 0 0	9,279,242 (2,059,502) 0	9,018,523 (2,170,250) 0
AFTER TAX CASH FLOW	(1,707,126)	(678,198)	(2,082,526)	0	7,219,740	6,848,273
CUMULATIVE AFTER TAX CASH FLOW	(1,707,126)	(2,385,315)	(4,467,841)	(4,467,841)	2,751,899	9,600,172
Breakeven Debt Coverage Ratio		,,	,,	.,,,,	2,700,1077	0.00Z 0.00Z
COMPOSITOM OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operation Cash Flow On Sale Taxes / Benefits From Sale	(4,120,509) 12,958,375 (2,990,831) 0 (0)		PV Components A Of Investment -100.00% 314.48% -72.58% 0.00% .00%		V Components Per table/Salable SI (42.04) 132.21 (30.52) 0.00 (.00)	:
TOTAL AFTER TAX NPV 8 8.00%	5,847,034		141.90%		59.66	
***************************************		************	***********	***********		*******

PIER 4 Boston, Massach

	Boston, Massachusetts										
*******	************						*************				
		PROJE	CT SALE. CASH	FLOW AND PERFO	RMANCE SUMMARI	ES - PHASE 3		CONDOs			
*********	*************	************	**********	************	**********	***********	***********				
	7	8 9	1	0 11	12	13	14	15			
DPER	ATE OPERA	TE OPERATE	. DPFRAT	F OPERATE	OPERATE	OPERATE	OPERATE	SALE			

************	*******	***********	***********	***********		***********	**********	*******
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
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0	0	0	0	0	0	0	0	(0)
0	0	0	0	0	0	0	0	{0}
***********	************	***********	**********	**********		************	************	**********
(0)	(0)	(0) 0	(0) 0	(0)	(0) 0	(0)	(0)	(0)
0 0	0	0	0	0	0 0	0	0	(0) 0 0
0	0	0	0	0	0	0	0	0 (0)
0	0	0	0	0	0	0	0	(0)
9,600,172	9,600,172	9,600,172	9,600,172	9,600,172	9,600,172	9,600,172	9,600,172	9,600,172
0.007	0.00Z 0.00Z	0.00Z 0.00Z	0.001	0.007 0.007	0.00Z 0.00Z	0.00Z 0.00Z	0.007	0.00Z 0.00Z

INTERNAL RATE OF RETURN

38.77% **0000000000**

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8-7-86	TAXABLE IN	COME AND INCO	INE TAXES - PHA	/SE 3	3 3	ONDOs
YEAR	DESIGN	DESIGN	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0 0 0	0 0 0	19,810,724 (12,765,403) (583,888)	20,603,153 (13,818,551) (583,888)
TAXABLE INCOME ON SALES	0	0	0	0	6,461,433	6,200,714
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (4,027)	0 0 (8,215)	0 0 (112,587)	0 0 (244,790)	0 0 (207,523)	0 0 0
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(4,027)	(8,215)	(112,587)	(244,790)	(207,523)	0
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(4,027) 1,409 (1,409) 0 1,409	(8,215) 2,875 (2,875) 0 4,285	(112,587) 39,405 (39,405) 0 43,690	(244,790) 85,676 (85,676) 0 129,366	6,253,910 (2,188,868) (0) 129,366	5,200,714 (2,170,250) (0) 0
ORDINARY TAXES/BENEFITS	0	0	0	0	(2,059,502)	(2,170,250)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(2,059,502)	(2,170,250)
		:========	===========	************		=======================================
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		0 0 (0)				
GAIN ON SALE		0				
TAX / BENEFIT @ 35.00%		(0)				

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*****************			*********	SOFT COSTS -	PHASE 3	************] !***********	0NDOs ####################################
YEAR			DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	S LEASE-UP	STABILIZED & SALES
SOFT COSTS:								
Envir. Imp. Report	30		0					0
Permitting/Licens.	30		0					Ŏ
Building Permits	30	1.02		167,520				167,520
A/E Fees	30	4.5%	362,424	226,152	78,400	81,535		748,511
Design Consultants	30	1.0%	80,539 44,038	50,256	17,422	18,119		166,336
Development Fee	30 30	2.0%	44,038	45,799	61,120	171.204	92,587	414,748
Mtg. Brokerage Fee	30	1.02	•	134,016	•	•		134,016
Market Research Fee	30		0	•				, 0
Legal/Accounting	30	1.07	32,215	33,504	34,844	36,238	37,688	174,489
Insurance	30	1.0%	•	•	79,144	85,602	46,294	211,039
RE Taxes	10	0.5%			,	90,595	,	90,595
Marketing/PR	5	1.02	20,135	20,940	21,778	22,649	94,219	179,720
Brokerage on Leases	5		,		,	•	,	0
SOFT COSTS BEFORE INTER	REST		539,350	678,188	292,707	505,942	270,787	2,286,974

PIER 4 Boston, Massachusetts

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7 OPERATE	9 OPERATE	9 Operate	10 OPERATE	0PERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0
0	0	0	0	0	0	0	0	0
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0
0	0	0	0	0	0	0	0	0
0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0	0 0 (0) 0
0	0	0	0	0	0	0	0	0
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
0	0	0	0	0	0	0	0	0

PIER 4 Boston. Massachusette

***************************************		Boston, Massa	chusetts			
8-7-86	DEPRECIATION	, ANORTIZATION	, & BASIS - PH	ASE 3	••••••••••••••••••••••••••••••••••••••	ONDOs
######################################	 	######################################	**************************************	*************	######################################	44444444444444444444444444444444444444
	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt.		0	(28,531) (71,485)	(138,085)	0 0 (5,957) (310,348)	0 0 (5,957) (424,723)
Selling Casts	(4,027)	(8,215)	(12,570)	(71,485) (35,219)	(44,678) (54,063)	(104,099)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(4,027) 100.002	(8,215) 100.00%	(112,587) 100.00%	(244,790) 100.00%	(415,047) 50.00%	(534,779) 0.00%
ACTUAL DEPREC. & AMORT.	(4,027)	(8,215)	(112,587)	(244,790)	(207,523)	0
ACCUM. DEPREC. & AMORT. Add Back For Sales	(4,027) 0	(12,242) 0	(124,829) 0	(369,618) 0	(577,142) 184,809	(392,333) 392,333
ACTUAL ACCUM. DEPREC. & AMORT.	(4,027)	(12,242)	(124,829)	(369,619)	(392,333)	0
Add to Basis Beginning Basis Deduct from Basis	1,707,128 1,707,126 0	678,188 2,385,315 0	8,074,017 10,459,331 0	9,120,865 19,580,196 0	5,950,610 25,530,806 (12,765,403)	1,053,148 13,818,551 (13,818,551)
ADJUSTED BASIS OF IMPROVEMENTS	1,707,126	2,385,315	10,459,331	19,580,196	12,765,403	0
Beginning Land Deduct from Land	1,167,776	1,167,776 0	1,167,776	1,167,776 0	1,167,776 (583,888)	583,888 (583,888)
ENDING LAND BASIS	1,167,776	1,167,776	1,167,776	1,167,776	583,888	0

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8-7-85	SALE & LEASE ABSOR	RPTION, OPERATI	NG EXPENSE GRO	NTH - PHASE 3	::::::::::::::::::::::::::::::::::::::	######################################
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
GROSS SALES: Cumulative Sold Z New Sales Z New Sales	34,916,063	36,312,705	37,765,213	39,275,822	40,846,855 50.00% 50.00% 20,423,427	42,480,729 100.007 50.007 21,240,364
GROSS LEASES, RENTS, OTHER INCOM Base leases Total Leased % New Leased % New Leases Total Leases Lease Commissions 0.00%	E: 0	0	0	0	33.33Z 33.33Z 0	109.007 66.677 0
Base rents Rents	Û	0	0	0	0	0
Base Other Income Other Income	0	Ô	0	0	0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	0	0	0	0	0	0

PIER 4 Boston. Massachusetts

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7 OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	DPERATE	DPERATE	OPERATE	15 SALE
0 0 (5,957) (424,723)	0 0 (5,957) (424,723)	0 0 (5,957) (424,723)	0 0 (5,957) (424,723)	0 0 (5,957) (424,723)	0 0 (5,957) (424,723)	0 0 (5,957) (424,723)	0 0 (5,957) (424,723)	0 0 (5,957) (424,723)
(99,911)	(95,555)	(91,026)	(72,192)	(36,238)	(36,238)	(36,238)	(36,238)	(36,238)
(530,591) 0.00%	(526,235) 0.002	(521,706) 0.00%	(502,862) 0.00%	(466,918) 0.002	(466,918) 0.00Z	(466,918) 0.002	(466,918) 0.00Z	(466,918) 0.002
0	0	0	0	0	. 0	0	0	0
0	0 0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(0) (0) 0	(0) (0) 0	(0) (0) 0	(0) (0) 0	(0) (0) 0	(0) (0) 0	(0) (0) 0	(0) (0) 0	(0) (0) 0
(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
0 0	. 0	0	0	0	0 0	0	0	0
· ·	•	•	J	,				

				PIER 4 Boston, Massach	usetts			
*************	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	SALE & LI	EASE ABSORPTION	N. OPERATING EX	(PENSE GROWTH -	4000000000000 - Phase 3 40000000000000	CON	00s
7 OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	15 SALE
44,179,958 100.002 0.002	45,947,156 100.002 0.002 0	47,785,042 100.002 0.002 0	100.002 0.002 0	100.00Z 0.00Z 0	100.007 0.001 0	100.007 0.007 0	100.002 0.002 0	100.002 0.002 0
100.002 0.002 0 0	100.00Z 0.00Z 0 0	0.007 0.007 0 0	100.002 33.332 0	100.002 66.672 0 0	100.00Z 0.00Z 0 0	100.00Z 0.00Z 0 0 0	0.002 0.002 0.002 0	100.007 33.332 0
0	0	0	0	0	0	0	0 0	0
0	0	0	0	0	0	0	0	0
0	0 0	0	0 0	0	0 0	0 0	0	0

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8-7-96	LO:	AN DETERMINATIO	ON - PHASE 3	**************	***************	CONDOS
YEAR	DESIGN	DESIGN 2	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PERMANENT LOAN DETERMINATION:						a succi
Net Operating Income Capitalized 6 10.007	0	0	0	0	0	. 0
Loan-to-Value @ 80.00%	ő	ŏ	Ŏ	0	0	ŏ
Net Operating Income Plus Linkage and Turning Costs Debt Coverage & 110.00%	0	0	0	0	0	0
Loan Potential	ŏ	0	0	0	0	0

PIER 4

Boston, Massachusetts

LOAN DETERMINATION - PHASE 3

CONDOS OPERATE 10 OPERATE OPERATE OPERATE 15 SALE OPERATE OPERATE 0PERATE OPERATE 0 0 000 0 000 0 0000 0000

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**************************************	######################################	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED
EQUITY AVAILABLE @ 20.00Z EQUITY INVESTED	10,719,222 4,397,987	6,321,235 1,617,171	4,704,064 4,704,064	0	0	& SALES
BUILDING COSTS:	****************		:x;:::::::::::::::::::::::::::::::::::	***********		***************
Land Hard Costs Soft Costs Refore Financing Mortgage Points (Approx.)	(3,111,882) (1,286,105)	(1,617,171)	(17,448,401) (697,974) (857,538)	(18,146,337) (1,206,441)	(9,436,095) (645,703)	
BUILDING COSTS BEFORE INTEREST	(4,397,987)	(1,617,171)	(19,003,912)	(19,352,778)	(10,081,799)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	(714,992) (15,014,840)	(2,469,123) (21,821,901)	(4,187,764) (14,269,563) 0	0 0 (0)
Retirements - Takeout Balance	0	0	(15,014,840)	(36,836,741)	51,106,304	(0)
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(51,000,000)	(5,410,042) (5,100,000) (310,042) (50,689,958)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(4,397,987) (0) 0	(1,617,171) (0) 0	(19,718,905) 15,014,840 0	(21,821,901) 21,821,901 0	(14,269,563) (36,836,741) 51,000,000	(310,042)
COST & DEBT FLOWS	(4,397,987)	(1,617,171)	(4,704,064)	0	(106,304)	(310,042)
GROSS SALES Less Commissions					0 0	0
PRETAX SALES PROCEEDS					0	0
GROSS REVENUES: Leases Rents Other income		*************	***********		5,610,987 0 0	11,446,413
TOTAL GROSS REVENUES Less VACANCY				****	5,610,987 (561,099)	11,446,413 (1,144,641)
NET REVENUES					5,049,888	10,301,772
DPERATING EXPENSES: Operating Expenses Replacement Reserve					(1,154,260) 50,499	(2,400,861) 103,018
TOTAL OPERATING EXPENSES					(1,103,761)	(2,297,843)
NET OPERATING INCOME					3,946,127	8,003,928

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######################################	OPERATE	OPERATE	10 OPERATE	######################################	DPERATE	13 OPERATE	OPERATE	15 SALE
				***************************************			*************	
(0)	(0)		(0)			(0)	(0)	(0)
(0) 0 0 (0)	(0)	(0) 0 0 (0)	(0) 0 0 (0)	(0) 0 0 (0)	(0) 0 0 (0)	(0) 0 0 (0)	(0) 0 (0)	(0) 0 0 (0)
(5,410,042) (5,068,996) (341,046) (50,348,913)	(5,410,042) (5,034,891) (375,150) (49,973,762)	(5,410,042) (4,997,376) (412,665) (49,561,097)	(5,410,042) (4,956,110) (453,932) (49,107,165)	(5,410,042) (4,910,716) (499,325) (48,607,839)	(5,410,042) (4,860,784) (549,258) (48,058,582)	(5,410,042) (4,805,858) (604,183) (47,154,398)	(5,410,042) (4,745,440) (664,602) (46,789,796)	(5,410,042) (4,678,980) (731,062) (46,058,734)
(0) 0 (341,046)	(0) 0 (375,150)	(0) 0 (412,665)	(0) 0 (453,932)	(0) 0 (499,325)	(0) 0 (549,258)	(0) 0 (604,183)	(0) 0 (664,602)	(0) 0 (46,789,796)
(341,046)	(375,150)	(412,665)	(453,932)	(499,325)	(549,258)	(604,183)	(664,602)	(46,789,796)
0	0	0	0	9 0	0	0	0	0
0	0	0	0	0	0	0	0	0
11,446,413 0 0	11,446,413 0 0	11,446,413 0 0	12,462,050 0 0	13,926,312 0 0	13,926,312 0 0	13,926,312 0 0	13,926,312 0 0	15,405,319 0 0
11,446,413 (1,144,641)	11,446,413 (1,144,641)	11,446,413 (1,144,641)	12,662,050 (1,266,205)	13,926,312 (1,392,631)	13,926,312 (1,392,631)	13,926,312 (1,392,631)	13,926,312 (1,392,631)	15,405,319 (1,540,532)
10,301,772	10,301,772	10,301,772	11,395,845	12,533,680	12,533,680	12,533,680	12,533,680	13,864,787
(2,496,896) 103,018	(2,596,771) 103,018	(2,700,642) 103,018	(2,808,668) 113,958	(2,921,015) 125,337	(3,037,855) 125,337	(3,159,369) 125,337	(3,285,744) 125,337	(3,417,174) 138,648

(2,694,709)

(2,597,624)

(2,493,754)

(2,393,878)

(2,795,678)

(2,912,518)

(3,034,033)

(3,160,407)

(3,278,526)

		PIER Boston, Mass				
######################################	JECT SALE, CASH	***********	************	######################################	######################################	######################################
**************************************	**********	 ###################################	***************************************	######################################	**************************************	**********
· Com	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		118,477,692 (3,554,331)				d Jacks
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		114,923,361 (46,058,734) (13,768,829)				
AFTER TAX SALES PROCEEDS		55,095,797				
*******************************	**********	***********		************	************	*********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(4,397,987)	(1,617,171)	(4,704,064)	0	(105,304)	0
PRETAX SALES PROCEEDS	0	0	0	0	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	3,946,127	8,003,928
Or Turning Costs)					(161,220)	(161,220)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(1,402,747) (445,370)	(1,458,857) (445,370)
DEBT SERVICE					,	(5,410,042)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(4,397,987)	(1,617,171)	(4,704,064)	0	1,830,486	528,440
		=======================================	***********	************	=======================================	
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(4,397,987) 0 0	(1,617,171) 0 0	(4,704,064) 0 0	0 0 0	1,830,486 0 0	528,440 0 0
AFTER TAX CASH FLOW	(4,397,987)	(1,617,171)	(4,704,064)	0	1,830,486	528,440
***************************************	**********	**********				*********
COMPOSITION OF AFTER TAX CASH FLOM: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(4,397,987) 0 0 0 0	(1,617,171) 0 0 0 0	(4,704,064) 0 0 0 0	(0) 0 0 0	1,830,484 0 0 0	528,440 0 0 0
AFTER TAX CASH FLOW	(4,397,987)	(1,617,171)	(4,704,064)	0	1,830,486	528,440
CUMULATIVE AFTER TAX CASH FLOW	(4,397,987)	(6,015,157)	(10,719,222)	(10,719,222)	(8,889,736)	(8,360,296)
Breakeven Debt Coverage Ratio						85.38% 109.77%
COMPOSITON OF AFTER TAX NPV:		<u> </u>	IPV Components LOf Investment	As NP Rec	/ Components Per ntable/Salable SF	
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(9,928,344) 12,569,576 (798,004) 23,445,722 (4,687,750)	-	-100.00% 126.60% -8.04% 236.15% -47.22%		(36.23) 45.86 (2.91) 85.55 (17.10)	
TOTAL AFTER TAX NPV 8 8.00%	20,601,201		207.50%		75.17	
***************************************	***********	*********	**********	************		*********

************	*********	**********						**********
0	(0)	0	0	0	0	(0)	0	(46,058,734)
0	0	0	0	0	0	0	0	0
7,907,894	7,808,018	7,704,147	8,701,135	9,738,003	9,621,162	9,499,648	9,373,273	10,586,261
(161,220)	(161,220)	(161,220)	(161,220)	(161,220)	(161,220)	(161,220)	(161,220)	(161,220)
0	0	0	(1,706,656) (445,370)	{1,774,922} {445,370}	0	0	0	(2,076,408) (445,370)
(5,410,042)	(5,410,042)	(5,410,042)	(5,410,042)	(5,410,042)	(5,410,042)	(5,410,042)	(5,410,042)	(5,410,042)
								114,923,361
2,336,632	2,236,756	2,132,886	977,847	1,946,449	4,049,900	3,928,386	3,802,011	71,357,848
2,336,632 0 0	2,236,756 0 0	2,132,886 0 0	977,847 0 0	1,946,449 0 0	4,049,900 (242,602) 0	3,928,386 (512,683) 0	3,802,011 (489,599) 0	71,357,848 (911,523) (13,768,829)
2,336,632	2,236,756	2,132,886	977,847	1,946,449	3,807,299	3,415,703	3,312,413	56,677,496
2,336,632 0 0	2,236,756 0 0 0	2,132,886 0 0 0	977,847 0 0 0	1,946,449 0 0	4,049,900 (242,602) 0	3,928,386 (512,683) 0	3,802,011 (489,599) 0 0	(0) 2,493,222 (911,523) 68,864,627 (13,768,829)
2,336,632	2,236,756	2,132,886	977,847	1,946,449	3,807,299	3,415,703	3,312,413	56,677,496
(6,023,664)	(3,786,907)	(1,654,022)	(676,174)	1,270,274	5,077,573	8,493,276	11,805,688	68,483,184
69.592 143.192	70.462 141.342	71.372 139.421	82.28% 118.07%	76.02% 135.98%	60.92% 174.86%	61.79% 172.61%	62.70% 170.28%	73.82% 146.09%

INTERNAL RATE OF RETURN

20.15% eeeeeeeeeee

***************************************		Boston, Massac	husetts			
8-7-86	TAXABLE I	NCOME AND INCO	ME TAXES - PHA	188 3	01	FFICE
**************************************	1 DESIGN	2 Design	3 CONSTRUCT	4 Construct	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0
TAXABLE INCOME ON SALES	0	0	0	0	0	0
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	(9,602)	0 0 (19,589)	(272,982)	0 0 (595,504)	3,946,127 (2,093,882) (2,101,720)	8,003,928 (5,100,000) (3,266,803)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(9,602)	(19,589)	(272,982)	(595,504)	(249,475)	(362,874)
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(7,602) 3,361 (3,361) 0 3,361	(19,589) 6,856 (6,856) 0 10,217	(272,982) 95,544 (95,544) 0 105,761	(595,504) 208,426 (208,426) 0 314,187	(249,475) 87,316 (87,316) 0 401,503	(362,874) 127,006 (127,006) 0 528,509
ORDINARY TAXES/BENEFITS	0	0	0	0	0	0
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	0	0
***************************************	=======================================					
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		114,923,361 (72,471,966) (3,111,882)				
SAIN ON SALE		39,339,513				
TAX / BENEFIT & 35.00Z	((13,768,829)				

PIER 4 Boston. Massachusetts

)-7-86 ************************************	********	*******	******	SOFT COSTS -	PHASE 3	*******	0	FFICE
EAR			DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZEI & SALES
OFT COSTS:								
Envir. Imp. Report	30		0					
Permitting/Licens.	30		0					(
Building Permits	30	1.02		399,460				399,46
A/E Fees	30 30 30 30 30 30 30 30	4.57	864,216	539,271	186,947	194,425		1.784.85
Design Consultants	30	1.02	192,048	119,838	41,544	43,206		396,63 988,98
Development Fee	30	2.02	105,010	109,210	145,744	408,243	220,778	989,98
Mtg. Brokerage Fee	30	1.02		319,568				319,56
Market Research Fee	30		0					
Legal/Accounting	30	1.07	76,819	79,892	83,088	86,411	89,868	416,07
Insurance	30 30 10	1.07			188,722	204,122	110,389	503,23
RE Taxes	10	0.5%	40.440	40.020		216,028		216,02
Marketing/PR	5	1.0%	48,012	49,932	51,930	54,007	224,669	428,55
Brokerage on Leases	5							
SOFT COSTS BEFORE INTER	EST		1,286,105	1,617,171	697,974	1,206,441	645,703	5,453,39

PIER 4 Boston, Massachusetts

Boston, Massachusetts										
***********	*************		TAXABLE	NCOME AND INCO	ME TAXES - PHA	SE 3	05	FICE		
7 OPERATE	9 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE		
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0		
0	0	0	0	0	0	0	0	0		
7,907,894 (5,068,996) (3,255,816) (417,918) (417,918) 146,271 (146,271) 0 674,780	7,808,018 (5,034,891) (3,246,430) (473,303) (473,303) 165,656 (165,656) 0 840,437	7,704,147 (4,997,376) (3,235,629) (528,858) (528,858) 185,100 (185,100) 0	8,701,135 (4,954,110) (3,251,477) 493,549 (172,742) (10) 172,742 852,795	9,738,003 (4,910,716) (3,228,980) 1,598,306 1,598,306 (559,407) (0) 559,407 293,388	9,621,162 (4,860,784) (3,228,980) 1,531,398 1,531,398 (535,989) (0) 293,388	9,499,648 (4,805,858) (3,228,989) 1,464,810 (512,683) (0) 0	9,373,273 (4,745,440) (3,228,980) 1,398,853 1,398,853 (409,599) 0 0	10,586,261 (4,678,980) (3,302,930) 2,604,351 2,604,351 (911,523) (0) 0		
0	0	0	0	0	(242,602)	(512,693)	(489,599)	(911,523)		
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0 (242,602)	0 0 0 0 (512,683)	0 0 0 0 (489,599)	0 0 0 0 (911,523)		
	7,907,894 (5,068,996) (3,255,816) (417,918) (417,918) 146,271 (146,271) 0 674,780	7,907,894 7,808,018 (5,068,996) (5,034,891) (3,256,816) (3,246,430) (417,918) (473,303) (417,918) (473,303) 146,271 (165,656) (146,271) (165,656) 0 0 0 0 0 0 0 0 0	7,907,894 7,808,018 7,704,147 (5,068,996) (5,034,891) (4,997,376) (3,255,816) (3,246,430) (3,235,629) (417,918) (473,303) (528,858) (417,918) (473,303) (528,858) (417,918) (473,303) (528,858) (417,918) (473,303) (528,858) (417,918) (473,303) (528,858) 0 (146,271) (165,656) (185,100) 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7 0PERATE 0PERATE 0PERATE 0PERATE 0PERATE 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	TAXABLE INCOME AND INCC TAXABLE INCOME AND INCOME TAXABLE INCOME AND INCC TAXABLE INCOME AND INCC TAXABLE INCOME AND INCC TAXABLE INCOME AND INCC TAXABLE INCOME AND INCOME TAXABLE INCOME AND INCC TAXABLE INCOME AND INCC TAXABLE INCOME AND INCC TAXABLE INCOME AND INCC TAXABLE INCOME AND INCOME TAXABLE INCOME AND INCOME	7	TAXABLE INCOME AND INCOME TAXES - PHASE 3 OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE O O O O O O O O O O O O O O O O O O O	TAXABLE INCOME AND INCOME TAXES - PHASE 3 OF OPERATE O		

PIER 4 Boston. Massachusetts

	Hoston, Massachusetts											
8-7-65	DEPRECIATION	, AMORTIZATION	. & BASIS - PH	ASE 3		FFICE						
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES						
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (9,602)	0 (19,589)	(71,499) (171,508) (29,975)	(340,014) (171,508) (83,982)	(750,514) (181,780) (14,292) (549,403) (107,192) (498,539)	(1,501,028) (181,780) (14,292) (571,005) (998,698)						
POTENTIAL DEPREC. & AMORT. Percent Unsold	(9,602) 100.002	(19,589) 100.00%	(272,982) 100.00%	(595,504) 100.00%	(2,101,720) 100.00%	(3,266,803) 100.00%						
ACTUAL DEPREC. & AMORT.	(9,602)	(19,589)	(272,982)	(595,504)	(2,101,720)	(3,266,803)						
ACCUM. DEPREC. & AMORT. Add Back For Sales	(9,602) 0	(29,191) 0	(302,173) 0	(897,677) 0	(2,999,396) 0	(6,266,199) 0						
ACTUAL ACCUM. DEPREC. & AMORT.	(9,602)	(29,191)	(302,173)	(897,677)	(2,999,396)	(6,266,199)						
Add to Basis Beginning Basis Deduct from Basis	4,397,987 4,397,987 0	1,617,171 6,015,157 0	19,718,905 25,734,062 0	21,821,901 47,555,963 0	16,117,680 63,673,643 0	1,904,227 65,577,870 0						
ADJUSTED BASIS OF INPROVEMENTS	4,397,987	6,015,157	25,734,062	47,555,963	63,673,643	65,577,870						
Beginning Land Deduct from Land	3,111,982 0	3,111,882 0	3,111,882 0	3,111,892 0	3,111,892 0	3,111,882 0						
ENDING LAND BASIS	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882						

PIER 4 Boston, Massachusetts

8-7-86 ####################################	SALE & LEASE ABS	ORPTION, OPERA	TING EXPENSE G	ROWTH - PHASE T	********* ***************************	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	******************	*************		111105 0		FFICE
	DESIGN	DESIGN	3 CONSTRUCT	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
GROSS SALES: Cumulative Sold I New Sales I New Sales	0	0	0	0	33.337 30.337 0	0 100.00Z 66.67Z 0
GROSS LEASES, RENTS, OTHER INCO Base leases Total Leased % New Leased % New Leases Total Leases Lease Commissions 5.00	9,592,590	9,976,294	10,375,345	10,790,359	11,221,974 50.002 50.002 5,610,987 5,610,987	11,670,852 100.002 50.002 5,835,426 11,446,413
Base rents Rents	0	0	0	0	0	0
Base Other Income Other Income	0	0	0	0	0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	(1,973,333) (2,052,266)	(2,134,357)	(2,219,731)	(2,308,520) (1,154,260)	(2,400,861) (2,400,861)

PIER 4 Roston, Hassachusetts

484			**********	*********	######################################				*********
***				DEPRECIATION	, AMORTIZATION	, & BASIS - PH	ASE 3	0	FFICE
***	12###########	######################################	**********	*********** 10	######################################	*********** 12	************ 13	**************************************	## ######### 15
	OPERATÉ	OPERATE	OPERATE	OPERATE	OPERATÉ	DPERATÉ	OPERATE	OPERATE	SALE
	1,501,028)	(1,501,028)	(1,501,028)	(1,501,028)	(1,501,028)	(1,501,028)	(1,501,028)	(1,501,028)	(1,501,028)
	(181,780)	(181,780) (14,292)	(181,780)	(181,780) (14,292)	(181,780) (14,292)	(181,780) (14,292)	(191,780) (14,292)	(181,780) (14,292)	(181,780) (14,292)
	(14,292) (571,005)	(571,005)	(14,292) (571,005)	(571,005)	(571,005)	(571,005)	(571,005)	(571,005)	(571,005)
	(989,711)	(978,325)	(967,524)	(983,372)	(960,875)	(960,875)	(960,875)	(960,875)	(1,034,825)
	(3,256,816)	(3,246,430)	(3,235,629)	(3,251,477)	(3,228,980)	(3,228,980)	(3,228,980)	(3,228,980)	(3,302,930)
	100.00%	100.002	100.00%	100.002	100.002	100.002	100.00%	100.007	100.007
	(3,256,816)	(3,246,430)	(3,235,629)	(3,251,477)	(3,228,980)	(3,228,980)	(3,228,980)	(3,228,980)	(3,302,930)
	(9,523,015)	(12,769,445)	(16,005,074)	(19,256,551)	(22,485,531)	(25,714,511)	(28,943,491)	(32,172,471)	(35,475,401)
	0	0	0	0	0	0	0	0	0
	(9,523,015)	(12,769,445)	(16,005,074)	(19,256,551)	(22,485,531)	(25,714,511)	(28,943,491)	(32,172,471)	(35,475,401)
	0 55,577,870	0 65,577,870	65,577,870	2,152,026 67,729,896	2,220,292 69,950,188	69,950,188	69,950,188	69,950,188	2,521,778 72,471,966
,	0	03,377,070	03,377,070	07,727,070	0,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	07,730,100	07,730,100	07,750,100	72,471,760
	5,577,870	65,577,870	65,577,870	67,729,896	69,950,188	69,950,188	69,950,188	69,950,188	72,471,966
	3,111,882	3,111,882	3,111,382	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882	3,111,892
	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882	3,111,882

PIER 4 0PERATE OPERATE 0PERATE 0PERATE 14 OPERATE 15 SALE 7 OPERATE 0PERATE OPERATÉ 0 0 100.00% 100.007 100.00% 100.00% 100.00% 100.00% 100.00% 100.002 100.007 0.00% 0.00% 0.00% 0.00% 0.002 0.00% 0.00% 0.00% 0.007 0 0 0 0 0 0 14,199,377 100.002 50.002 7,099,688 13,926,312 12,137,687 100.007 0.007 12,623,194 100.002 13,128,122 100.007 0.007 13,653,247 100.00% 50.00% 6,826,623 12,662,050 14,767,352 100.00% 15,358,046 15,972,367 100.002 0.002 16,611,262 100.002 50.002 8,305,631 15,405,319 0.002 0.00% 0.00% 0 0 Û 0 11,446,413 11,446,413 11,446,413 13,926,312 13,926,312 13,926,312 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 Ð (2,700,642) (2,700,642) (2,808,668) (2,808,668) (3,037,855) (3,037,855) (2,496,896) (2,496,896) (2,596,771) (2,596,771) (2,921,015) (2,921,015) (3,159,369) (3,159,369) (3,285,744) (3,285,744)

PIER 4 Boston. Massachusetts

	BOSCON, NASSACHUSETTS **********************************						
8-7-86	***************	LOAN	DETERMINATIO	N - PHASE 3	*************		FFICE
YEAR	***********	i Design	DESIGN	3 CONSTRUCT	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
PERMANENT LOAN DETERMINA Net Operating Income Capitalized & Loan-to-Value &	TION: 10.007 80.007	0 0 0	0 0 0	0 0 0	0 0 0	3,946,127 37,461,268 31,569,015	8,003,928 80,039,293 64,031,427
Net Operating Income Plus Linkage and Turnio Debt Coverage @ Loan Potential	ng Costs 110.00%	0 0 0	0 0 0	0 0 0	0 0 0	3,946,127 1,936,790 1,760,718 16,598,139	8,003,928 5;938,482 5,398,620 50,892,325

	Boston, Massachusetts							
****************		44444444444	LOA	N DETERMINATIO	N - PHASE 3	*************	::::::::::::::::::::::::::::::::::::::	PFICE
7	8	OPERATE	10	11	12	13	14	15
OPERATE	OPERATE		OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	Sale
7,907,894	7,808,018	7,704,147	8,701,135	9,738,003	9,621,162	9,499,648	9,373,273	10,586,261
79,078,939	78,080,181	77,041,472	87,011,352	97,380,026	96,211,621	94,996,478	93,732,731	105,862,614
63,263,151	62,464,145	61,633,178	69,609,081	77,904,021	76,969,296	75,997,183	74,986,185	84,690,091
7,907,894	7,808,018	7,704,147	8,701,135	9,738,003	9,621,162	9,499,648	9,373,273	10,586,261
7,746,674	7,646,798	7,542,927	6,387,889	7,356,490	9,459,942	9,339,428	9,212,053	7,903,263
7,042,431	6,951,635	6,857,207	5,807,172	6,687,718	8,599,947	8,489,480	8,374,594	7,184,785
66,388,393	65,532,465	64,642,300	54,743,713	63,044,550	81,070,968	80,029,601	78,946,579	67,730,352

######################################		Boston, Massa	chusetts **********************************	***********	######################################	18181881188 Etail
**************************************	######################################	######################################	CONSTRUCT	CONSTRUCT	1888888888888 5 LEASE-UP	**************************************
EQUITY AVAILABLE @ 50.00% EQUITY INVESTED	748,310 123,085	625,225 41,905	583,320 522,822	60,498 60,498	0	& SALES
	25222222222222222222222222222222222222	322222222222				**********
BUILDING COSTS: Land Hard Costs Soft Costs Before Financing	(87,091) (35,994)	(41,905)	(488,321) (19,534)	(507,854) (33,764)	(264,084) (18,071)	
Mortgage Points (Approx.) BUILDING COSTS BEFORE INTEREST	(123,085)	(41,905)	(14,966) (522,822)	(541,619)	(282,155)	
CONSTRUCTION LOAN:	~~***********					
Interest Takedown Retirements - Sales	0	0	(0)	(24,056) (505,176)	(64,625) (346,781) 0	(0) (0) 0
Retirements - Takeout Balance	0	0	(0)	(505,176)	851,957 (0)	0
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(1,000,000)	(106,079) (100,000) (6,079) (993,921)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(123,085) (0) 0	(41,905) (0) 0	(522,822) 0 0	(565,675) 505,176 0	(346,781) (505,176) 1,000,000	(0) (0) (6,079)
COST & DEBT FLOWS	(123,085)	(41,905)	(522,822)	(60,498)	148,043	(6,079)
GROSS SALES Less Commissions					0	0 0
PRETAX SALES PROCEEDS					0	0
GROSS REVENUES:	***************			***********	2201222222222	***********
Leases Rents Other income					73,898 0	150,751
TOTAL GROSS REVENUES Less VACANCY					36,949 110,846 (11,085)	76,854 227,605
NET REVENUES					99,762	(22,760)
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(33,254) 998	(69,168) 2,049
TOTAL OPERATING EXPENSES					(32,256)	(67,120)
NET OPERATING INCOME					67,505	137,724

OPERATE 15 SALE DPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATÉ 00000 0000 00000 000 0000 0000 0 0 0 000 000 ŏ (106,079) (93,048) (13,031) (917,447) (106,079) (98,723) (7,356) (979,878) (106,079) (97,988) (8,091) (971,786) (106,079) (95,309) (10,770) (942,325) (106,079) (91,745) (14,335) (106,079) (99,392) (6,687) (106,079) (97,179) (8,901) (106,079) (96,289) (9,791) (106,079) (94,233) (11,847) (987, 234) (962,886) (953,095) (930,478) (903, 112) (7,356) (8,091) (8,901) (9,791) (10,770) (11,847) (13,031) (917,447) (6,687) (7,356)(8,091) (8,901) (9,791) (10,770) (11,847) (13,031) (917,447) 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 150,751 150,751 166,761 183,412 183,412 202,891 150,751 183,412 183,412 79,928 83,125 86,450 89,908 93,504 97,244 101,134 105,179 109,387 230,679 (23,068) 233,876 (23,388) 237,201 (23,720) 276,916 (27,692) 280,656 (28,066) 284,546 (28,455) 256,669 (25,667) 288.591 312,277 (28,859) (31,228) 207,611 281,049 210,489 213,481 231,002 249,224 252,590 256,091 259,732 (71,935) 2,076 (74,812) 2,105 (77,805) 2,135 (80,917) 2,310 (84,154) 2,492 (87,520) 2,526 (91,021) 2,561 (94,661) 2,597 (98,448) 2,810 (69,859) (72,707) (75,670) (78,607) (81,661) (84,994) (88,460) (92,064) (95,637)

167,563

152,395

167,597

167,632

167,668

185,412

137,752

137,781

137,811

8-7-86 PR(JECT SALE, CASH	FLUW AND PERF	01144466 30114416	5 - LHH2F 2		TAIL
YEAR	DESIGN	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		2,038,659 (61,160)				u divers
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	- -	1,977,499 (903,112) (37,866)				
AFTER TAX SALES PROCEEDS		1,036,520				
***********************************	************			********	41441144444444444	********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(123,085)	(41,905)	(522,822)	(60,499)	149,043	(0
PRETAX SALES PROCEEDS	0	0	0	. 0	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	67,505	137,724
Or Turning Costs) LINKAGE					(4,512)	(4,512
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(18,474) (14,213)	(19,213 (14,213
DEBT SERVICE					0	(106,079
ROJECT SALE PROCEEDS						
PEFORE TAX CASH FLOW	(123,085)	(41,905)	(522,822)	(60,498)	178,349	(6,293
	=======================================			==========	=======================================	
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(123,085) 0 0	(41,905) 0 0	(522,822) 0 0	(60,498) 0 0	178,349 0 0	(6,293 0 0
FTER TAX CASH FLOW	(123,085)	(41,905)	(522,822)	(60,498)	178,349	(6,293
********************************	***********	*********	***********			
OMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale	(123,085) 0 0 0	(41,905) 0 0 0	(522,822) 0 0 0	(60,498) 0 0 0	178,349 0 0	(6,293) 0 0
Taxes/Benefits From Sale	0	0	0	0	0	0
FTER TAX CASH FLOW	(123,085)	(41,905)	(522,822)	(60,493)	178,349	(6,293)
UMULATIVE AFTER TAX CASH FLOW	(123,085)	(164,990)	(687,812)	(748,310)	(569,960)	(576,253)
Breakeven Debt Coverage Ratio						92.76 94.07
			V Components As Of Investment	1	(PV Components Per Rentable/Salable SF	
OMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations	(658,146) 265,443 0	-	-100.00Z 40.33Z	·	(104.19) 42.02	
Cash Flow On Sale Taxes / Benefits From Sale	365,787 (12,892)		0.00% 55.58% -1.96%		0.00 57.91 {2.04}	
DTAL AFTER TAX NPV @ 8.00%	(39,808)		-6.05%		(6.30)	
********************************	************	**********	************	*********	**************	*********

PIER Roston, Massa

PIER 4 Boston, Massachusetts

11111	**********		************	***********	************	***********	************		********
						NCE SUMMARIES		RETA	
##451	**********	**********	***********	**********	+++++++++++	************	***********	************	********
	7	8	9	10	11	12	13	14	15
	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	SALE

*********	************	************	**********	************	***********	***********		***********
i	0	(0)	0	(0)	0	(0)	0	(903,112)
	0	0	0	0	0	0	0	0
137,75	2 137,781	137,811	152,395	167,563	167,597	167,632	167,668	185,412
(4,51)	2) (4,512)	(4,512)	(4,512)	(4,512)	(4,512)	(4,512)	(4,512)	(4,512)
	0 0	0	(22,477) (14,213)	(23,376) (14,213)	0	0	0	(27,347) (14,213)
(106,07	7) (106,079)	(104,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)
								1,977,499
27,16	27,190	27,220	5,114	19,383	57,005	57,040	57,077	1,107,648
27,16	27,190	27,220	5,114	19,383	57,005	57,040	57,077	1,107,648
. (0	. 0	. 0	0	0	. 0	0	(37,866)
27,16	27,190	27,220	5,114	19,383	57,005	57,040	57,077	1,069,781
***********		************	************	**********		************	***********	*************
27,16	27,190	27,220	5,114 0	(0) 19,383	57,005	57,0 40	57,077	33,261
(0	, 0	ŏ o	, 0	0	0	, 0	1,074,387 (37,866)
27,16	27,190	27,220	5,114	19,383	57,005	57,040	57,077	1,069,781
(549,09	(521,903)	(494,683)	(489,569)	(470,186)	(413,181)	(356,141)	(299,064)	770,718
78.23 125.66			88.01Z 104.82Z		69.697 153.747			79.35% 131.36%

INTERNAL RATE OF RETURN

PIER 4 Roston. Massachusetts

YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0
TAXABLE INCOME ON SALES	0	0	0	0	0	0
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (269)	0 0 (548)	0 0 (3,832)	0 0 (8,354)	67,505 (32,313) (45,609)	137,724 (100,000 (74,250
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(269)	(548)	(3,832)	(8,354)	(10,417)	(36,525
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(269) 94 (94) 0 94	(548) 192 (192) 0 286	(3,832) 1,341 (1,341) 0 1,627	(8,354) 2,924 (2,924) 0 4,551	(10,417) 3,646 (3,646) 0 8,197	(36,525 12,784 (12,784 0 20,981
ORDINARY TAXES/BENEFITS	0	0	0	0	0	0
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover				_	0 0 0	0 0
NCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	0	0
	=======================================		=======================================		=======================================	
ROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land	ı	1,977,499 (1,782,218) (87,091)				
GAIN ON SALE		108,190				
AX / BENEFIT @ 35.00%		(37,866)				

AR		*********	, , , , , , , , , , , , , , , , , , ,	·*************************************	***************************************		***********	**********
••••			DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZE & SALE
FT COSTS:								
Envir. Imp. Report	30 30 30 30		0					
Permitting/Licens. Building Permits	20	1 04	0	11 100				
A/E Fees	30 30	1.0% 4.5%	24,186	11,180 15,092 3,354 3,054 5,590	5 272	5 441		11,11 49,95
Design Consultants	30	1.0%	5.375	3.354	5,232 1,163 4,079	5,441 1,209 11,425		11 1
Development Fee	30	2.0%	5,375 2,939	3,054	4.079	11.425	6,179	11,10 27,6 5,5
Mtg. Brokerage Fee	30 30 30 .30 .30	1.02		5,590	•		-1	5,59
Market Research Fee	30		0					
Legal/Accounting Insurance	. 30 70	1.02	2,150	2,236	2,325 5,282	2,418	2,515 3,089	11,64
RE Taxes	10	1.0% 0.5%			3,282	5,713	3,089	14,08
Marketing/PR	10 5 5	1.0%	1.344	1,397	1,453	6,046 1,511	6,288	11,64 14,08 6,04 11,79
Brokerage on Leases	· 5		.,	.,	1,100	1,011	0,100	11,7

PIER 4 Roston Massarbusett

####### AIL	Boston, Massachusetts											
1 SAL	14 Operate	13 OPERATE	12 Operate	11 OPERATE	10 OPERATE	9 OPERATE	8 OPERATE	7 OPERATE				
;	0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0				
	0	0	0	0	0	0	0	0				
185,41 (91,74 (72,32	167,668 (93,048) (71,354)	167,632 (94,233) (71,354)	167,597 (95,309) (71,354)	167,563 (96,289) (71,354)	152,395 (97,179) (72,920)	137,811 (97,988) (73,377)	137,781 (98,723) (73,679)	137,752 (99,392) (73,970)				
21,34	3,266	2,045	933	(79)	(17,703)	(33,554)	(34,622)	(35,610)				
21,34 (7,46 (7,46 53,87	3,266 (1,143) (0) 1,143 61,344	2,045 {716} {0} 716 62,487	933 (327) (0) 327 63,203	(79) 28 (28) 0 63,530	(17,703) 6,196 (6,196) 0 63,502	(33,554) 11,744 (11,744) 0 57,306	(34,622) 12,118 (12,118) 0 45,562	(35,610) 12,463 (12,463) 0 33,444				
	0	0	0	0	0	0	0	0				
	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0				
	0	0	0	0	0	0	0	0				

PIER 4 Roston Massachusetts

######################################										
8-7-95	DEPRECIATION,	ANORTIZATION,	& BASIS - PHA	196 3 196 3	**************************************	TAIL				
YEAR	1 DESIGN	DESIGN	3 Construct	4 CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES				
DEFACCIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (269)	0 (5 48)	(0) (2,993) (839)	(3,010) (2,993) (2,350)	(21,004) (4,976) (249) (6,241) (2,993) (10,145)	(42,009) (4,976) (249) (6,846)				
POTENTIAL DEPREC. & AMORT. Percent Unsold	(269) 100.002	(548) 100.001	(3,832) 100.002	(8,354) 100.00Z	(45,609) 100.00Z	(74,250) 100.00%				
ACTUAL DEPREC. & AMORT.	(269)	(548)	(3,932)	(8,354)	(45,609)	(74,250)				
ACCUM. DEPREC. & AMORT. Add Back For Sales	(269) 0	(817) 0	(4,649) 0	(13,003)	(58,612) 0	(132,962) 0				
ACTUAL ACCUM. DEPREC. & AMORT.	(269)	(817)	(4,649)	(13,003)	(58,612)	(132,862)				
Add to Basis Beginning Basis Deduct from Basis	123,085 123,085 0	41,905 164,990 0	522,822 687,812 0	565,675 1,253,486 0	379,468 1,632,954 0	33,426 1,666,380 0				
ADJUSTED BASIS OF IMPROVEMENTS	123,085	164,990	687,812	1,253,486	1,632,954	1,666,380				
Beginning Land Deduct from Land	87,091 0	87,091 0	87,091 0	87,091 0	87,091 0	87,091 0				
ENDING LAND BASIS	87,091	87,091	87,091	87,091	87,091	87,091				

5 LEASE-UP STABILIZED DESIGN CONSTRUCT DESIGN CONSTRUCT & SALES GROSS SALES: Cumulative Sold 1 New Sales 1 New Sales 0 100.00% 66.67% 0 0 0 0 GROSS LEASES, RENTS, OTHER INCOME: 153,707 100.007 50.007 76,854 150,751 147,795 50.00% 50.00% 126,336 Base leases Total Leased % 131,389 136,645 142,111 New Leased X New Leases Total Leases Lease Commissions 73,898 73,898 5.007 Base rents 0 0 0 0 0 0 Rents 73,898 36,949 76,854 76,854 Base Other Income 63,168 65,695 71,055 68,323 Other Income OPERATING EXPENSES: Base operating expenses Operating Expenses (56,851) (59,125) (61,490) (63,950) (66,508) (33,254) (69,168) (69,168)

PIER 4 Boston, Massachusetts

********	***********		RUSECCS	BOSCOR, M2552C				
741L 741L	*:/***********************************	se 3	& BASIS - PHA	AMORTIZATION,	DEPRECIATION,	*************	**************	
15 SALE	14 OPERATE	13 OPERATE	12 OPERATE	0PERATE	10 DPERATE	9 Operate	9 OPERATE	7 OPERATE
(42,009) (4,976) (249) (6,846)								
(18,248)	(17,274)	(17,274)	(17,274)	(17,274)	(18,840)	(19,297)	(19,600)	(19,890)
(72,328) 100.007	(71,354) 100.002	(71,354) 100.002	(71,354) 100.002	(71,354) 100.00Z	(72,720) 100.00%	(73,377) 100.002	(73,479) 100.00%	(73,970) 100.00%
(72,328)	(71,354)	(71,354)	(71,354)	(71,354)	(72,920)	(73,377)	(73,679)	(73,970)
(784,551) 0	(712,224) 0	(640,870)	(569,516) 0	(498,162) 0	(426,808) 0	(353,888)	(280,511)	(206,832)
(784,551)	(712,224)	(640,870)	(569,516)	(498,162)	(426,808)	(353,888)	(280,511)	(206,832)
41,559 1,782,218 0	1,740,659 0	1,740,659 0	1,740,659 0	37,589 1,740,659 0	36,690 1,703,070 0	1,666,380 0	1,666,380 0	,666,380 0
1,782,218	1,740,659	1,740,659	1,740,659	1,740,659	1,703,070	1,666,380	1,666,380	, 666 , 380
87,091 0								
87,091	87,091	87,091	87,091	87,091	87,091	87,091	87,091	87,091

PIER 4 DPERATE 0PERATE 15 SALE OPERATE 0PERATE 7 OPERATE DPERATE DPERATE OPERATÉ 100.00% 100.002 100.00% 100.00% 100.002 100.00% 100.002 100.00% 100.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0 0 0 159,855 100.002 0.002 166,250 100.007 0.002 172,900 100.00% 179,816 100.00% 50.00% 89,908 166,761 218,773 100.00% 50.00% 109,387 202,891 187,008 100.002 50.002 194,488 202,268 100.007 0.002 210,359 0.00% 0.00% 0.00% 93,504 183,412 183,412 183,412 183,412 0 0 150,751 150,751 150,751 0 0 0 0 0 0 0 Ō 0 0 0 0 Ò 0 79,928 79,928 86,450 86,450 89,908 89,908 93,504 93,504 101,134 101,134 105,179 105,179 109,387 109,387 (71,935) (71,935) (74,812) (74,812) (77,805) (77,805) (80,917) (80,917) (84,154) (84,154) (87,520) (87,520) (91,021) (91,021) (94,661) (94,661) (98,448) (98,448)

PIER 4 Boston, Massachusetts

*****************	**********			54CHU5ECL5		*******	**********
8-7-96			DAN DETERMINAT	ION - PHASE 3			RETAIL
YEAR	***********	1 Design	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PERMANENT LOAN DETERMINA Net Operating Income Capitalized & Loan-to-Value &	TION: 10.00% 80.00%	0 0	0 0	0 0	0 0 0	67,505 675,055 540,044	137,724 1,377,245 1,101,796
Net Operating Income Plus Linkage and Turni Debt Coverage @ Loan Potential	ng Costs [10.00%	0 0 0 0	0 0 0	0 0 0	0 0 0	67,505 30,306 27,551 259,722	137,724 99,786 90,715 855,161

PIER 4 Boston, Massachuse

******	Boston, Massachusetts											
LOAN DETERMINATION - PHASE 3 RETAIL												
7	8	9	10	0PERATE	12	13	14	15				
OPERATE	OPERATE	OPERATE	OPERATE		OPERATE	OPERATE	OPERATE	SALE				
137,752	137,781	137,811	152,395	167,563	167,597	167,632	167,668	185,412				
1,377,521	1,377,809	1,378,108	1,523,952	1,675,629	1,675,966	1,676,316	1,676,680	1,854,120				
1,102,017	1,102,247	1,102,487	1,219,161	1,340,503	1,340,772	1,341,052	1,341,344	1,483,296				
137,752	137,781	137,811	152,395	167,563	167,597	167,632	167,668	185,412				
133,240	133,269	133,299	111,193	125,462	163,085	163,120	163,156	139,341				
121,127	121,154	121,181	101,085	114,056	148,259	148,291	148,324	126,673				
1,141,858	1,142,104	1,142,361	952,919	1,075,200	1,397,622	1,397,922	1,398,234	1,194,138				

***************************************		Boston, Massa	chusetts **************	***********		***********
8-7-86 ************************************	64; **!**********************************	H FLOW SCHEDUL	F2 - LH82F 7	***********	: *********	ARAGE
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
EQUITY AVAILABLE # 20.00% EQUITY INVESTED	2,212,802 281,860	1,930,942 354,416	1,576,527 1,576,527	0 0	0	€ 2HFC2
			=======================================	=======================================	*********	**********
BUILDING COSTS: Land	(0)					
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(281,860)	(354,416)	(3,823,953) (152,966) (132,768)	(3,976,911) (264,401)	(2,067,994) (141,511)	
BUILDING COSTS BEFORE INTEREST	(281,860)	(354,416)	(4,107,687)	(4,241,312)	(2,209,505)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales Retirements - Takeout	0	0	(126,658) (2,659,818)	(478,047) (4,719,359)	(848,393) (3,057,898) 2,609,269 5,218,538	(260,927) (260,927) 2,870,196
Balance	0	0	(2,659,818)	(7,379,178)	(2,609,269)	ŏ
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(6,000,000)	(636,475) (600,000) (36,475) (5,963,525)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(281,860) (0) 0	(354,416) (0) 0	(4,236,345) 2,659,818 0	(4,719,359) 4,719,359 0	(3,057,898) (4,769,909) 6,000,000	(260,927) (2,609,269) (36,475)
COST & DEBT FLOWS	(281,860)	(354,416)	(1,576,527)	0	(1,827,806)	(2,906,671)
GROSS SALES Less Commissions					4,606,318 (184,253)	4,790,571 (191,623)
PRETAX SALES PROCEEDS					4,422,065	4,598,948
***************************************	2222222222222	************		***********		***********
GROSS REVENUES: Leases Rents Other income					469,351	976,250 0
TOTAL GROSS REVENUES Less VACANCY					469,351 0	976,250 0
NET REVENUES					469,351	976,250
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(102,064) 4,694	(212,293) 9,762
TOTAL OPERATING EXPENSES					(97,371)	(202,531)
NET OPERATING INCOME				·	371,980	773,719

PIER 4 OPERATE OPERATE OPERATE SALE OPERATE OPERATE OPERATE OPERATÉ OPERATÉ 00000 00000 000 000 Ŏ 000 000 0 0 000 000 (636,475) (596,352) (40,123) (5,923,401) (635,475) (592,340) (44,135) (5,879,266) (636,475) (587,927) (48,549) (5,830,717) (636,475) (583,072) (53,404) (5,777,313) (636,475) (571,857) (64,619) (5,653,951) (636,475) (565,395) (71,080) (5,582,870) (636,475) (577,731) (58,744) (636,475) (558,287) (78,188) (636,475) (550,468) (86,007) (5,504,682) (5,718,569) (5,418,675) (0) (0) (0) (0) (0) (0) (40,123) (44,135) (48,549) (53,404) (58,744) (71,080) (5,504,682) (48,549) (58,744) (64,619) (71,080) (79,188) (5,504,682) (40,123) (44,135) (53,404)0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1,142,074 0 1,055,912 1,336,065 1,015,300 1,098,148 1,187,757 1,235,268 1,284,678 1,389,508 0 1,389,508 1,055,912 1,098,148 1,142,074 1,187,757 1,235,268 1,284,678 1,336,065 1,015,300 1,284,678 1,389,508 1,015,300 1,098,148 1,055,912 1,142,074 1,187,757 1,235,268 1,336,065 (220,785) 10,153 (229,616) 10,559 (238,801) 10,981 (248,353) 11,421 (258,287) 11,878 (268,619) 12,353 (279,363) 12,847 (290,539) 13,361 (302,160) 13,895

(246,410)

941,348

(256, 266)

979,002

(266,517)

1,018,162

(210,632)

804,668

(219,057)

834,855

(227,820)

870,329

(236,932)

905,142

(277,177)

1,059,888

(288,264)

1,101,244

***************************************	********	PIER Boston, Massa				*****
8-7-85 PR	DJECT SALE, CAS	FLOW AND PERF	DRMANCE SUMMAR	IES - PHASE :	5	RAGE
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 Lease-up	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		11,452,933 (343,586)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	11,109,345 (5,418,675) (1,613,659)				
AFTER TAX SALES PROCEEDS		4,077,011				
***************************************			***********	148398885 888		**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(281,860)	(354,416)	(1,576,527)	0	(1,827,806)	(2,870,196)
PRETAX SALES PROCEEDS	0	0	0	0	4,422,065	4,598,948
NET OPERATING INCOME (Before Linkage	0	0	0	0	371,980	773,719
Or Turning Costs) LINKAGE					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DERT SERVICE					0	(636,475)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(281,860)	(354,416)	(1,576,527)	0	2,966,239	1,865,996
				=======================================	_%==========	**********
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(281,860) 0 0	(354,416) 0 0	(1,576,527) 0 0	0 0 0	2,966,239 (359,164) 0	1,865,996 (462,880) 0
AFTER TAX CASH FLOW	(281,860)	(354,416)	(1,576,527)	0	2,607,076	1,403,116
************************************	**********	***********		*********	**************	*********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale	(281,860) 0 0	(354,416) 0 0 0	(1,576,527) (0) 0	(0) 0 0	2,766,239 (359,164) 0	(0) 1,865,996 (462,880) 0
Taxes/Benefits From Sale	0	0	0	0	0	0
AFTER TAX CASH FLOW	(281,860)	(354,416)	(1,576,527)	0	2,607,076	1,403,116
CUMULATIVE AFTER TAX CASH FLOW	(281,860)	(636,275)	(2,212,802)	(2,212,802)	394,274	1,797,389
Breakeven Debt Coverage Ratio						85.947 121.567
COMPOSITON OF AFTER TAX NPV:	(1,961,640)		Of Investment, -100.002	5	NPV Components Per Rentable/Salable SF (10.79)	
Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	4,687,139 (814,288) 1,937,452 (549,388)		238.942 -41.512 98.772 -28.012		25.79 (4.48) 10.66 (3.02)	
TOTAL AFTER TAX NPV @ 8.002	3,299,275		168.19%		18.15	
	***********		*******	*********	************	*********

PIER 4

Boston, Massachusetts

PROJECT SALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 3

FROM PROJECT SALE CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 3

PROJECT SALE CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 3

FROM PROJECT SALE CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 3

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FROM PROJECT SALE CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 3

FROM PROJ

*************	***********	**********	:::::::::::::::::::::::::::::::::::::::	**********	**********	**********	*********	
(0)	(0)	(0)	(0)	0	(0)	(0)	0	(5,418,675)
0	0	0	0	0	0	0	0	0
804,568	836,855	870,329	905,142	941,348	979,002	1,018,162	1,058,888	1,101,244
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(636,475)	(636,475)	(636,475)	(636,475)	(636,475)	(636,475)	(636,475)	(636,475)	(636,475)
								11,109,345
168,192	200,379	233,853	268,666	304,872	342,526	381,686	422,413	6,155,438
168,192 (3,046) 0	200,379 (16,114) 0	233,853 (29,789) 0	268,666 (45,396) 0	304,872 (63,224) 0	342,526 (78,459) 0	381,686 (94,427) 0	422,413 (111,169) 0	6,155,438 (120,730) (1,613,659)
165,146	184,265	204,064	223,270	241,648	264,067	287,259	311,243	4,413,049
***************************************	***********	************	***********	*************	***********	************	***********	***********
(0) 168,192 (3,046) 0	(0) 200,379 (16,114) 0	(0) 233,853 (29,789) 0	(0) 268,666 (45,396) 0	304,872 (63,224) 0	(0) 342,526 (78,459) 0	(0) 381,686 (94,427) 0 0	422,413 (111,167) 0	(0) 464,768 (128,730) 5,690,670 (1,613,659)
165,146	184,265	204,064	223,270	241,648	264,067	287,259	311,243	4,413,049
1,962,535	2,146,801	2,350,865	2,574,135	2,815,783	·	3,367,108	3,678,352	8,091,401
83.43% 126.43%	81.02% 131.48%	78.70% 136.74%	76.482 142.217	74.332 147.90%	72.271 153.821	70.29% 159.97%	68.381 166.371	66.55% 173.02%

INTERNAL RATE OF RETURN

00000000000000 31.73% 00000000000000

***************************************		loston, Massac	husetts			
8-7-86	TAXABLE IN	COME AND INCO	ME TAXES - PHA	19E 3	6	ARAGE
YEAR	DESIGN	2 DESIGN	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0 0 0	0 0	4,422,065 (3,162,469)	4,598,948 (3,249,445) 0
TAXABLE INCOME ON SALES	0	0	0	0	1,259,596	1,349,503
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 9 (2,104)	0 0 (4,293)	0 0 (54,640)	0 0 (119,015)	371,980 (212,098) (213,244)	773,719 (600,000) (200,707)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(2,104)	(4,293)	(54,640)	(119,015)	(53,362)	(26,988)
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(2,104) 737 (737) 0 737	(4,293) 1,503 (1,503) 0 2,239	(54,640) 19,124 (19,124) 0 21,363	(119,015) 41,655 (41,655) 0 63,018	1,206,234 (422,182) (0) 63,018 0	1,322,515 (462,880) (0) 0
ORDINARY TAXES/BENEFITS	0	0	0	0	(359,164)	(462,880)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(357,164)	(462,880)
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		11,109,345 (6,498,890) (0)				
GAIN ON SALE	•••	4,610,455				
TAX / BENEFIT & 35.00%		(1,613,659)				
					2222222222222	==========

DESIGN STABILIZED 6 DESIGN CONSTRUCT CONSTRUCT LEASE-UP & SALES SOFT COSTS:
Envir. Imp. Report
Permitting/Licens.
Building Permits
A/E Fees
Design Consultants
Development Fee
Mtg. Brokerage Fee
Market Research Fee
Legal/Accounting
Insurance
RE Taxes 30 30 30 30 30 30 30 30 30 55 0 0 Ô 87,545 118,185 26,263 23,934 70,036 1.07 4.57 1.07 189,400 42,089 23,014 40,971 9,105 31,941 391,166 86,926 216,744 70,036 42,510 9,469 89,470 2.07 48,385 1.07 1.07 0.57 16,836 17,509 18,209 41,360 18,938 44,735 47,344 19,695 24,193 110,287 47,344 RE Taxes Marketing/PR 10,522 10,943 11,381 1.02 11,836 49,238 Brokerage on Leases Ô SOFT COSTS BEFORE INTEREST 281,860 354,416 152,966 264,401 141,511 1,195,154

PIER 4 Roston, Massachusetts

********				************	loston, Massach	***********		************	*********
********		*********		***********	ICOME AND INCOM	***********	***********	***********	RAGE ###########
OPER	7 ATE	9 OPERATE	OPERATE	OPERATE	OPERATE	DPERATE	OPERATE	OPERATE	15 SALE
	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
	0	0	0	0	0	0	0	0	0
804, (596, (199,	352)	836,855 (592,340) (198,474)	870,329 (587,927) (197,291)	905,142 (583,072) (192,367)	941,348 (577,731) (182,975)	979,002 (571,857) (182,975)	1,018,162 (565,395) (182,975)	1,058,888 (558,287) (182,975)	1,101,244 (550,468) (182,975)
8,	703	46,040	85,111	129,703	180,641	224,170	269,792	317,626	367,800
8,	703 046) (0) 0	46,040 (16,114) (0) 0	85,111 (29,789) (0) 0	129,703 (45,396) (0) 0	180,641 (63,224) (0) 0	224,170 (78,459) (0) 0	269,792 (94,427) (0) 0	317,626 (111,169) (0) 0	367,800 (128,730) (0) 0
(3,	146)	(16,114)	(29,789)	(45,396)	(63,224)	(78,459)	(94,427)	(111,169)	(128,730)
	0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0
(3,	046)	(16,114)	(29,789)	(45,396)	(63,224)	(78,459)	(94,427)	(111,169)	(128,730)

PIER 4 Boston, Massachusetts

3-7-86	DEPRECIATION.	AMORTIZATION.	& BASIS - PH	YSE 3	G	ARAGE
(EAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	S Lease-up	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	(2,104)	0 (4,293)	(12,666) (35,405) (6,569)	(65,205) (35,405) (18,405)	(82,240) (19,919) (2,950) (128,834) (22,128) (28,253)	(164,481 (19,919 (2,950 (159,662
POTENTIAL DEPREC. & AMORT. Percent Unsold	(2,104) 100.002	(4,293) 100.002	(54,640) 100.002	(119,015) 100.00%	(284,325) 75.00%	(401,413 50.00
ACTUAL DEPREC. & AMORT.	(2,104)	(4,293)	(54,640)	(119,015)	(213,244)	(200,707
ACCUM. DEPREC. & AMORT. Add Back For Sales	(2,104) 0	(6,397) 0	(61,037) 0	(180,052) 0	(393,296) 45,013	(548,990 116,094
ACTUAL ACCUM. DEPREC. & AMORT.	(2,104)	(6,397)	(61,037)	(180,052)	(348,283)	(432,896
Add to Basis Beginning Basis Deduct from Basis	281,860 281,860 0	354,416 636,275 0	4,236,345 4,872,621 0	4,719,359 9,591,980 0	3,057,898 12,649,877 (3,162,469)	260,927 9,748,335 (3,249,445)
ADJUSTED BASIS OF IMPROVEMENTS	281,860	636,275	4,872,621	9,591,980	9,487,408	6,498,890
Beginning Land Deduct from Land	0	0	0 0	0 0	0	0
ENDING LAND BASIS	0	0	0	0	0	0

PIER 4 n. Massachuset

4444444444444	********	Boston, Massa	chusetts			
8-7-86	SALE & LEASE ABSOR	PTION, OPERATII	NG EXPENSE GRO	NTH - PHASE 3		ARAGE
YEAR	DESIGN	2 Design	3 Construct	4 CONSTRUCT	5 Lease-up	STABILIZED & SALES
GROSS SALES: Cumulative Sold 2 New Sales 2 New Sales	7,875,000	8,190,000	8,517,600	8,858,304	9,212,636 50.007 50.007 4,606,318	9,581,142 100.00% 50.00% 4,790,571
GROSS LEASES, RENTS, OTHER INCOME: Base leases Total Leased % New Leased % New Leases Total Leases Lease Commissions 0.00%	0	0	0	0	50.002 50.002 0	100.00Z 50.00Z 0 0
Base rents Rents	802,406	834,503	867,883	902,598	938,702 469,351	976,250 976,250
Base Other Income Other Income	0	0	0	0	0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	(181,760)	(189,030)	(196,592)	(204,455)	(212,633) (102,064)	(221,139) (212,293)

				BOSCON, MASSAC	.nuseccs			
*************	*************		DEPRECIATION,	AMORTIZATION.	& BASIS - PHA	SE 3	GA	RAGE
######################################	9 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
(164,481) (19,919) (2,950) (159,662)	(164,481) (19,919) (2,950) (159,462)	(164,481) (19,919) (2,950) (159,662)						
(52,213)	(49,936)	(47,569)	(37,722)	(18,938)	(18,938)	(18,938)	(18,938)	(18,938)
(399,225) 50.00%	(396,949) 50.00%	(394,581) 50.00%	(384,734) 50.00%	(365,950) 50.002	(365,750) 50.001	(365,950) 50.00%	(365,950) 50.00%	(365,950) 50.00%
(199,612)	(198,474)	(197,291)	(192,367)	(182,975)	(182,975)	(182,975)	(182,975)	(182,975)
(632,508) 0	(830,982) 0	(1,028,273) 0	(1,220,640)	(1,403,615) 0	(1,586,590)	(1,769,565) 0	(1,952,539) 0	(2,135,514) 0
(632,508)	(830,982)	(1,028,273)	(1,220,640)	(1,403,615)	(1,586,590)	(1,769,565)	(1,952,539)	(2,135,514)
6,498,890 0	(0) 6,498,890 0	(0) 6,498,890 0	6,498,890 0	6,498,890 0	6,498,890 0	6,498,890 0	6,498,890 0	6,498,890 0
6,498,890	6,498,890	6,498,890	6,498,890	6,498,890	6,498,890	6,498,890	6,498,890	6,498,890
0	0	0	0	0 0	0	0 0	0	0
0	0	0	0	0	0	0	0	0

10 OPERATE OPERATE DPERATE OPERATE 13 OPERATE DPERATE 15 Sale 0PERATE 7 OPERATE 10,362,963 100.007 0.007 10,777,481 100.007 0.007 9,964,387 100.00% 0.00% 100.007 0.001 100.00% 100.00% 100.00% 100.00Z 0.00Z 100.00% 0.007 0.00% 0.002 0.007 0 0 0 0 100.007 0.007 0 100.002 50.002 0 100.007 0.007 100.002 0.007 0.007 0 0 100.002 100.00Z 0.00Z 100.00% 50.00% 100.00% 0.00% 50.00% 0 0 0 0 0 0 0 0 0 0 0 0 1,336,065 1,336,065 1,389,508 1,389,508 1,098,148 1,098,148 1,142,074 1,142,074 1,187,757 1,187,757 1,235,268 1,235,268 1,284,678 1,284,678 1,055,912 1,015,300 0 0 0 0 0 0 0 0 (269,049) (258,287) (279,811) (268,619) (291,004) (279,363) (302,644) (290,538) (239,184) (229,616) (248,751) (238,801) (258,701) (248,353) (229,984) (220,785)

PIER 4 Boston, Massachusetts

******************			2222222222	24544444444444	*********		
9-7-96	**************		DAN DETERMINAT	ION - PHASE 3	**************		BARAGE
YEAR	*********	DESIGN	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PERMANENT LOAN DETERMINAT Net Operating Income Capitalized & Loan-to-Value &	IDN: 10.007 80.007	0 0 0	0	0 0 0	0 0 0	371,980 3,719,803 2,975,843	773,719 7,737,191 6,189,753
Net Operating Income Plus Linkage and Turnin Debt Coverage e Loan Potential	g Costs 125.00%	0 0 0	0 0 0 0	0 0 0	0 0 0	371,980 371,980 297,584 2,805,302	773,719 773,719 618,975 5,835,027

PIER 4 Roston, Massachusetts

************				Boston, Massac	:husetts ************		*********	**********
***************			LOA	DETERMINATION	- PHASE 3	*************	6	ARAGE
7 OPERATE	9 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
8,046,649 6,437,343	836,855 8,368,546 6,694,837	870,329 8,703,288 6,962,630	905,142 9,051,419 7,241,135	941,348 9,413,476 7,530,781	979,002 9,790,015 7,832,012	1,018,162 10,181,616 8,145,293	1,058,888 10,588,880 8,471,104	1,101,244 11,012,436 8,809,948
804,668 804,668 643,734 6,068,428	836,855 836,855 669,484 6,311,165	870,329 870,329 696,263 6,563,612	905,142 905,142 724,114 6,826,156	941,348 941,348 753,078 7,099,203	979,002 979,002 783,201 7,383,171	1,018,162 1,018,162 814,529 7,678,498	1,058,888 1,058,889 847,110 7,985,638	1,101,244 1,101,244 880,995 8,305,063

	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	6 STABILIZED
COMPOSITION OF AFTER TAX CASH FLOM: Land Contributions Cash Contributions	(4,366,758) (2,143,299)	(0) (2,591,680)	(0) (8,885,939)	(0) (60,498)	(0) (0)	(0 (0
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(6,510,058) 0 0 0 0	(2,691,680) 0 0 0 0	(8,885,939) 0 0 0 0	(60,498) 0 0 0 0	14,254,316 (2,008,966) 0	0 11,406,665 (2,493,341 0
AFTER TAX CASH FLOW	(6,510,058)	(2,691,680)	(0,885,939)	(60,498)	12,245,350	8,913,325
UMULATIVE AFTER TAX CASH FLOW	(6,510,058)	(9,201,737)	(18,087,676)	(18,148,174)	(5,902,824)	3,010,501
OMPOSITION OF AFTER TAX NPV: Land Contributions Cash Contributions	(4,366,758) (12,301,881)		-26.207 -73.807			
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(16,669,639) 30,480,534 (4,418,832) 25,748,761 (5,250,030)	-	-100.00% 182.86% -26.51% 154.48% -31.50%			
OTAL AFTER TAX NPV @ 8.00%	29,891,993	_	179.33%			
			**********	**********	**********	********
AX VALUE OF MIXED USE: After Tax Cash Flow - As A Whole After Tax Cash Flow - Components	(6,510,058) (6,510,058)	(2,451,480) (2,491,680)	(8,885,939) (8,885,939)	(60,498) (60,498)	12,245,350 11,835,650	8,913,325 8,773,535
ALUE OF MIXED USE NPV = 184,291	0	0	0	0	409,700	139,790
***********************************	**********	***********	***********	***********		*********
EFORE TAX CASH FLOW: Condos Hotel Office Retail Garage Marina	(1,707,126) 0 (4,397,987) (123,085) (281,860) 0	(678,188) 0 (1,617,171) (41,905) (354,416) 0	(2,082,526) 0 (4,704,064) (522,822) (1,576,527) 0	(60,498) 0 0 0	9,279,242 0 1,830,486 178,349 2,766,239	9,018,523 0 528,440 (6,293) 1,865,996
						11,406,665
TOTAL BEFORE TAX CASH FLOW	(6,510,058)	(2,691,680)	(8,885,939)	(60,498)	14,254,316	11,400,000
- AXABLE INCOME: Condos Hotel Office Retail Garage	(4,027) 0 (9,602) (269) (2,104)	(2,691,680) (8,215) 0 (19,589) (548) (4,293)	(8,885,939) 	(244,790) 0 (595,504) (8,354) (119,015)	6,253,910 0 (249,475) (10,417) 1,206,234	6,200,714 0 (362,874) (36,525) 1,322,515
AXABLE INCOME: Condos Hotel Office Retail	(4,027) 0 (9,602) (269) (2,104)	(8,215) 0 (19,589) (548) (4,293) 0 (32,645) 11,426 (11,426)	(112,587) 0 (272,982) (3,832) (54,640) 0 (444,040) 155,414 (155,414) 0	(244,790) 0 (595,504) (8,354) (119,015) 0 (967,662) 338,682 (338,682) 0	6,253,910 0 (249,475) (10,417)	6,200,714 0 (362,874) (36,525) 1,322,515 0
AXABLE INCOME: Condos Hotel Office Retail Garage Marina TOTAL TAXABLE INCOME Income Taxes/Benefits Benefits Disallowed Benefits From Prior Years	(4,027) 0 (9,602) {269} (2,104) 0 (16,003) 5,601 (5,601)	(8,215) 0 (19,589) (548) (4,293) 0 (32,645) 11,426 (11,426)	(112,587) 0 (272,982) (3,832) (54,640) 0	(244,790) 0 (595,504) (8,354) (119,015) 0 (967,662) 338,682 (338,682) 0	6,253,910 (249,475) (10,417) 1,206,234 0 7,200,252 (2,520,08B) (0) 511,123	6,200,714 0 (362,874) (36,525) 1,322,515 0 7,123,830 (2,493,341) (0)
AXABLE INCOME: Condos Hotel Office Retail Garage Marina TOTAL TAXABLE INCOME Income Taxes/Benefits Benefits Disallowed Benefits To Be Carried	(4,027) 0 (9,602) (2,69) (2,104) 0 (16,003) 5,601 (5,601) 0 5,601	(8,215) (19,589) (548) (4,293) 0 (32,645) 11,426 (11,426) 0 17,027	(112,587) 0 (272,982) (3,832) (54,640) 0 (444,040) 155,414 (155,414) 0 172,441	(244,790) (595,504) (8,354) (119,015) 0 (967,662) 338,682 (338,682) 0 511,123	6,253,910 0 (249,475) (10,417) 1,206,234 0 7,200,252 (2,520,08B) (0) 511,123	6,200,714 (362,974) (36,525) 1,322,515 0 7,123,830 (2,493,341) (0) 0

PIER 4 Boston. Massachusetts

***********				Boston, Massa	Chusetts ***************		*********	*********
**************	***************************************			PHASE 3 PERF	DRMANCE		Ţ	OTAL
######################################	######################################	OPERATE	10 OPERATE	######################################	12 OPERATE	13 OPERATE	**************************************	######################################
(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)
2,531,986 0 0 0	0 2,464,325 0 0 0	2,393,958 0 0 0	1,251,628 0 0 0	2,270,704 (350,142) 0	4,449,432 (614,775) 0	4,367,113 (607,826) 0	4,281,501 {601,911} 0	2,991,251 (1,047,722) 75,629,683 (15,420,355)
2,531,986 5,542,486	2,464,325 8,006,812	2,393,958 10,400,770	1,251,628 11,652,398	1,920,561 13,572,959	3,834,656 17,407,616	3,759,286 21,166,902	3,679,590 24,846,492	62,152,857 86,999,349

INTERNAL RATE OF RETURN

23.64%

2,528,939 2,448,211 2,364,169 1,206,232 2,207,479 4,128,371 3,760,002 3,68 3,046 16,114 29,789 45,396 (286,918) (293,714) (716) (***********************************	7,590 62,152,857 0,733 62,160,326
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,00 0511001050
27,161 27,190 27,220 5,114 19,383 57,005 57,040 5 168,192 200,379 233,853 268,666 304,872 342,526 381,686 42 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	,143) (7,469)
27,161 27,190 27,220 5,114 19,383 57,005 57,040 5 168,192 200,379 233,853 268,666 304,872 342,526 381,686 42 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	******************
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 2,011 71,357,848 7,077 1,107,648 2,413 6,155,438 0 0
(35,610) (34,622) (33,554) (17,703) (79) (733 2,045 8,703 46,040 85,111 129,703 180,641 224,170 269,792 31 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	,501 78,620,935
155,689 161,660 167,055 (211,942) (622,604) (614,775) (607,826) (60 (155,689) (161,660) (167,055) (0) (0) (0) (0) (0) (0) (0) (0) (0) (0	0 0 0 0 1,853 2,604,351 1,266 21,340 1,626 367,800 0 0
	7,746 2,993,491 (,911) (1,047,722 (0) (0) 0 0 0
0 0 0 0 (350,142) (614,775) (607,826) (60	,911) (1,047,722)
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 · 0 0 0 0 0
0 0 0 0 (350,142) (614,775) (607,826) (60	

3-7-85 	*************	PHASE 3 PERF	ORMANCE	**********		DTAL
YEAR SALE PROCEEDS: Condos Hotel Office Retail Garage	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZE
Mariña						
TOTAL SALE PROCEEDS	0	0	0	0	0	
GAIN ON SALE: Condos Hotel Office Retail Garage Marina						
TOTAL GAIN ON SALE	0	0	0	0	0	
AX / BENEFIT @ 35.002	0	0	0	0	0	
Before Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(6,510,058) 0 0 0	(2,691,680) 0 0 0	(8,885,939) 0 0 0	(60,498) 0 0 0	14,254,316 (2,008,966) 0	11,406,66 (2,493,34
AFTER TAX CASH FLOW	(6,510,058)	(2,691,680)	(8,885,939)	(60,498)	12,245,350	8,913,32
Land Equity Available Land Equity Contributed	4,366,758 4,366,758	0	0	0	0	
ASH CONTRIBUTION REQUIRED	2,143,299	2,691,680	8,885,939	60,498	0	1
FTER TAX CASH FLOW BY COMPONENT: Condos Hotel	(1,707,126)	(678,188)	(2,082,526)	0	7,219,740	6,848,27
Office Retail Garage Marina	(4,397,987) {123,085) (281,860) 0	(1,617,171) (41,905) (354,416) 0	(4,704,064) (522,822) (1,576,527) 0	(60,498) 0 0	1,830,486 178,349 2,607,076	528,44 (6,29 1,403,11
TOTAL AFTER TAX BY COMPONENT	(6,510,058)	(2,691,680)	(8,885,939)	(60,498)	11,835,650	8,773,53

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SAL	OPERATE	13 OPERATE	12 OPERATE	OPERATE	10 OPERATE	OPERATE	8 Operate	7 OPERATE
68,864,62 1,074,38 5,690,67	•							
75,629,68	0	0	0	0	0	0	0	0
43,678,20 39,339,51 108,19								
4,610,45								
44,058,15	0	0	0	0	0	0	0	0
					·	·		
78,620,93 (1,047,72 75,629,68	4,281,501 (601,911)	4,367,113 (607,826)	4,449,432 (614,775)	2,270,704 (350,142)	1,251,628 0 0	2,393,958 0 0	2,464,325 0 0	2,531,986
(15,420,3	Ŏ	ŏ	ŏ	ŏ	Ŏ	Ŏ	Ŏ	ŏ
137,782,5	3,679,590	3,759,286	3,834,656	1,920,561	1,251,628	2,393,958	2,464,325	2,531,986
	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0
56,677,4 1,069,7 4,413,0	0 0 3,312,413 57,077 311,243	0 0 3,415,703 57,040 287,259	0 0 3,807,299 57,005 264,067	0 0 1,946,449 19,383 241,648	0 0 977,847 5,114 223,270	0 0 2,132,886 27,220 204,064	0 0 2,236,756 27,190 184,265	0 0 2,336,632 27,161 165,146
62,160,3	3,680,733	3,760,002	4,128,371	2,207,479	1,206,232	2,364,169	2,448,211	2,528,939

PIER 4 Boston, Massachusetts

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8-7-96 5####################################	*******	***********		MENT ASSUMPTIONS - PHASE L	:A:2888896868; :4444488	::::::::::::::::::::::::::::::::::::::
SITE: A Total Pier 4 Restaurant Remainder duilt Open Total buildout Floor Area Ratio	ACRES 8.7 0.9 8.0 3.8 5.0	SQ. FEET 385,974 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.02 10.22 99.82 43.12 56.92	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.00X 1.00X 30 10.00Z 1.00X 30	AFFORDAPLE HOUSING Linkage Fee 6.00 Linkage Ex. 100,000 Inclus. Hous. 0.002 ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.002
TAXATION: Ordinary Rate Capital Gains Deprec. Life (Bldg. ITC on Hotel FF&E Losses Disallowed	& FF&E)	50.007 20.007 19 8.007 0.007	5 (@ 85.00%)	DISCOUNT RATE FOR NPV EQUITY PHASE 1 AS PERCENT	8.00Z 20.00Z	ALLOCATION OF BREAKWATER TO NONMARINA USES 100.00% RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.00% PHASE 1 COSTS
Loss Carryforward		100.007		OF TOTAL BUILLDOUT	44.732	UNESCALATED 194,512,973

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8-7-94	DEV	ELOPMENT ASSUM	IPTIONS - PH	************ ASE 1		**********	**********	**********
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PROGRAM:	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
Land 3.56 acres Above ground	737,928	167,820	269,831	249,450	50,827 l			155,112
Below ground Water	513,504 : 178,200 :	•	•	·		560,104	178,200	53,500
Efficiency Factors Rentable/Saleable	653,377	917 135,934	100% 269,831	85% 212,033	70%; 35,579 ;	100.00% 560,104	100.007 178,200	:
UNITS: Condominiums Hotel rooms Hotel bays Cars	100 290 339	100	290 339				*****	;
Marina slips	1,400 :				į	1,400	100	
CONSTRUCTION PERIOD (MONTHS)	; 30 ;	30	30	30	30 (30	30	30 ;
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.007 4.007 4.007	4.00% 4.00% 4.00% 4.00%	4.002 4.002 4.002 4.002	4.002 4.002 4.002 4.002	4.002 4.002 4.002 4.002 4.002	4.007 4.007 4.007 4.007 4.007	1
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.007 80.007 10.907 3.007	110.007 80.007 10.007 3.007	110.00X 80.00X 10.00X 3.00X	110.007; 80.007; 10.007; 3.007;	125.007 80.007 10.007 3.007	125.002 80.002 10.002 3.002	1

PIER 4 Poston, Massachus

		Boston, Mas						
8-7-86	DEVI	ELOPMENT ASSUM	PTIONS - PHA	 		**********	*********	
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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT		122.50	108.50	91.50	91.50	61.75	6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.					!		1,200,000	1,200,000 12,000,000
BUILDING COSTS PER UNIT: Land per acre Condominium per unit Hotel bay - FF&C Hotel room - hard Hotel room - FF&E Parking per car Marina per slip		205,580	25,000 100,954 29,224			24,705	12,000	2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail I rent 5.00%		375.00		35.00	20.00 200.00 200.00			
REVENUES PER UNIT: Unit sales 1,359 ssf Monthly rent Daily rent Hotel daily other 39.442		509,753	158.00 60.74			35,000.00 275.00 10.50	30,000.00 225.00 10.50	
SALE, LEASE, RENT TERMS: Fresale Absorption Prelease Absorption		25.002 18 0.002 19	0.007 48 50.007 48	0.002 19 25.002 19	0.007: 18 25.007: 18	25.00% 18 25.00%	18	
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly Rent - daily		100.002	100.002	100.007	100.007	25.001 25.001 50.001	25.007	
Total		100.007	100.002	100.002	100.00%	100.002		į
COMMISSION: Sales Leases		3.002		5.00%	5.00X	4.00%	4.007	!
VACANCY	: : : : : : : : : : : : : : : : : : :		29.00%	10.001	10.0071		********	 }
TURNOVER: Turnover - stay Turnover - leave				75.001 25.001	50.00Z: 50.00Z:			!
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave			137.60 3.00%	8.00 1.002 2.00 7.00	10.00 1.007 2.00 7.00	2.00 1.007	0.25 1.002	

PIER 4 Boston, Massachusetts

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	TOTAL	CONDO	HOTEL			GARAGE	NARINA	MISC.
BROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831			560,104 560,104	179,200 178,200	53,500 0
LAND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
HARD COSTS: Component specific Hotel FFWE S Foundation & 25% Garage service area	0	20,557,950 1,966,416 751,312	3,161,721 1,208,005	2,922,908	595,561 227.547	34,586,422 (8,646,606)		3,303,625
Breakmater Site & Utilities	1,200,000 12,000,000	272,905 2,729,047	438,792	405,649 4,056,493	82,654		0	
HARD COST SUBTOTAL 19 Contingency 19 5.0%	138,075,006 6,903,750	26,277,630 1,313,881	46,948,105 2,347,405	31,326,487 1,566,324	6,392,968 319,148	25,939,917 1,296,991	1,200,000	0 0
TOTAL HARD COSTS	144,978,756	27,591,511	49,295,510	32,892,811	6,702,116	27,235,807	1,260,000	0
SOFT COSTS: Envir. Imp. Report 19 Permitting/Licens. 19 Building Permits 19 1.0% A/E Fees 19 4.5% Design Consultants 19 1.0% Development Fee 19 2.0% Att. Brokerage Fee 19 1.0% Market Research Fe 19 Legal/Accounting 19 1.0% Linkage 12 Insurance 10 1.0% RE Taxes 10 0.5% Marketing/PR 5 1.0% Brokerage on Lease 5	490,000 100,000 1,380,750 6,213,375 1,380,750 2,761,500 1,104,600 1,00,000 1,380,750 2,820,648 1,380,750 590,375 1,380,750 2,033,179	93,254 19,031 262,776 1,182,493 262,776 525,553 210,221 19,031 262,776 131,388 262,776	166,609 34,002 467,481 2,112,665 459,481 938,762 375,585 34,002 467,481 1,335,007 469,481 234,741 469,481	22,688 313,265 1,409,692 313,265 626,530 250,612 22,688 313,265	22,652 4,623 63,830 287,234 63,830 127,659 51,064 4,623 63,830 251,470 61,830 31,915 63,830 177,895	92,055 18,787 259,398 1,167,292 259,398 518,796 207,519 18,787 259,398 129,699 259,398	4,259 867 12,000 54,000 12,000 24,000 9,600 12,000 6,000 12,000	
Soft Cost SUBTOTAL Construc. Loan Pt. 1.0% Constr. Int. 15 Permanent Loan Pt. 1.0%	23,217,428 1,345,569 16,819,618 1,029,827	3,494,853 248,691 3,108,636 0	7,578,978 454,996 5,687,449 454,996		·	3,449,925 245,494 3,068,673 184,120	159,597 11,357 141,960 5,678	*********
TOTAL SOFT COSTS	42,412,442	6,852,181	14,176,418	11,913,031	2,204,008	6,948,213	318,592	
COSTS Refore INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,756 42,412,442					27,235,907 6,948,213		
TOTAL PROJECT COSTS COSTS After INCLUSIONARY HOUSING:	194,512,973	36,063,330	06,0/6,0/9 =======	47,213,293	4,396,638 ========	34,183,020	1,5/8,592	
LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,756 42,412,442	1,619,638 27,591,511 6,852,181	2,604,150 49,295,510 14,176,418	2,407,453 32,892,811 11,913,031	490,534 6,702,116 2,204,008	27,236,807 6,948,213	1,260,000 318,592	
TOTAL PROJECT COSTS	194,512,973	36,063,330	66,076,079	47,213,295	9,396,658	34,185,020	1,578,592	
PERCENT OF USE: Land Costs Hard Costs Soft Costs	3.66% 74.53% 21.80%	4.49% 76.51% 19.00%	3.94% 74.60% 21.45%	5.10% 59.67%		0.00% 79.67% 20.33%	0.00% 79.82% 20.18%	
Total Project Costs	100.002	100.00%	100.007			100.007		
PERCENT OF PROJECT BY COST: Land Costs Hard Costs Soft Costs	100.007 100.007 100.007	22.74% 19.03% 16.16%	36.57% 34.00% 33.43%	33.80% 22.69%	.6.89% 4.62% 5.70%	0.00% 19.79% 16.38%	0.00% 0.97% 0.75%	
Total Project Costs	100.00%	18.547	33.97%	24.27%	4.83%	17.57%	0.812	

######################################	######################################	Baston, M	assachusetts ########### PROJECTION ####################################	############## - Unescalati	**************************************	***********	 	**********
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
GROSS SALES Less Basis Less Commissions	50,975,325 (45,398,880) (2,079,260)	50,975,325 (36,063,330) (1,529,260)				12,250,000 (8,546,255) (490,000)	1,500,000 (789,296) (60,000)	
Gain on Sale TAX on Sale 50.0%	17,247,185 (8,623,592)	13,382,736 (6,691,368)				3,213,745 (1,606,873)	650,704 (325,352)	
NET SALES PROCEEDS	54,022,473	42,754,697				10,153,127	1,114,648	
GROSS REVENUE: Base leases 5 Base rents Other income	8,132,716 20,725,363 6,784,610		16,724,300 6,428,821	7,421,138	711,578 3 55 ,789	3,837,750	163,313	
TOTAL GROSS REVENUES Less VACANCY	35,642,688 (7,563,256)		23,153,121 (6,714,405)	7,421,138 1742,114)	1,067,367	3,837,750	163,313	
NET REVENUES	28,079,432		16,438,716	6,679,024	960,630	3,837,750	163,313	
OPERATING EXPENSES: Base operating expenses Replacement reserve	(13,050,397) (609,569)	•	(10,341,122) (493,161)	(1,526,634) (66,790)	(320,210) (9,606)	(840,156) (38,378)	(22,275) (1,633)	
TOTAL OPERATING EXPENSES	(13,659,965)		(10,834,283)	(1,593,424)	(329,816)	(878,534)	(23,908)	
NET OPERATING INCOME	14,419,467		5,604,433	5,085,600 =======	630,814	2,959,217	139,404	
GROSS MARGIN ON SALES BEFORE TAX RETURN ON ASSETS BY USE OVERALL ROA WITH AFTER TAX SALES SUBSIDY	37.992 9.672 15.452	37.117	8.48%	10.77%	6.712	37.602 11.542		
######################################		INTERNATION		********** F - UNESCAL	######################################		************	144 44 44 44
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
Hard Costs (Component Specific)		151.23	108.50	107.65	130.71	61.75	6.73	
Land Costs Hard Costs (Total) Soft Costs	10.90 221.89 64.91	11.91 202.98 50.41	9.65 182.69 52.54	11.35 155.13 56.18	13.79 188.37 61.95	0.00 48.63 12.41	0.00 7.07 1.79	
TOTAL DEVELOPMENT COSTS	297.70	265.30	244.88	222.67	264.11	61.03	8.86	
Gross Sales Less Basis, Commissions, Taxes		375.00 (325.77)				87.48 (76.01)	16.84 (13.18)	
AFTER TAX GAIN ON SALES		49.23				11.48	3.65	
Gross Revenues Less Vacancy		0.00 0.00	85.81 (24.88)	35.00 (3.50)	30.00 (3.00)	9.14 0.00	0.92 0.00	
Net Revenues Operating Expenses (Before deducting Linkage or Turns)		0.00 0.00	60.92 (40.15)	31.50 (7.52)	27.00 (9.27)	9.14 (2.09)	0.92 (0.27)	
NET OPERATING INCOME		0.00	20.77	23.99	17.73	7.04	0.45	

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9-14-3-3-0-6-3-0-6-3-3-3-3-3-3-3-3-3-3-3-3-3	JECT SALE, CASH	**********	***********	######################################	***************************************	########### DNDOs
**************************************	************	######################################	######################################	**********	**************************************	6
	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 MOI Capitalized @ 10.00% Less Commission @ 3.00%		0				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	- -	0 0 0				
AFTER TAX SALES PROCEEDS		0			•	
***************************************	**********	*********		**********		
COST & DEBT FLOWS (Exc. Perm. Amort.)	(2,592,297)	(1,066,297)	(3,600,560)	0	(17,104,916)	(18,815,408)
PRETAX SALES PROCEEDS	0	0	0	0	28,922,451	30,079,349
MET OPERATING INCOME (Before Linkage	0	0	0	0	0	0
Or Turning Costs)					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0 0
DEBT SERVICE					0	0
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(2,592,297)	(1,066,297)	(3,600,560)	0	11,817,535	11,263,942
			***********	===========	=======================================	
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(2,592,297) 3,285 0	(1,066,297) 6,701 0	(3,600,560) 91,301 0	198,510 0	11,817,535 (3,520,687) 0	11,263,942 (3,412,273) 0
AFTER TAX CASH FLOW	(2,589,012)	(1,059,596)	(3,509,260)	198,510	8,296,849	7,851,669
***************************************	***********					**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(2,592,297) 0 3,285 0 0	(1,066,297) 0 6,701 0 0	(3,500,560) (0) 91,301 0	(0) 0 198,510 0	(0) 11,817,535 (3,520,687) 0	(0) 11,263,942 (3,412,273) 0 0
AFTER TAX CASH FLOW	(2,589,012)	(1,059,596)	(3,509,260)	199,510	8,296,849	7,851,669
CUMULATIVE AFTER TAX CASH FLOW	(2,589,012)	(3,648,608)	(7,157,868)		. ,	9,189,159
Breakeven Debt Coverage Ratio						0.007 0.007
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(6,666,509) 16,352,291 (4,664,797) 0		#PV Components # ! Of Investment -100.00% 245.27% -69.97% 0.00%		VPV Components Per Rentable/Salable SF (49.04) 120.30 (34.32) 0.00 .00	
TOTAL AFTER TAX NPV & 8.00%	5,020,984		75.322		36.94	
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0	0	0	0	0	0	0	0	0
9,189,159	9,189,159	9,189,159	9,189,159	9,189,159	9,189,159	9,189,157	9,189,159	9,189,159
0.00% 0.00%	0.007 0.007	0.007 0.007	0.007 0.007	0.00% 0.00%	0.00Z 0.00Z	0.007 0.001	0.00Z 0.00Z	0.00Z 0.00Z

INTERNAL RATE OF RETURN

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YEAR		DESIGN	DESIEN	CONSTRUCT	CONSTRUCT	5 Lease-up	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Yea Capitalized @ Less Commission @	r 16 NOI 10.002 3.002		118,695,787 (3,560,874)				A SHCES
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Be	e nefits		115,134,914 (39,736,947) (8,735,641)				•
AFTER TAX SALES PROCEE	DS		66,662,326				
**************			***********		**********	*************	***********
COST & DEBT FLOWS (Exc.	. Perm. Amort.)	(4,341,921)	(1,759,598)	(22,976,367)	(3,128,475	7,352,791	(0)
PRETAX SALES PROCEEDS		0	0	0	0	0	0
NET OPERATING INCOME		0	0	0	0	4,337,017	5,512,830
LINKAGE	Or Turning Costs)					(111,251)	(111,251)
TURNING COSTS: Brokerage Fees Tenant Refurbishment						0	0
DEBT SERVICE						0	(4,667,487)
PROJECT SALE PROCEEDS							
BEFORE TAX CASH FLOW		(4,341,921)		(22,976,367)		, ,	734,093
Before Tax Cash Flow Income Tax./Ben. From Income Tax./Ben. From		(4,341,921) 5,869 0	(1,758,599) 11,972 0	(22,976,367) 82,730 0	(3,129,475 180,255 0	11,578,557 21,216 0	734,093 1,998,627 0
AFTER TAX CASH FLOW		(4,336,053)	(1,746,616)	(22,893,637)	(2,948,220)	11,599,773	2,732,719
******************		***********	**********	**********			
COMPOSITION OF AFTER TA Investment Cash Flow From Operat Jaxes/Benefits From C Cash Flow On Sale Taxes/Benefits From S	ions perations	(4,341,921) 0 5,869 0	(1,758,588) 0 11,972 0 0	(22,976,367) 0 82,730 0	(3,128,475 0 180,255 0 0	11,578,557 21,216 0	734,093 1,998,627 0 0
AFTER TAX CASH FLOW		(4,336,053)	(1,746,616)	(22,893,637)	(2,948,220)	11,599,773	2,732,719
CUMULATIVE AFTER TAX CA	SH FLOW	(4,336,053)		(28,976,306)			(17,592,033)
Breakeven Debt Coverage Ratio							67.217 115.737
COMPOSITON OF AFTER TAX	NPV:			PV Components Of Investment		NPV Components Per Rentable/Salable S	
Investment Cash Flow From Operat Taxes /Benefits From Cash Flow On Sale Taxes / Benefits From	Operations	(28,152,259) 28,254,925 (147,357) 25,670,070 (2,974,145)	_	-100.002 100.362 -0.522 91.182 -10.562		(104.33) 104.71 (0.55) 95.13 (11.02)	
TOTAL AFTER TAX NPV 8	8.00%	22,651,234		80.462		83.95	
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		PROJECT S	SALE, CASH FLO	W AND PERFORM	ANCE SUMMARIES	- PHASE 1	HO1	
***********	*************	***********	**********	***********	***********	*************	***********	**********
7	8	9	10	11	12	13	14	15
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	SALE

************	**********	*********	***********		**********	**********	**********	**********
0	0	(0)	(0)	0	0	(0)	0	(39,736,947)
0	0	0	0	0	0	0	0	0
6,775,769	8,130,923	9,019,904	9,380,700	9,755,929	10,146,166	10,552,012	10,974,093	11,413,056
(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)
0	0	0	0	0	0	0	0	0
(4,667,487)	(4,667,487)	(4,667,497)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)	(4,667,487)
								115,134,914
1,997,032	3,352,186	4,241,167	4,601,963	4,977,191	5,367,428	5,773,275	6,195,355	82,032,285
1,997,032 1,347,679	3,352,186 649,043 0	4,241,167 181,768 0	4,501,963 0 0	4,977,191 (1,034,812) 0	5,367,428 (1,367,627) 0	5,773,275 (1,594,244) 0	6,195,355 (1,831,347) 0	82,032,285 (2,079,498) (8,735,641)
3,344,711	4,001,229	4,422,935	4,601,963	3,942,379	3,999,801	4,179,031	4,364,008	71,217,146
**************	***********	***********			********	***********		***********
1,797,032 1,347,679 0	3,352,186 649,043 0	4,241,167 181,768 0	4,601,963 0 0	(0) 4,977,191 (1,034,812) 0 0	5,367,428 (1,367,627) 0	5,773,275 (1,594,244) 0	6,195,355 (1,831,347) 0	6,634,319 (2,079,498) 75,397,966 (8,735,641)
3,344,711	4,001,229	4,422,935	4,601,963	3,942,379	3,999,801	4,179,031	4,364,008	71,217,146
(14,247,322)	(10,246,093)	(5,823,158)	(1,221,195)	2,721,185	6,720,985	10,700,016	15,264,024	86,481,170
62.617 142.792	59.267 171.827	57.62% 190.87%	57.042 198.602	56.487 206.647	55.947 215.00%	55.437 223.69%	54.93% 232.73%	54.452 242.142

INTERNAL RATE OF RETURN

YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
PROJECT SALE PROCEEDS:						& SALES
Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		91,658,170 (2,749,745)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	•	88,908,424 (36,124,498) (5,559,732)				
AFTER TAX SALES PROCEEDS		47,224,195				
		**********		*******	*************	********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(3,566,993)	(1,271,170)	(3,911,055)	0	(1,716,666)	(
PRETAX SALES PROCEEDS	0	0	0	0	0	(
NET OPERATING INCOME {Before Linkage	0	0	0	0	3,052,851	6,192,098
Or Turning Costs). INKAGE					(102,848)	(102,848
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(1,085,210) (344,553)	(1,128,619 (344,553
DEBT SERVICE					0	(4,243,170
ROJECT SALE PROCEEDS					•	***************************************
EFORE TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(196,425)	372,909
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(3,566,993) 3,916 0	(1,271,170) 7,988 0	(3,911,055) 111,443 0	243,110 0	(196,425) 402,316 0	372,909 622,308 0
FTER TAX CASH FLOW	(3,563,078)	(1,263,182)	(3,799,612)	243,110	205,891	995,217
·	***********	**********	************	********	************	
OMPOSITION OF AFTER TAX CASH FLOM: Investment Cash Flom From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(3,566,993) 0 3,916 0	(1,271,170) 0 7,988 0 0	(3,911,055) 0 111,443 0	(0) 0 243,110 0 0	(196,425) 402,316 0	372,909 622,308 0 0
FTER TAX CASH FLOW	(3,563,078)	(1,263,182)	(3,799,612)	243,110	205,891	995,217
JMULATIVE AFTER TAX CASH FLOW	(3,563,078)	(4,826,259)	(8,625,871)	(8,382,761)	(8,176,870)	(7,181,653
Breakeven Debt Coverage Ratio						85.79 108.79
OMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes / Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(8,097,102) 8,361,850 1,972,017 17,970,871 (1,892,872)	N 7.	PV Components A: Of Investment: -100.00% 103.27% 24.35% 221.94% -23.38%	i	NPV Components Per Rentable/Salable SF (38.19) 39.44 9.30 84.76 (8.93)	
OTAL AFTER TAX NPV 8 8.00%	18,314,764		226.192		86.38	

					Boston, Massac				
####	**********	***********	***********	***********	***********	***********	************	*************	*********
			PROJECT S	ALE. CASH FLO	AND PERFORMA	NCE SUMMARIES	- PHASE 1	OFF I	CE
	**********	************	**********	**********	***********	************	************	*************	*********
	7	Я	q	10	11	12	13	14	15
	NPERATÉ	TPFRATE	OPERATÉ	GPERATE	OPERATE	NPERATE	OPERATE	OPERATE	SALE

***********						***********	**********	**********
(0)	0	0	(0)	0	(0)	(0)	0	(36,124,498)
Ó	0	0	0	0	0	0	0	9
6,117,802	6,040,535	5,960,177	6,731,479	7,533,633	7,443,242	7,349,234	7,251,467	8,189,874
(102,848)	(102,848)	(102,848)	(102,849)	(102,848)	(102,848)	(102,848)	(102,849)	(102,848)
0	0	0	(1,320,324) (344,553)	(1,373,137) (344,553)	0	0	0	(1,606,376) (344,553)
(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)
								88,909,424
1,771,785	1,694,518	1,614,160	720,585	1,469,926	3,097,224	3,003,217	2,905,449	54,676,854
1,771,785 643,225 0	1,694,518 664,249 0	1,614,160 685,311 0	720,585 288,665 0	1,469,926 (140,714) 0	3,097,224 {115,100} 0	3,003,217 (89,635) 0	2,905,449 (64,445) 0	54,676,854 (531,106) (5,559,732)
2,415,009	2,358,766	2,299,471	1,009,249	1,329,212	2,982,125	2,913,581	2,841,004	48,586,016
1,771,785 643,225 0	1,694,518 664,249 0	1,614,160 685,311 0	720,585 288,465 0 0	1,469,926 {140,714} 0	3,097,224 {115,100} 0	3,003,217 (89,635) 0	2,905,449 (64,445) 0	(0) 1,892,927 (531,106) 52,783,927 (5,559,732)
2,415,009	2,358,766	2,299,471	1,009,249	1,329,212	2,982,125	2,913,581	2,841,004	48,586,016
(4,766,544)	(2,407,879)	{108,407}	700,842	2,230,054	5,212,179	8,125,760	10,966,764	59,552,781
69.99% 141.76%	70.862 139.942	71.772 138.042	82.54% 116.98%	76.36% 134.64%	61.25% 172.99%	62.12 2 170.782	63.03% 168.47%	74.12% 144.61%

INTERNAL RATE OF RETURN

10.921 20.921

1-7-86 PF	DOTECT CALE CACH	43434444444444444444444444444444444444	######################################	######################################	### ############## 30	44444444 Tail
isaasissoassaassaassaassaassaassaassaass	ROJECT SALE, CASH ************************************	######################################	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%	·	11,482,592 (344,478)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	11,138,114 (4,515,562) (22,614)				
FTER TAX SALES PROCEEDS		6,599,938				
************************************		***********	***********		************	**********
OST & DEBT FLONS (Exc. Perm. Amort.)	(726,797)	(239,094)	(3,125,184)	(355,737)	(62,872)	(0)
RETAX SALES PROCEEDS	0	0	0	0	0	0
ET OPERATING INCOME (Before Linkage	0	0	0	0	380,220	775,723
.INKAGE					(20,956)	(20,956)
URNING COSTS: Brokerage Fees Tenant Refurbishment					(104,056) (80,053)	(108,218) (80,053)
DEBT SERVICE					0	(530,396)
ROJECT SALE PROCEEDS						
EFORE TAX CASH FLOW	(726,797)	(239,094)	(3,125,184)	(355,737)	112,284	36,100
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(726,797) 798 0	(239,094) 1,628 0	(3,125,184) 11,384 0	(355,737) 24,818 0	112,294 85,892 0	36,100 162,221 0
FTER TAX CASH FLOW	(725,999)	(237,466)	(3,113,800)	(330,919)	198,176	198,321
********************************	************	**********	**********	*********	**************	**********
OMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(726,797) 0 798 0 0	(239,094) 0 1,628 0	(3,125,184) 0 11,384 0	(355,737) 0 24,818 0	112,284 85,892 0	36,100 162,221 0
FTER TAX CASH FLOW	(725,999)	(237,466)	(3,113,800)	(330,919)	198,176	198,321
UMULATIVE AFTER TAX CASH FLOW	(725,999)	(963,466)	(4,077,266)	(4,408,185)	(4,210,010)	(4,011,689)
Breakeven Debt Coverage Ratio						87.187 106.817
OMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(3,909,918) 1,192,124 629,650 2,254,721 (7,699)		PV Components Of Investment -100.002 30.492 16.102 57.672 -0.202		NPV Components Per Rentable/Salable SF (109.89) 33.51 17.70 63.37 (0.22)	
OTAL AFTER TAX NPV 8 8.00%	158,877		4.067		4.47	

PIER 4

Boston, Massachusetts

PROJECT SALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 1 RETAIL

TO OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE SALE

1111111111111111111	**********	*********				**********		**********
(0)	0	0	(0)	0	(0)	(0)	0	(4,515,562)
0	0	0	0	0	0	0	0	0
775,879	776,041	776,209	858,354	943,785	943,975	944,172	944,377	1,044,319
(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,955)
0	0	0	(126,600) (80,053)	(131,664) (80,053)	0	0	0	(154,028) (80,053)
(530,396)	(530,396)	(530,396)	(530,394)	(530,396)	(530,394)	(530,396)	(530,396)	(530,396)
				~~~~~				11,138,114
224,527	224,689	224,857	100,350	180,717	392,623	392,820	393,025	6,881,439
224,527 159,793 0	224,689 157,177 0	224,857 154,357 0	100,350 109,782 0	180,717 60,064 0	392,623 57,522 0	392,820 54,731 0	393,025 51,666 0	6,881,439 1,180 (22,614)
384,320	381,866	379,214	210,132	240,781	450,145	447,551	444,692	6,860,005
*************	************		******	***********	************	************	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	***********
224,527 159,793 0	224,689 157,177 0	224,857 154,357 0	100,350 109,782 0	180,717 60,064 0	392,623 57,522 0	392,820 54,731 0	393,025 51,466 0	258,887 1,180 6,622,552 (22,614)
384,320	381,866	379,214	210,132	240,781	450,145	447,551	444,692	6,860,005
(3,627,369)	(3,245,503)	(2,866,289)	(2,656,157)	(2,415,376)	(1,965,232)	(1,517,681)	(1,072,989)	5,787,016
72.72% 142.33%	72.947 142.36%	73.17% 142.39%	83.062 118.922	78.412 134.072	65.162 174.022	65.49% 174.06%	65.927 174.102	75.287 148.817

INTERNAL RATE OF RETURN

8.43X 9.66666666666666

YEAR	DESIGN	DESIGN 2	CONSTRUCT	CONSTRUCT	S LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00%		55,281,361				
Less Commission @ 3.00%		(1,658,441)				
•PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		53,622,920 (25,287,148) (4,769,812)				
AFTER TAX SALES PROCEEDS		23,565,959				
****************************	*************			144444444	**************	**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(960,155)	(1,052,589)	(4,833,327)	0	(340,984)	(4,453,583)
PRETAX SALES PROCEEDS	0	. ,	. ,	0	·	7,153,919
ET OPERATING INCOME (Before Linkage	0	0	0	0	, .	3,734,611
.INKAGE Or Turning Costs	<b>)</b>				0	0
FURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DERT SERVICE					0	(2,970,219)
PROJECT SALE PROCEEDS						
EFORE TAX CASH FLOW	(960,155)	(1,052,589)	(4,833,327)	0	8,333,270	3,464,728
		=======================================	***********	=======================================	=======================================	=========
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(960,155) 3,242 0	(1,052,589) 6,615 0	(4,833,327) 84,853 0	184,980 0	8,333,270 (829,065) 0	3,464,728 (831,321)
FTER TAX CASH FLOW	(956,912)	(1,045,974)	(4,748,474)	184,980	7,504,204	2,633,407
**************************	*************	**********	**********	********	*************	********
OMPOSITION OF AFTER TAX CASH FLOW:						
Investment Cash Flow From Operations	(960,155) 0	(1,052,589) 0	(4,833,327) 0	(0)	8.333.270	(0) 3,464,728
Taxes/Benefits From Operations Cash Flow On Sale	3,242 0	6,615 0	84,853 0	184,980	(829,045)	(831, 321)
Taxes/Benefits From Sale	0	0	0	0	Ö	0
FTER TAX CASH FLOW	(956,912)	(1,045,974)	(4,748,474)	184,980	7,504,204	2,633,407
UMULATIVE AFTER TAX CASH FLOW	(956,912)	(2,002,887)	(6,751,361)	(6,566,391)		3,571,230
Breakeven Debt Coverage Ratio	,	.,,	,,	,,	,020	83.631 125.741
		N	PV Components A	5	NPV Components Per	
OMPOSITON OF AFTER TAX NPV:		Z	Of Investment		Rentable/Salable SF	
Investment Cash Flow From Operations	(6,078,573) 14,886,942		-100.002 244.912		(10.85) 26.58	
Taxes /Benefits From Operations Cash Flow On Sale	(1,709,259)		-28.12% 158.71%		(3.05) 17.22	
Taxes / Benefits From Sale	9,647,226 (1,623,935)		-26.727		(2.90)	
TAL AFTER TAX NPV 8 8.00%	15,122,401		248.78%		27.00	

***********	***********	**********	**********			**********		*********
0	(0)	(0)	0	0	0	. (0)	0	(25,287,148)
0	0	0	0	Ó	0	0	0	0
3,883,995	4,039,355	4,200,929	4,368,966	4,543,725	4,725,474	4,914,493	5,111,073	5,315,515
0	0	Û	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)
								53,622,920
913,776	1,067,136	1,230,710	1,398,747	1,573,506	1,755,255	1,944,274	2,140,954	30,481,068
913,776 178,752 0	1,069,136 89,079 0	1,230,710 (4,741) 0	1,398,747 {111,468) 0	1,573,506 {233,015) 0	1,755,255 1337,596) 0	1,944,274 1447,183) 0	2,140,854 (562,058) 0	30,681,068 (682,524) (4,769,812)
1,092,528	1,158,215	1,225,969	1,287,279	1,340,491	1,417,659	1,497,091	1,578,795	25,228,732
913,774 178,752 0 0	1,069,136 89,079 0	1,230,710 (4,741) 0	1,398,747 (111,468) 0	1,573,506 (233,015) 0	1,755,255 (337,596) 0	1,944,274 (447,183) 0	2,140,854 (562,058) 0 0	(0) 2,345,297 (682,524) 28,335,772 (4,769,812)
1,092,528	1,158,215	1,225,969	1,287,279	1,340,491	1,417,659	1,497,091	1,578,795	25,228,732
4,663,758	5,821,973	7,047,942	8,335,221	9,675,713	11,093,372	12,590,462	14,169,258	39,397,990
91.18% 130.76%	78.83% 136.00%	76.57% 141.43%	74.39% 147.09%	72.30% 152.98%	70.29% 159.10%	68.367 165.467	66.50% 172.08%	64.712 178.962

INTERNAL RATE OF RETURN

32.69%

		PIER Boston, Massa				
######################################	MANAGEMANA ANGEL	***********	######################################	######################################	######################################	######################################
######################################		######################################	######################################	***********	**************************************	**********
	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Froceeds - Year 16 NOI Capitalized @ 10.007 Less Commission @ 3.00%		2,585,464 (77,564)				a oneed
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	- -	2,507,900 (903,112) (315,493)				
AFTER TAX SALES PROCEEDS		1,289,295				
***************************************	**********	***********		**********	1444444444444	
COST & DERT FLOWS (Exc. Perm. Amort.)	(44,419)	(48,694)	(223,594)	0	(120,765)	(410,947)
PRETAX SALES PROCEEDS	0	0	0	0	842,298	875,990
NET OPERATING INCOME (Before Linkage	. 0	0	0	0	83,973	174,665
Or Turning Costs)						0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	(106,079)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(44,418)	(48,694)	(223,594)	0	805,506	533,628
	=======================================	=======================================	=======================================	************	. 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(44,418) 150 0	(49,694) 306 0	(223,594) 3,917 0	8,533 0	805,506 (203,087) 0	533,628 (224,531) 0
AFTER TAX CASH FLOW	(44,268)	(48,388)	(219,677)	8,533	602,420	309,097
***************************************		49494944444	************	**********	************	
COMPOSITION OF AFTER TAX CASH FLOM: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(44,418) 0 150 0	(48,694) 0 306 0	(223,594) 0 3,917 0 0	8,533 0 0 0	805,506 (203,087) 0	533,628 (224,531) 0
AFTER TAX CASH FLOW	(44,268)	(48,388)	(219,677)	8,533	602,420	309,097
CUMULATIVE AFTER TAX CASH FLOW	(44,268)	(92,655)	(312,332)	(303,799)	298,620	607,717
Breakeven Debt Coverage Ratio						65.49% 164.65%
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes / Benefits From Operations	(281,200) 1,394,346 (457,271) 546,368		V Components As Of Investment -100.007 495.852 -162.612	NPV Ren	Components Per table/Salable SF (1.58) 7.82 (2.57)	
Cash Flow On Sale Taxes / Benefits From Sale	546,368 (107,413)		194.302 -38.202		3.07 (0.60)	
TOTAL AFTER TAX NPV @ 8.00%	1,094,829	<u></u>	389.34%		6.14	
*******************************	*************	************	************		************	**********

******	*******	***********			********		**********	**********	*********
	0	0	(0)	0	(0)	0	(0)	0	(903,112)
	0	0	Õ	0	0	0	0	0	0
18	1,651	188,917	196,474	204,333	212,506	221,007	229,847	239,041	248,602
	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0 0	0	0	0
(10	6,079)	(106,079)	(106,079)	(106,079)	(106,079)	(105,079)	(106,079)	(106,079)	(104,079)
									2,507,900
7: *******	5,572	82,838	90,395	98,254	106,427	114,927	123,768	132,961	1,747,310
	5,572 3,020) 0	82,838 (27,069) 0	90,395 (31,299) 0	98,254 (35,984) 0	106,427 (41,185) 0	114,927 (45,925) 0	123,768 (50,884) 0	132,961 (56,073) 0	1,747,310 (61,505) (315,493)
57	2,552	55,769	- 59,096	62,269	65,242	69,002	72,884	76,889	1,370,312
********	•••••	***********	************		***********		**********	***********	************
75 (2)	(0) 5,572 3,020) 0 0	(0) 82,938 (27,069) 0	90,395 (31,299) 0	(0) 98,254 (35,984) 0 0	(0) 106,427 (41,185) 0 0	(0) 114,927 (45,925) 0 0	(9) 123,768 (50,884) 0 0	(0) 132,961 (56,073) 0	(0) 142,523 (61,505) 1,604,787 (315,493)
52	2,552	55,769	59,096	62,269	65,242	69,002	72,884	76,899	1,370,312
666	0,269	716,039	775,134	837,404	902,645	971,648	1,044,531	1,121,420	2,491,732
	53.43% 71.24%	61.45% 178.09%	59.56% 185.21%	57.731 192.621	55.98% 200.33%	54.29% 208.34%	52.66% 216.67%	51.107 225.347	49.60% 234.36%

INTERNAL RATE OF RETURN

6666666666666 21.83% 6666666666666

######################################	***********	PIEK Boston, Massa				
8-7-96 44###################################	***************	PHASE 1 PERF	ORMANCE	##################  #################		**************************************
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
COMPOSITION OF AFTER TAX CASH FLOW: Land Contributions Cash Contributions	(7,121,775) (5,093,547)	(0) (5,401,223)	(0) (38,284,460)	(0) (2,644,097)	(0) (0)	(0)
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(12,215,322) (17,259) 17,259 0	(5,401,223) (35,209) 35,209 0	(38,284,460) (385,628) 385,628 0	(2,644,007) (840,205) 840,205 0	32,450,727 (3,463,364) 0	0 16,405,399 (1,684,970) 0 0
AFTER TAX CASH FLOW	(12,215,322)	(5,401,223)	(38,284,460)	(2,644,007)	28,997,363	14,720,430
CUMULATIVE AFTER TAX CASH FLOW	(12,215,322)	(17,616,544)	(55,901,004)	(59,545,011)	(29,557,648)	(14,837,219)
COMPOSITION OF AFTER TAX NPV: Land Contributions Cash Contributions	(7,121,775) (45,016,331)		-13.66% -86.34%			
Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits On Sale	(52,138,105) 69,395,022 (4,238,405) 56,089,256 (6,606,065)		-100.00% 133.10% -8.13% 107.58% -12.67%			
TOTAL AFTER TAX NPV @ 8.00%	62,501,703		119.89%			
***************************************		**********	**********	**********		**********
TAX VALUE OF MIXED USE: After Tax Cash Flow - As A Whole After Tax Cash Flow - Components	(12,215,322) (12,215,322)	(5,401,223) (5,401,223)	(38,294,460) (38,284,460)	(2,644,007) (2,644,007)	28,987,363 28,407,313	14,720,430 14,720,430
VALUE OF MIXED USE NPV = 138,613	0	(0)	0	0	580,050	0
************************************		**********	***********	***********		44144444444
BEFORE TAX CASH FLOW: Condos Hotel Office Retail Garage Marina	(2,592,297) (4,341,921) (3,566,993) (726,797) (960,155) (44,418)	(1,066,297) (1,758,588) (1,271,170) (239,094) (1,052,589) (48,694)	(3,600,560) (22,976,367) (3,911,055) (3,125,184) (4,833,327) (223,594)	(3,129,475) 0 (355,737) 0 0	11,817,535 11,578,557 1196,425) 112,284 8,333,270 805,506	11,263,942 734,093 372,909 36,100 3,464,728 533,628
TOTAL BEFORE TAX CASH FLOW	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	32,450,727	16,405,399
TAXABLE INCOME: Condos Hotel Office Retail Garage Marina	(5,569) (11,737) (7,832) (1,594) (6,485) (300)	(13,402) (23,944) (15,977) (3,255) (13,229) (612)	(182,601) (165,460) (222,896) (22,769) (169,705) (7,835)	(397,020) (360,510) (486,220) (49,635) (369,959) (17,066)	7,041,374 (42,432) (804,633) (171,784) 1,658,131 406,173	6,824,546 (3,997,253) (1,244,616) (324,441) 1,662,642 449,062
TOTAL TAXABLE INCOME Income Taxes/Benefits 0.5 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(34,519) 17,259 (0) 0	(70,418) 35,209 (0) 0	(771,256) 385,628 (0) 0 0	(1,680,409) 840,205 (0) 0	8,096,829 (4,043,414) (0) 0	3,369,939 (1,684,970) (0) 0
ORDINARY TAXES/BENEFITS	17,259	35,209	395,628	840,205	(4,043,414)	(1,684,970)
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					678,000 580,050 0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	17,259	35,209	385,628	840,205	(3,463,364)	(1,684,970)

PIER 4 Boston, Massachusetts

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7 OPERATE	OPERATE	OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)
4,982,691 2,305,429 0	6,423,366 1,532,480 0	7,401,288 985,395 0	6,919,899 {216,648} 0 0	8,307,767 (1,505,819) 0	10,727,457 (1,808,726) 0	11,237,353 (2,127,216) 0	0 11,767,645 (2,462,257) 0 0	0 11,273,953 (3,353,453) 164,745,004 (19,403,291)
7,289,120 (7,548,099)	7,955,846 407,747	8,386,684 8,794,431	6,703,251 15,497,682	6,801,948 22,299,630	9,918,731 31,218,361	9,110,137 40,328,498	9,305,387 49,633,886	153,262,213 202,896,098

INTERNAL RATE OF RETURN

19.64I

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7,289,120 7,289,120	7,955,846 7,955,846	8,386,684 8,386,684	6,703,251 7,170,893	6,801,948 6,918,106	8,918,731 8,918,731	9,110,137 9,110,137	9,305,387 9,305,387	153,262,213 153,262,213
0	(0)	0	(467,642)	(116,158)	0	(0)	(0)	(0)
*************	############			14194141944	***********		***********	*************
1,997,032 1,771,785 224,527 913,776 75,572	3,352,186 1,694,518 224,689 1,069,136 82,838	0 4,241,167 1,614,160 224,857 1,230,710 90,395	0 4,601,763 720,585 100,350 1,398,747 98,254	4,977,191 1,469,926 180,717 1,573,506 106,427	0 5,367,428 3,097,224 392,623 1,755,255 114,927	0 5,773,275 3,003,217 392,820 1,744,274 123,768	0 6,195,355 2,905,449 393,025 2,140,854 132,961	0 82,032,285 54,675,854 6,881,439 30,681,068 1,747,310
4,982,691	6,423,366	7,401,288	6,919,899	8,307,767	10,727,457	11,237,353	11,767,645	176,018,957
(2,695,359) (1,286,449) (319,586) (357,503) 46,040	0 (1,298,086) (1,328,497) (314,355) (178,159) 54,137	(363,537) (1,370,622) (308,713) 9,483 62,598	935,284 (577,329) (219,564) 222,936 71,968	2,301,939 281,428 (120,128) 466,029 82,371	2,735,255 230,199 (115,043) 675,192 91,850	0 3,188,488 179,271 (109,461) 894,366 101,767	3,662,695 128,890 (103,333) 1,124,117 112,146	4,158,996 1,062,212 (2,361) 1,365,049 123,011
(4,612,857) 2,306,429 (0) 0	(3,064,960) 1,532,480 (0) 0	(1,970,791) 985,395 (0) 0	433,295 (216,648) (0) 0 0	3,011,538 (1,505,819) (0) 0	3,617,453 (1,808,726) (0) 0	4,254,432 (2,127,216) (0) 0	4,924,515 (2,462,257) (0) 0	6,706,907 (3,353,453) (0) 0 0
2,306,429	1,532,480	985,395	(216,648)	(1,505,819)	(1,808,726)	(2,127,216)	(2,462,257)	(3,353,453)
0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0
2,306,429	1,532,480	985,395	(216,648)	(1,505,819)	(1,808,725)	(2,127,216)	(2,462,257)	(3,353,453)

		PIER Boston, Mass				
######################################	*************	PHASE 1 PERI	************	************		######################################
YEAR SALE PROCEEDS: Condos Hotel Office Retail Garage Marina	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED
TOTAL SALE PROCEEDS	0	0	0	0	0	0
GAIN ON SALE: Condos Hotel Office Retail Garage Marina						
TOTAL GAIN ON SALE	0	0	0	0	0	0
TAX / BENEFIT € 20.00%	0	0	0	0	0	0
Before Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(12,232,581) 17,259 0 0	(5,436,432) 35,209 0	(38,670,087) 385,629 0 0	(3,484,212) 840,205 0	32,450,727 (3,463,364) 0 0	16,405,399 (1,684,970) 0 0
AFTER TAX CASH FLOW	(12,215,322)	(5,401,223)	(38,284,460)	(2,644,007)	28,987,363	14,720,430
Land Equity Available Land Equity Contributed	7,121,775 7,121,775	0	0	0	0	0
CASH CONTRIBUTION REQUIRED	5,093,547	5,401,223	38,284,460	2,644,007	0	0
AFTER TAX CASH FLOW BY COMPONENT: Condos Hotel Office Retail Garage Marina	(2,589,012) (4,336,053) (3,563,078) (725,999) (956,912) (44,268)	(1,059,596) (1,746,616) (1,263,182) (237,466) (1,045,974) (48,388)	(3,509,260) (22,893,637) (3,799,612) (3,113,800) (4,748,474) (219,677)	198,510 (2,948,220) 243,110 (330,919) 184,980 8,533	8,296,849 11,599,773 205,891 198,176 7,504,204 602,420	7,851,669 2,732,719 975,217 198,321 2,633,407 309,097
TOTAL AFTER TAX BY COMPONENT	(12,215,322)	(5,401,223)	(38,284,460)	(2,644,007)	28,407,313	14,720,430
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	14	13	12	11	10	9	Я	7
Si	OPERATE	OPERATE	OPERATÉ	OPERATE	OPERATE	OPERATÉ	OPERATE	OPERATE
75,397, 52,783, 6,622, 28,335, 1,604,								
164,745,	0	Û	0	0	0	0	0	0
43,678, 43,678, 27,798, 113, 23,849, 1,577,								
97,016,	0	0	0	0	0	0	0	0
(19,403,	0	0	0	0	0	0	0	0
176,018, (3,353, 164,745, (19,403,	11,767,645 (2,462,257) 0 0	11,237,353 (2,127,216) 0	10,727,457 (1,808,726) 0	8,307,767 (1,505,819) 0	6,919,899 (216,649) 0 0	7,401,288 985,395 0	6,423,366 1,532,480 0	4,982,691 2,306,429 0
318,007,	9,305,387	9,110,137	8,918,731	6,801,948	6,703,251	8,386,684	7,955,846	7,289,120
	0	0	0	0	0	0		0
	0	0	. 0	0	0	0	0	ð
71,217, 48,586, 6,860, 25,228, 1,370,	4,364,008 2,841,004 444,692 1,578,795 76,889	0 4,179,031 2,913,581 447,551 1,497,091 72,884	0 3,999,801 2,982,125 450,145 1,417,659 69,902	3,942,379 1,329,212 240,781 1,340,491 65,242	0 4,601,963 1,009,249 210,132 1,287,279 62,269	0 4,422,935 2,299,471 379,214 1,225,969 59,096	0 4,001,229 2,358,766 381,866 1,158,215 55,769	0 3,344,711 2,415,009 384,320 1,092,528 52,552
153,262,	9,305,387	9,110,137	8,918,731	6,718,105	7,170,893	9,386,684	7,955,846	7,289,120

PIER 4 Boston. Massachusetts

				loston, Massachusetts		
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SIIE: Total Pier 4 Restaurant Remainder Built Open Total buildout Floor Area Ratio	ACRES 8.9 0.9 8.0 3.8 5.0	SQ. FEET 385,994 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.07 10.27 89.87 43.17 56.97	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.007 1.007 30 10.007 1.007	AFFORDABLE HOUSING Linkage Fee 6.00 Linkage Ex. 100,000 Inclus. Hous. 0.00% ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.00%
TAXATION: Ordinary Rate Capital Bains Deprec. Life (Bldg. ITC on Hotel FF&G. Losses Disallowed Loss Carryforward	. & FF&E)	35.002 35.002 30 0.002 100.002	5 (@ 85.00%)	DISCOUNT RATE FOR NPV EQUITY  PHASE 1 AS PERCENT OF TOTAL BUILDOUT	8.002 100.002 44.732	ALLOCATION OF BREAKWATER TO NONARINA USES 100.00%  RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.00%  PHASE 1 COSTS UNESCALATED 174,213,358

		Boston, Mas	sachusetts					
8-7-86	DEV	ELOPMENT ASSUM	PTIONS - PH	19E 1	************		************	
***************************************	**************************************		**********	05575	######################################	GARAGE	MARINA	WICC
PROGRAM:	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	0AMA66 :========	##1## ==========	MISC.
Land 3.56 acres Above ground	737,928	167,820	269,831	249,450	50,827			155,112
Below ground Water	613,604 : 178,200 :					560,104	178,200	53,500
Efficiency Factors Rentable/Salable	653,377	917 135,934	100% 269,831	85% 212,033	70%! 3 <b>5,5</b> 79 l	100.007 560,104	100.00% 178,200	!
UNITS: Condominiums Hotel rooms Hotel bays	! 100 ! ! 290 ! ! 339 !	100	290 339		!			-
Cars Marina slips	1,400 1				;	1,400	100	
CONSTRUCTION PERIOD (MONTHS)	1 30 1	30	30	30	30 !	30	30	30 !
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.007 4.007 4.007	4.007 4.007 4.007 4.007	4.002 4.002 4.002 4.002	4.007 4.007 4.007 4.007	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	4.002 4.002 4.002 4.002 4.002	
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.00Z 80.00Z 10.00Z 3.00Z	110.007 80.007 10.007 3.007	110.002 80.002 10.002 3.002	110.00X 80.00X 10.00X 3.00X	125.001 80.001 10.001 3.001	125.002 80.002 10.002 3.002	

	************	Boston, Mas	*******	*********	********	*********	********	4444444444
8-7-95 5:5:4:3:4:4:5:4:4:4:4:4:4:4:4:4:4:4:4:4:	DEV	ELOPMENT ASSUM			*********	*********	13044454444	
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT		122.50	109.50	91.50	91.50	61.75	6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.					1		1,200,000	1,200,000 12,000,000
BUILDING COSTS PER UNIT: Land per acre Condominium per unit Hotel bay - FF&E Hotel room - FF&F Parking per car Marina per slip		205,580	25,000 100,954 29,224			24,705	12,009	2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail Z rent 5.00%	 	375.00		35.00	20.00 200.00 10.00			 
REVENUES PER UNIT: Unit sales 1,359 ssf Monthly rent Daily rent Hotel daily other 38.44Z		509,753	158.00 60.74			35,000.00 275.00 10.50	30,000.00 225.00 10.50	! ! ! !
SALE, LEASE, RENT TERMS: Presale Absorption Prelease Absorption		25.00% 18 0.00% 18	0.00% 48 50.00% 48	0.007 18 25.007 18	0.00% 18   25.00% 18	25.00% 18 25.00% 18	18	1
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly Rent - daily Total		100.007	100.007 100.007	100.002	100.002	25.00% 25.00% 50.00% 100.00%	25.00% 25.00%	;
COMMISSION: Sales Leases		3.007		5.00%	5.00%	4.002		
VACANCY	!		29.00%	10.00%	10.00%			
TURNOVER: Turnover - stay Turnover - leave				75.00% 25.00%	50.00% 50.00%			
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave			137.60 3.00%	8.00 1.00% 2.00 7.00	10.00   1.00%   2.00   7.00		0.25 1.007	

454444444444444444444444444444444444444			PIER 4 Massachusett	ts				
8-7-85 ####################################	::::::::::::::::::::::::::::::::::::::	JECT COSTS -	UNESCALATED	P#####################################	***********	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	************* ************	
	TOTAL	CONDO			RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377		269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	179,200	53,500 0
LAND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
HARD COSTS: Component specific Hotel FF&E 5 Foundation @ 25% Garage service area Breakwater Site & Utilities	116,400,006 3,475,000 0 1,200,000 12,000,000	20,557,950 1,966,416 751,312 272,905 2,729,047	8,475,000 3,161,721 1,208,005	) 2.922.908	227.547	• ;	1,200,000	3,303,625
HARD COST SUBTOTAL 30 Contingency 30 5.0%	138,075,006 6,903,750					25,939,917 1,296,991	1,200,000	0
TOTAL HARD COSTS				~~~~~~~~		27,236,907		0
## SOFT COSTS:  Envir. Imp. Report	490,000 100,000 1,380,750 6,213,375 1,380,750 2,761,500 100,000 1,380,750 2,820,648 1,380,750	93,254 19,031 262,776 1,182,493 262,776 525,553 0 19,031 262,776	166,609 34,002 469,481 2,112,663 469,481 938,952 0 34,002 469,481 1,335,007	111,171 22,689 313,265 1,409,692 313,265 626,530 22,688 313,265	22,652 4,623 63,830 287,234 63,830 127,659 0 4,623 63,830 251,470	92,055 18,787 259,398 1,167,292 259,398 518,796 0 18,787 259,398	4,259 869 12,000 54,000 12,000 24,000 0 869 12,000	
Insurance 10 1.0% RE Taxes 10 0.5% Marketing/PR 5 1.0% Grokerage on Lease 5	1,380,750 690,375 1,380,750 2,033,179	262,776 131,388 262,776	469,481 234,741 469,481	313,265 156,632 313,265 1,855,294	63,830 31,915 63,830 177,895	259,398 129,699 259,398	12,000 5,000 12,000	
Soft Cost SUBTOTAL Construc. Loan Pt. 1.0% Constr. Int. 15 Fermanent Loan Pt. 1.0%	22,112,929 0 0 0	3,284,632 0 0 0	7,203,393 0 0 0	7,005,181 0 0 0	1,227,218 0 0 0	3,242,407 0 0 0	149,997 0 0 0	
TOTAL SOFT COSTS	22,112,828	3,284,632	7,203,393	7,005,181	1,227,219	3,242,407	149,997	
COSTS Refore INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS  TOTAL PROJECT COSTS  COSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS	7,121,775 144,978,756 22,112,828 174,213,358 	1,619,638 27,591,511 3,284,632 32,495,781 1,619,638 27,591,511	49,295,510 7,203,393 59,103,054	7,005,181 42,305,445	8,419,95B	3,242,407 30,479,214	1,409,997	
SOFT COSTS TOTAL PROJECT COSTS	22,112,828	3,284,632		7,005,191		3,242,407	149,997	
PERCENT OF USE; Land Costs Hard Costs Soft Costs	174,213,358  4.092 83.227 12.692	32,495,781 	37,103,054  4.412 83.412 12.172	5.69% 77.75%		30,479,214 0.002 89.362 10.642	1,409,997 	
Total Project Costs	100.002	100.002	100.002	100.002	100.007	100.002	100.007	
PERCENT OF PROJECT BY COST: Land Costs Hard Costs Soft Costs	100.002 100.002	22.74% 19.03% 14.85%	36.57% 34.00% 32.58%	33.80% 22.69%	6.89% 4.62% 5.55%	0.007 18.79% 14.66%	0.00% 0.87% 0.68%	<b>2222</b> 222222
Total Project Costs	100.002	18.65%	33.93%		4.83%	17.50%	0.81%	

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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
ROSS SQUARE FEET ET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,931 269,831	249,450 212,033	50,827 33,579	560,104 560,104	178,200 178,200	53,500 0
ROSS SALES Less Basis Less Commissions	50,975,325 (40,820,583) (2,079,260)	50,975,325 (32,495,781) (1,529,260)				12,250,000 (7,619,803) (490,000)	1,500,000 (704,998) (60,000)	
Gain on Sale TAX on Sale 35.02	21,925,482 (7,638,919)	16,950,284 (5,932,599)				4,140,197 (1,449,069)	735,002 (257,251)	
ET SALES PROCEEDS	55,007,147	43,513,466				10,310,931	1,182,749	
ROSS REVENUE: Base leases 5 Base rents Other income	8,132,716 20,725,363 6,784,610		16,724,300 6,428,821	7,421,138	711,578 355,789	3,837,750	163,313	
TOTAL GROSS REVENUES Less VACANCY	35,642,688 (7,563,256)		23,153,121 (6,714,405)	7,421,138 1742,114)	1,067,367 {106,737)	3,837,750	163,313	
NET REVENUES	28,079,432		16,438,716	6,679,024	960,630	3,837,750	163,313	
PERATING EXPENSES: Base operating expenses Replacement reserve	(13,050,397) (609,569)		(10 ₁ 341,122) (493,161)	(1,526,634) (66,790)	(320,210) (9,606)	(840,156) (38,378)	(22,275) (1,633)	
TOTAL OPERATING EXPENSES	(13,659,965)		(10,834,283)	(1,593,424)	(329,816)	(878,534)	(23,908)	
ET OPERATING INCOME	14,419,467			5,085,600	630,814	2,959,217	139,404	
ROSS MARGIN ON SALES BEFORE TAX ETURN ON ASSETS BY USE VERALL ROA WITH AFTER TAX SALES SUBSIDI	53.472 10.812 21.442	52.161	9.487	12.021	7.49%	54.332 12.952	104.267 19.777	
######################################	######################################	556555555555 ER NET RENTAL 56665655555	 	4444444444 F - UNESCAL	########## ATED - PHASE		*********** ***********	
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
ROSS SQUARE FEET ET RENTABLE/SALABLE SF	737,928 653,377	157,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
ard Costs (Component Specific)	·	151.23	108.50	107.65	130.71	61.75	6.73	
Land Costs Hard Costs (Total) Soft Costs	10.90 221.89 33.84	11.91 202.98 24.16	9.65 182.69 26.70	11.35 155.13 33.04	13.79 189.37 34.49	0.00 48.63 5.79	0.00 7.07 0.84	
OTAL DEVELOPMENT COSTS	266.64	239.06	219.04	199.52	234.65	54.42	7.91	
Gross Sales Less Basis, Commissions, Taxes		375.00 (293.95)	1	-		87.48 (69.26)	16.84 (11.47)	
FTER TAX GAIN ON SALES		81.05				19.22	5.36	
Gross Revenues Less Vacancy		0.00 0.00	85.81 (24.88)	35.00 (3.50)	30.00 (3.00)	9.14 0.00	0.92 0.00	
Net Revenues Operating Expenses (Refore deducting		0.00 0.00	60.92 (40.15)	31.50 (7.52)	27.00 {9.27}	9.14 (2.09)	0.92 (0.27)	
Linkage or Turns								
Linkage or Turns) ET OPERATING INCOME	************	0.00	20.77	23.99	17.73	7.04	0.65	

***************************	**************************************	Boston, Mass ###################################	achusetts ############## FORMANCE SUMMA ###################################	######################################		######################################
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		0		ı		T SALES
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		0 0 (0)				
AFTER TAX SALES PROCEEDS		(0)				
***********************************			***********	***********	************	***********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(2,592,297)	(847,567)	(12,499,735)	(13,240,057)	(6,997,396)	0
PRETAX SALES PROCEEDS	0	0	0	Û	28,922,451	30,079,349
NET OPERATING INCOME (Before Linkage	0	0	0	0	0	
Or Turning Costs) LINKAGE					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	0
PROJECT SALE PROCEEDS					-	~~~~~~~
BEFORE TAX CASH FLOW	(2,592,297)	(847,667)	(12,499,735)	(13,240,057)	22,025,065	30,079,349
	************	F#20F3522222				
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(2,592,297) 0 0	(947,567) 0 0	(12,499,735) 0 0	(13,240,057) 0 0	22,025,065 (3,455,824) 0	30,079,349 (3,930,836)
AFTER TAX CASH FLOW	(2,592,297)	(847,667)	(12,499,735)	(13,240,057)	18,569,241	26,148,513
*************************************	*************	***********	***********	**********	*************	**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(2,592,297) 0 0 0 0	(847,667) 0 0 0 0	(12,499,735) 0 0 0 0	(13,240,057) 0 0 0 0	(6,897,386) 28,922,451 (3,455,824) 0	30,079,349 (3,930,836) 0
AFTER TAX CASH FLOW	(2,592,297)	(847,667)	(12,499,735)	(13,240,057)	18,569,241	26,148,513
CUMULATIVE AFTER TAX CASH FLOW	(2,592,297)	(3,439,964)	(15,939,698)	(29,179,755)	(10,610,514)	15,537,999
Breakeven Debt Coverage Ratio						0.001 0.001
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(29,673,850) 41,730,365 (5,215,395) 0 (0)	N Z	PV Components Of Investment -100.00% 149.63% -17.58% 0.00%		APV Components Per Rentable/Salable SF (218.30) 306.99 (38.37) 0.00 (.00)	:
TOTAL AFTER TAX HPV 8 8.00%	6,841,120	-	23.05%	-	50,33	
***************************************	, .,  }}		***********		********	*********

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0	0	0	(0) 0 0	(0) 0 0	0	0	0	(0) 0 0
0 0	0	0 0	0	0 0	0	0	0	0 (0)
Α					^			
0 15,537,999	0 15,537,999	0 15,537,999	0 15,537,999	0 15,537,999	0 15,537,999	0 15,537,999	0 15,537,999	(0) 15,537,999
0.00% 0.00%	0.001 0.001	0.00Z 0.00Z	0.007 0.007	0.00Z 0.00Z	0.00% 0.00%	0.007 0.007	0.007 0.007	0.002 0.002

INTERNAL RATE OF RETURN

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	28*21		20.322		19'002'495	X00.8 9 VAN XAT RETER 1AT	01
	V Components Per (195.41) (195.41) (195.41) (195.20) (195.20) (195.20) (195.20) (195.20)	 38 3N St	V Components ( 100.001 97.002 97.002 74.342 10.052		(2,745,143) 19,198,953 19,198,953 10,574,983 15,726,531)	MPOSITON OF AFTER TAX NPV: Investment Investment of Seritions Asses / Benetits From Operations Iases / Benetits From Sale Taxes / Benetits From Sale	
0.00Z						Breakeven Debt Coverage Ratio	
(22'852'528)	(60'424'629)	(215'548'15)	(58'188'926)	(2'826'279)	(4,341,921)	MULATIVE AFTER TAX CASH FLOW	กา
4,809,370	(450,197,8)	(52*924*622)	(55'225'590)		(4*241*651)	TER TAX CASH FI.OW	
***********							
0 (017,592) (018,104,2	0 (P62'85#) #'552'19P (15'255'666)	(22,654,935) 0 0 0 0	0 0 0 0 (25*225*270)	(BZÞ, Þ1Z,1) 0 0 0 0	(4,341,921) 0 0 0	MPOSITION OF AFTER TAX CASH FLOW: Investment Fash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	B3
	************	***********	***********		***********	********************	ţţ
4,809,370	(720,197,8)	(52*924*622)	(55'225'590)	(854,412,1)	(4,341,921)	TER TAX CASH FLOW	44
0 (012,292) 5,401,590	(8 ⁴ 062 ⁴ 854)	(\$2,654,933)	0 0 (55*225*590)	0 0 0 0 0	(4,341,921)	Before Tax Cash Flow Income Tax./Ben. From Project Sale Income Tax./Ben. From Project Sale	
	, ,					<b></b>	:=
095'101'5	(8,097,233)	(52,654,933)	(55,332,260)	(1,514,458)	(4,341,921)	HEAD TAT GREH FLOW	18
						NOTECT SALE PROCEFOS	id
0	0					EBT SERVICE	13
0	0					JRN1NG COSTS: Brokerage Fees Tenant Returbishæent	11
(111,251)	(111,251)					(eteō3 poinaut 10 38AXMI	٦.
2,512,830	4,337,917	0	0	0	0	TERMITING INCOME (Before Linkage)	IN
0	0	0	0	0	0	SETAX SALES PROCEEDS	id
0	(15, 322, 999)	(52*924*422)	(55,332,260)	(854,412,1)	(4,341,921)	JST & DEBT FLOWS (Exc. Perm. Amort.)	13
************	***********	**********	*********	************	*************	************************	i <b>#</b>
				744,705,89		SUBBLIER TAX SALES PROCEEDS	Ι¥
				416,451,467) 0 0 115,134,914	-	PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	
				(2,545,987) (3,495,787)	-	ROJECT SALE PROCEEDS: Bross Proceeds - Year 16 WOL Capitalized B 10.00X Less Commission B 3.00X	d
8148 4 83142 4 83142 4	⁴ U-38A3.J	TOURTRUCT	TOURTENOO	регіей	N91530		
********			2		***********	EVB ####################################	Ť
01EF	ri ####################################	1E2 - 6HV2E 1	***********	**********	######################################	-1-96 *####################################	∂ #
				Pleg Bezzen notzou			

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				Boston, Massaci				
************	**********	**********	**********	************	************	***********		
		PROJECT S	ALE. CASH FLO	W AND PERFORMAN	ICE SUMMARIES	- PHASE 1	HOTE	Ł
************	***********	************	**********	************	**********	************	***********	********
7	8	9	10	11	12	13	14	15
DDEDATÉ	GOCDATE	ODEDATE	REPATE	OPERATE	OPERATE	OPERATE	SPERATE	SALF

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0	0	0	0	Û	0	0	0	0
0	Û	0	0	0	0	0	0	0
6,775,769	8,130,923	9,019,904	9,380,700	9,755,929	10,146,166	10,552,012	10,974,093	11,413,056
(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	. 0	0	0
								115,134,914
6,664,519	8,019,673	8,908,654	9,269,450	9,644,678	10,034,915	10,440,762	10,862,842	126,436,720
6,664,519 (1,038,511) 0	8,019,673 (1,517,258) 0	8,908,654 (1,833,022) 0	9,269,450 (2,275,149) 0	9,644,679 (2,739,771) 0	10,034,915 (2,876,354) 0	10,440,762 (3,018,400) 0	10,862,842 (3,166,128) 0	126,436,720 (3,319,766) (16,927,467)
5,626,008	6,502,415	7,075,631	6,994,301	6,904,907	7,158,561	7,422,361	7,696,714	106,189,487
*************	************	***********	***********	************	**********		**********	**********
6,564,519 (1,038,511) 0	8,019,673 (1,517,258) 0	8,908,654 (1,833,022) 0	9,269,450 (2,275,149) 0 0	9,644,678 (2,739,771) 0	10,034,915 (2,876,354) 0	10,440,762 (3,018,400) 0	10,862,842 (3,166,12B) 0	(0) 11,301,896 (3,319,766) 115,134,914 (16,927,467)
5,625,008	6,502,415	7,075,631	6,994,301	6,904,907	7,158,561	7,422,361	7,696,714	106,189,487
(50,199,252)	(43,696,837)	(36,621,206)	(29,626,905)	(22,721,998)	(15,563,437)	(8,141,075)	(444,362)	105,745,125
43.007 0.007	42.927 0.00%	42.897 0.001	42.877 0.001	42.862 0.002	42.857 0.00%	42.83% 0.00%	42.827 0.002	42.917 0.007

INTERNAL RATE OF RETURN

<b>##############</b> 8-7-96	######################################	######################################	PIEH Boston, Mass ###################################	achusetts ##################################	############ RIES ~ PHASE	 	######################################
業業者看着看看看看看着着着着着着看看看看 YEAR	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	######################################	######################################	######################################	######################################	######################################	STABILIZED & SALES
PROJECT SALE PROCEEDS Gross Proceeds - Ye Capitalized @ Less Commission @	er 16 NOI 10.00%		91,658,170 (2,749,745)	•			
PRETAX SALE PROCEED Less Mortgage Balan Less Taxes / Plus B			99,908,424 0 (12,172,680)				
AFTER TAX SALES PROCE	EDS		76,735,744				
**************	************	************		**********	**********	*********	**********
COST & DEBT FLOWS (Ex	c. Perm. Amort.)	(3,566,993)	(1,010,534)	(14,901,373)	(15,783,937	(8,222,617)	(0)
PRETAX SALES PROCEEDS		0	0	0	0	0	0
NET OPERATING INCOME	(Before Linkage	Û	0	0	0	3,052,851	6,192,098
LINKAGE	Or Turning Costs)					(102,848)	(102,848)
TURNING COSTS: Brokerage Fees Tenant Refurbishment	ŧ					(1,085,210) (344,553)	(1,128,619) (344,553)
DEBT SERVICE							0
PROJECT SALE PROCEEDS							
BEFORE TAX CASH FLOW		(3,566,993)	(1,010,534)	(14,901,373)	(15,783,937	) (6,702,376)	4,616,079
		*************	=======================================		**********		
Before Tax Cash Flow Income Tax./Ben. Fro Income Tax./Ben. Fro	om Operations	(3,586,993) 0 0	(1,010,534) 0 0	(14,901,373) 0 0	(15,783,937 0 0		4,616,079 (1,401,594) 0
AFTER TAX CASH FLOW		(3,566,993)	(1,010,534)	(14,901,373)	{15,783,937	(7,285,351)	3,214,485
***************	**************	************	***********	**********	********	**************	*********
COMPOSITION OF AFTER T Investment Cash Flow From Opera Taxes/Benefits From Cash Flow On Sale Taxes/Benefits From	tions Operations	(3,566,993) 0 0 0 0	(1,010,534) 0 0 0 0	(14,901,373) 0 0 0 0	(15,783,937 0 0 0 0	(8,222,617) 1,520,241 (582,975) 0	4,616,079 (1,461,594) 0
AFTER TAX CASH FLOW		(3,566,993)	(1,010,534)	(14,901,373)	(15.783.937)	(7,285,351)	3,214,485
CUMULATIVE AFTER TAX C	ASH FLOW	(3,566,993)	(4,577,527)	(19,479,901)		, ,	(39,333,704)
Breakeven Debt Coverage Ratio					• •	, ,	37.871 0.001
COMPOSITON OF AFTER TA Investment Cash Flow From Opera Taxes / Benefits From Cash Flow On Sale Taxes / Benefits From	tions Operations	(35,851,866) 30,551,432 (8,316,097) 30,269,855 (4,144,323)		PV Components Of Investment -100.002 85.222 -23.202 84.432 -11.562		NPV Components Per Rentable/Salable S (169.09) 144.09 (39.22) 142.76 (19.55)	
TOTAL AFTER TAX NPV @	8.00%	12,509,000	-	34.897		59.00	
***************	**************		**********	*********			**********

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Û	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
6,117,902	6,040,535	5,960,177	6,731,479	7,533,633	7,443,242	7,349,234	7,251,467	8,189,874
(102,848)	(102,848)	(102,848)	(102,948)	(102,848)	(102,848)	(102,948)	(192,848)	(102,849)
0 0	0	0	(1,320,324) (344,553)	(1,373,137) (344,553)	0	0	0	(1,606,376) (344,553)
0	0	0	0	0	0	0	0	0
								89,908,424
6,014,955	5,937,687	5,857,330	4,963,755	5,713,096	7,340,394	7,246,397	7,148,619	95,044,522
6,014,955 (1,378,441) 0	5,937,687 (1,354,362) 0	5,857,330 (1,329,320) 0	4,963,755 (1,595,645) 0	5,713,096 (1,883,749) 0	7,340,394 (1,852,112) 0	7,246,387 (1,819,209) 0	7,148,619 (1,784,990) 0	95,044,522 (2,093,409) (12,172,680)
4,636,514	4,583,325	4,528,009	3,368,110	3,829,347	5,488,283	5,427,178	5,363,629	80,779,432
**************	************	***********	***********	**********	~ * * * * * * * * * * * * * * * * * * *	************	***********	**********
6,014,955 (1,378,441) 0	5,937,687 (1,354,362) 0	5,857,330 (1,329,320) 0	4,963,755 (1,595,645) 0	5,713,096 (1,883,749) 0	7,340,394 (1,852,112) 0	7,246,387 (1,819,209) 0	7,148,619 (1,784,990) 0	6,136,097 (2,093,409) 98,908,424 (12,172,680)
4,636,514	4,583,325	4,528,009	3,368,110	3,829,347	5,488,283	5,427,178	5,363,629	90,778,432
(34,597,190)	(30,113,865)	(25,585,855)	(22,217,745)	(19,388,398)	(12,900,115)	(7,472,938)	(2,109,309)	78,669,123
22.087 0.00%	22.95% 0.00%	23.86Z 0.00Z	39.332 0.002	36.97% 0.00%	21.877 0.00%	22.742 0.00%	23.65% 0.00%	39.517 0.007

INTERNAL RATE OF RETURN

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8-7-86 PRI ####################################	DJECT SALE, CASH ####################################		ORMANCE SUMMAR ############### 3 CONSTRUCT		######################################	ETAIL ####################################
	DESTON	ACOTON	CONSTRUCT	CUNSTRUCT	LEH3E-UF	& SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00%		11,482,592				
Less Commission @ 3.00%	-	(344,478)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	_	11,139,114 0 (266,812)				
AFTER TAX SALES PROCEEDS		10,871,302				
******************************	***********	**********	***********	**********	************	**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(726,797)	(205,903)	(3,036,248)	(3,216,076	(1,675,410)	0
PRETAX SALES PROCEEDS	0	0	0	0	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	390,220	775,723
Ur Turning Costs)					(20,956)	(20,956)
TURNING COSIS: Brokerage Fees Tenant Refurbishment					(104,056) (80,053)	(108,218) (80,053)
DEBT SERVICE					0	0
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(726,797)	(205,903)	(3,036,249)	(3,216,076	(1,500,254)	566,496
	=======================================	***********	=======================================	==========		
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(726,797) 0 0	(205,903) 0 0	(3,036,248) 0 0	(3,216,076) 0 0	(1,500,254) (41,654) 0	566,496 (130,837) 0
AFTER TAX CASH FLOW	(726,797)	(205,903)	(3,036,248)	(3,216,076)	(1,541,908)	435,640
*******************************	**********	**********	***********			
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations	(726,797) 0 0	(205,903) 0 0	(3,036,248) 0 0	(3,216,075) 0 0	(1,675,410) 175,155 (41,654)	(0) 566,496 (130,837)
Cash Flow On Sale Taxes/Benefits From Sale	0 0	0	0	9 0	0	0
AFTER TAX CASH FLOW	(726,797)	(205,903)	(3,036,248)	(3,215,076)	(1,541,908)	435,660
CUMULATIVE AFTER TAX CASH FLOW	(726,797)	(932,700)	(3,968,948)	(7,185,024)		(8,291,272)
Breakeven Debt Coverage Ratio				, ,	, ,	45.817 0.00%
COMPOSITON OF AFTER TAX NPV:			PV Components A Of Investment	ls	NPV Components Per Rentable/Salable SF	
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(7,305,042) 3,854,309 {835,380} 3,792,094 (90,839)		-100.00% 52.76% -11.44% 51.91% -1.24%		(205.32) 109.33 (23.48) 104.58 (2.55)	
TOTAL AFTER TAX NPV & 8.00%	(584,858)		-8.012		(16.44)	
***************************************	*********	**********	**********	*********	**************	*******

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*************	************	**********	**********	**********	***********	***********		********
		PROJECT S	IALE. CASH FLOI	N AND PERFORMA	NCE SUMMARIES -	- PHASE 1	RETA	II
************	***********	***********	***********	**********	***********	***********	*************	444444444
7	8	9	10	11	12	13	14	15
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	CALE

***********	**********	**********	***********	**********	***********	**********	*********	**********
0	0	0	Û	0	0	0	0	0
Û	0	0	0	0	. 0	0	0	0
775,879	776,041	776,209	858,354	943,785	943,975	944,172	944,377	1,044,319
(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,956)	(20,954)	(20,956)	(20,956)
0	0	0	(126,600) (80,053)	(131,664) (80,053)	0	0	0	(15 <b>4</b> ,029) (80,053)
0	0	0	0	0	0	0	0	0
			*********					11,138,114
754,923	755,085	755,253	630,746	711,113	923,019	923,216	923,421	11,927,397
754,923 (131,472) 0	755,085 (132,133) 0	755,253 (132,820) 0	630,746 (162,606) 0	711,113 (195,851) 0	923,019 (195,919) 0	923,216 (195,987) 0	923,421 (196,058) 0	11,927,397 (229,119) (266,812)
623,451	622,952	622,433	468,140	515,262	727,101	727,230	727,363	11,431,467
	•							*************
(0) 754,923 (131,472) 0 0	755,095 (132,133) 0 0	(0) 755,253 (132,820) 0	(0) 630,746 (162,606) 0 0	711,113 (195,851) 0 0	923,019 (195,918) 0	923,216 (195,987) 0 0	923,421 (196,058) 0 0	789,283 (229,118) 11,138,114 (266,812)
623,451	622,952	622,433	468,140	515,262	727,101	727,230	727,363	11,431,467
(7,567,822)	(7,044,970)	(6,422,436)	(5,954,297)	(5,439,034)	(4,711,933)	(3,984,703)	(3,257,340)	8,174,127
31.90Z 0.00Z	32.587 0.00%	33.472 0.002	46.371 0.00%	44.41% 0.00%	31.617 0.007	32.407 0.007	33.197 0.001	45.137 0.007

INTERNAL RATE OF RETURN

22222222222 7.04% **2222222222** 

######################################	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Sross Proceeds - Year 16 MOI Capitalized @ 10.00% Less Cosmission @ 3.00%		55,281,361 (1,658,441)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	•	53,622,920 (9,839,207)				
AFTER TAX SALES PROCEEDS	•	43,783,713				
********************************		*********				***********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(960,155)	(836,770)	(12,339,044)	(13,069,849)	(6,909,717)	0
PRETAX SALES PROCEEDS	0	0	0	. ,	6,878,768	7,153,919
NET OPERATING INCOME (Before Linkage	Û	0	0	0	1,795,486	3,734,611
Or Turning Costs)					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment			•		0	0
DERT SERVICE						0
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(960,155)	(836,770)	(12,339,044)	(13,069,849)	1,865,538	10,898,530
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(960,155) 0 0	(836,770) 0 0	(12,339,044) 0 0	(13,069,949) 0 0	1,865,538 (1,312,941) 0	10,888,530 (2,047,964) 0
AFTER TAX CASH FLOW	(960,155)	(836,770)	(12,339,044)	(13,069,849)	552,597	8,840,566
11*********************************		###########		*******	*************	********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(960,155) 0 0 0 0	(836,770) 0 0 0 0	(12,339,044) 0 0 0 0	(13,069,849) 0 0 0 0	(6,808,717) 8,674,254 (1,312,941) 0	(0) 10,888,530 (2,047,964) 0
AFTER TAX CASH FLOW	(960,155)	(836,770)	(12,339,044)	(13,069,849)	552,597	8,840,566
CUMULATIVE AFTER TAX CASH FLOW	(960,155)	(1,796,925)	(14,135,968)		(26,653,220)	(17,812,655)
Breakeven Debt Coverage Ratio						20.021 0.001
COMPOSITON OF AFTER TAX NPV:			PV Components Of Investment	As I	NPV Components Per Rentable/Salable S	
Investment Cash Flow From Operations Taxes /Benefits From Operations	(27,693,560) 32,818,057 (7,921,518)		-100.00% 118.50% -28.60% 65.92%		(49.44) 59.59 (14.14) 32.59	
Cash Flow On Sale Taxes / Benefits From Sale	18,256,515 (3,349,867)	_	-12.102		(5.98)	

**********	***********	*********	**********	*********				*********
0	0	0	0	0	0	0	0	0
^	0	0	0	0	0	0	0	0
3,887,795	4,039,355	4,200,929	4,368,966	4,543,725	4,725,474	4,914,493	5,111,073	5,315,515
0	0	0	0	0	0	0	0	0
0 0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
								53,622,920
3,993,995	4,039,355	4,200,929	4,368,966	4,543,725	4,725,474	4,914,493	5,111,073	58,938,436
3,883,995 (1,084,283) 0	4,039,355 (1,142,500) 0	4,200,929 (1,200,965) 0	4,368,966 (1,267,745) 0	4,543,725 (1,344,105) 0	4,725,474 (1,407,717) 0	4,914,493 (1,473,874) 0	5,111,073 (1,542,677) 0	58,938,436 (1,614,232) (9,839,207)
2,797,712	2,896,855	2,999,963	3,101,221	3,199,620	3,317,757	3,440,619	3,568,396	47,484,997
***********	***********	*********	***********	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	************	************		
3,993,995 (1,086,283) 0	4,039,355 (1,142,500) 0	4,200,929 (1,200,966) 0	4,368,966 (1,267,745) 0	4,543,725 (1,344,105) 0	4,725,474 (1,407,717) 0	4,914,493 (1,473,874) 0	5,111,073 (1,542,677) 0	5,315,515 (1,614,232) 53,622,920 (9,839,207)
2,797,712	2,896,855	2,999,963	3,101,221	3,199,620	3,317,757	3,440,619	3,568,396	47,484,997
(15,014,943)	(12,118,088)	(9,118,125)	(6,016,904)	(2,817,284)	500,473	3,941,092	7,509,487	54,994,484
20.022 0.002	20.02% 0.00%	20.027 0.001	20.027 0.002	20.022 0.002	20.02% 0.00%	20.02% 0.00%	20.027 0.00%	20.021 0.001

INTERNAL RATE OF RETURN

AEVB \$春時看發音音音音音音音音音音音音音音音音音音音音音音音音音音音音音音音音音音音音		DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 1 Capitalized &	6 NOI 10.00%		2,585,464				
Less Commission @	3.00%		(77,564)				
PRETAX SALE PROCEFDS Less Mortgage Balance Less Taxes / Plus Benef	its	<u>-</u> .	2,507,900 0 (602,395)				
AFTER TAX SALES PROCEEDS			1,905,505				
******	*************	***********			**********	**************	
COST & DEBT FLOWS (Exc. P	erm. Amort.)	(44,419)	(38,710)	(570,816)	(604,623)	(314,979)	0
PRETAX SALES PROCEEDS		0	0	0	0	842,298	875,990
NET OPERATING INCOME (Be-	fore Linkage	0	0	0	0	83,973	174,665
LINKAGE	Turning Costs)					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment						0	0
DEBT SERVICE						0	0
PROJECT SALE PROCEEDS							
REFORE TAX CASH FLOW		(44,418)	(38,710)	(570,814)	(604,623)	611,294	1,050,655
****************			:23355343555	.===========	***********	2222222222222222	
Before Tax Cash Flow Income Tax./Ben. From O Income Tax./Ben. From Pr		(44,418) 0 0	(38,710) 0 0	(570,816) 0 0	(604,623) 0 0	611,294 (179,841) 0	1,050,655 (223,861) 0
AFTER TAX CASH FLOW		(44,419)	(39,710)	(570,816)	(604,623)	432,453	826,794
		444444444444			**********	**************	*********
OMPOSITION OF AFTER TAX ( Investment Cash Flom From Operation Taxes/Benefits From Oper Cash Flom On Sale Taxes/Benefits From Sale	ns rations	(44,418) 0 0 0	(38,710) 0 0 0 0	(570,816) 0 0 0 0	(504,523) 0 0 0 0	(314,978) 926,272 (178,841) 0 0	1,050,655 (223,861) 0
AFTER TAX CASH FLOW		(44,418)	(38,710)	(570,816)	(604,623)	432,453	826,794
CUMULATIVE AFTER TAX CASH	FLOW	(44,418)	(93,127)	(653,943)	(1,258,566)	(826,114)	680
Breakeven Debt Coverage Ratio							12.09
				V Components A Of Investment		NPV Components Per Rentable/Salable SF	
COMPOSITON OF AFTER TAX No Investment Cash Flow From Operation Taxes / Benefits From Ope Cash Flow On Sale Taxes / Benefits From Sa	ns Prations	(1,281,130) 2,285,991 (571,223) 853,842 (205,092)		-100.002 178.442 -44.592 55.652 -16.012		(7.19) 12.83 (3.21) 4.79 (1.15)	
TOTAL AFTER TAX NPV @	9.007	1,082,388		84.49%		6.07	
OTHER DESIGNATION OF THE PERSON OF THE PERSO		.,002,000		JIIII			

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		PROJECT S	GALE. CASH FIOI	J AND PEREGRMAN	MCE SHMMARTES	- PHÓSE 1	TOAM	NΛ
************	######################################	***********	***********					1171 Seessuden
					*********	*****	***********	********
I	8	9	10	11	12	17	14	15
OPERATE	OPERATE	OPERATE	DDCDATE	DDEDATE	OCCOATE	0555475		13
GLEWATE	OFERMIE	UFERHIE	DPERATE	OPERATE	OPERATE	DEFRATE	NPERATE	CALC

*********	**********	***********	**********	**********	**********	**********		**********
0	Ó	0	0	0	0	0	0	0
0	Û	0	0	0	0	0	0	0
181,651	188,917	196,474	204,333	212,506	221,007	229,847	239,041	248,602
Û	0	0	0	0	0	0	0	0
0		0.6	0	0	0	Ú	0	ę
0	·	0	. 0	•	0	0	0	0
V	v	U	. υ	0	0	0	0	0
								2,507,700
181,651	189,917	196,474	204,333	212,506	221,007	229,847	239,041	2,756,502
181,651 (57,450) 0	188,917 (60,050)	196,474 (62,753) 0	204,333 (65,750) 0	212,506 (69,079) 0	221,007 (72,054) 0	229,847 (75,148) 0	239,041 (78,366) 0	2,756.502 (81,713) (602,395)
124,202	128,868	133,721	138,583	143,427	148,952	154,699	160,675	2,072,395
		************	*************	********	*******	************	************	33344834888
(0) 181,651 (57,450) 0	189,917	195,474	204,333 (65,750) 0	(0) 212,506 (69,079) 0 0	(0) 221,007 (72,054) 0 0	229,347 (75,148) 0 0	239,041 (78,366) 0	(0) 249,602 (81,713) 2,507,700 (602,395)
124,202	129,868	133,721	139,593	143,427	148,952	154,699	160,675	2,072,395
124,832	253,749	387,470	526,053	669,480	818,433	973,131	1,133,806	3,206,201
12.097 0.002	12.097 0.00%	12.09% 0.00%	12.09% 0.00%	12.09% 0.00%	12.09% 0.00%	12.09% 0.00%	12.09% 0.00%	12.09% 0.00%

INTERNAL RATE OF RETURN

22.63% 22.63% 22.63%

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YEAR SALE PROCEEDS: Condos Hotel Office Retail Garage Marina	I Design	2 Design	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
TOTAL SALE PROCEEDS	0	0	0	0	0	0
GAIN ON SALE: Condos Hotel Office Retail Garage Marina						
TOTAL GAIN ON SALE	0	0	0	0	0	0
TAX / BENEFIT & 35.00%	0	0	0	0	0	0
Before Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(12,232,581) 0 0 0	(4,454,041) 0 0 0	(65,679,475) 0 0 0	(69,569,476) 0 0 0	8,202,033 (6,266,058) 0 0	52,602,689 (8,327,302) 0
AFTER TAX CASH FLOW	(12,232,591)	(4,454,041)	(65,679,475)	(69,569,476)	1,935,975	44,275,387
Land Equity Available Land Equity Contributed	7,121,775 7,121,775	0 0	0	0	0	0
CASH CONTRIBUTION REQUIRED	5,110,906	4,454,041	65,679,475	69,569,476	0	0
AFTER TAX CASH FLOW BY COMPONENT: Condos Hotel Office Retail Garage Marina	(2,592,297) (4,341,921) (3,566,993) 1726,797) (960,155) (44,418)	(847,667) (1,514,459) (1,010,534) (205,903) (836,770) (39,710)	(12,499,735) (22,332,260) (14,901,373) (3,036,249) (12,339,044) (12,339,044)	(13,240,057) (23,654,933) (15,783,937) (3,216,076) (13,069,849) (604,623)	18,569,241 (8,791,057) (7,285,351) (1,541,908) 552,597 432,453	26,148,513 4,809,370 3,214,485 435,660 8,840,566 926,794
TOTAL AFTER TAX BY COMPONENT	(12,232,581)	(4,454,041)	(65,679,475)	(69,569,476)	1,935,975	44,275,387

PIER 4 Boston, Massachusetts

***********		***********	**********	1005000, 110050	KC  U5ECC5		**********	**********
103811111111111	*************			PHASE 1 PERF	ORMANCE	*************	***************************************	DTAL
OPERATE	9 OPERATE	OPERATE	10 OPERATE	OPERATE	0PERATE	13 OPERATE	14 OPERATE	15 SALE
(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)
17,500,043 (3,592,157) 0	18,940,717 (4,206,303) 0	19,918,640 (4,558,882) 0	19,437,250 (5,366,895) 0	0 20,825,118 (6,232,555) 0 0	23,244,809 (6,404,155) 0 0	23,754,704 (6,582,618) 0	24,284,996 (6,768,220) 0	23,791,304 (7,339,238) 271,312,272 (39,808,561)
13,907,886 (91,916,325)	14,734,414 (77,181,911)	15,359,757 (61,822,154)	14,070,356 (47,751,798)	14,592,563 (33,159,235)	16,840,654 (16,318,581)	17,172,086 853,506	17,516,776 18,370,282	247,956,778 266,327,059

INTERNAL RATE OF RETURN

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-	13,807,884 13,807,885	14,734,414 14,734,414	15,359,757 15,359,757	14,070,356 14,070,356	14,592,563 14,592,563	16,840,654 16,840,654	17,172,086 17,172,986	17,516,776 17,516,776	247,956,778 247,956,778
	(0)	(0)	(0)	(0)	(0)	0	(0)	0	0
•	**********	************	***********	************	***********	************	***********	949444444444	**********
_	6,664,519 6,014,955 754,923 3,883,995 181,651	8,019,673 5,937,687 755,085 4,039,355 188,917	9,908,654 5,857,330 755,253 4,200,929 196,474	9,269,450 4,963,755 630,746 4,368,966 204,333	9,644,678 5,713,096 711,113 4,543,725 212,506	0 10,034,915 7,340,394 923,019 4,725,474 221,007	0 10,440,762 7,246,387 923,216 4,914,493 229,847	0 10,862,842 7,148,619 923,421 5,111,073 239,041	0 126,436,720 95,044,522 11,927,397 58,939,436 2,756,502
_	17,500,043	18,940,717	19,918,640	19,437,250	20,825,118	23,244,809	23,754,704	24,284,996	295,103,576
	2,967,175 3,938,402 375,635 3,103,666 164,142	4,335,023 3,869,606 377,523 3,264,287 171,570	5,237,207 3,798,058 379,486 3,431,332 179,296	0 6,500,426 4,558,984 464,590 3,622,128 187,856	7,827,917 5,382,139 559,575 3,840,300 197,369	8,218,154 5,291,748 559,765 4,022,049 205,869	8,624,001 5,197,740 559,962 4,211,068 214,709	9,046,081 5,099,973 560,167 4,407,648 223,903	9,485,045 5,981,169 654,623 4,612,091 233,465
	10,549,020 (3,692,157) (0) 0	12,018,009 (4,206,303) (0) 0	13,025,378 (4,558,882) (0) 0	15,333,985 (5,366,895) (0) 0	17,807,300 (6,232,555) (0) 0	18,297,585 (6,404,155) (0) 0	18,807,480 (6,582,618) (0) 0	19,337,772 (6,768,220) (0) 0	20,966,393 (7,338,238) (0) 0
	(3,692,157)	(4,206,303)	(4,558,882)	(5,366,895)	(6,232,555)	(6,404,155)	(6,592,619)	(6,768,220)	(7,338,238)
	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	9 0 0	0 0 0
A	(3,692,157)	(4,206,303)	(4,558,882)	(5,366,895)	(6,232,555)	(6,404,155)	(6,582,619)	(6,768,220)	(7,338,238)

		PIEK Boston, Massa				
8-7-86	**************	FLOW SCHEDUL	***********	************	::::::::::::::::::::::::::::::::::::::	######################################
**************************************	**************************************	############# 2	**************************************	4************************	**************************** 5	**************************************
500779 40071 471 5	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
EQUITY AVAILABLE @ 20.00% . EQUITY INVESTED	259,901 33,001	226,899 41,601	185,298 185,298	0	0	
		***********		22222222222		2222222222
BUILDING COSTS: Land						
Hard Costs	(0)		(567,840)	(590,554)	0	
Soft Costs Before Financing Mortgage Points (Approx.)	(33,001)	(41,601)	(567,840) (22,922) (15,594)	(35, 396)	(8,189)	
BUILDING COSTS BEFORE INTEREST	(33,001)	(41,601)	(606,356)	(625,949)	(8,189)	
CONSTRUCTION LOAN:						
Interest Takedown	0	0	(21,053)	(75,509)	(114,766) (122,955)	(35,621)
Retirements - Sales Retirements - Takeout	v	v	(442,111)	(701,458)	277,052	(35,621) 261,221
Balance	0	0	(442,111)	(1,143,569)	633,262 (356,210)	(130,610)
PERMANENT MORTGAGE: Payment						(104 070)
Interest Amortization						(106,079) (100,000)
Balance					(1,000,000)	(6,079) (993,921)
SUMMARY OF COST & DEBT FLOWS:						
Construction Costs (Inc. Interest) Construction Loan	(33,001) (0)	(41,601) (0)	(627,409) 442,111	(701,458) 701,458	(122,955) (787,359)	(35,621) (225,600)
Permanent Loan	0	0		0	1,000,000	(6,079)
COST & DEBT FLOWS	(33,001)	(41,601)	(185,298)	0	89,686	(267,300)
		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			*************	
GROSS SALES Less Commissions					614,176 (24,567)	547,494 (21,900)
	************					
PRETAX SALES PROCEEDS					589,609	525,594
		=======================================		222222222222	2222222222222	*********
ROSS REVENUES: Leases					0	٥
Rents Other income					66,86 <u>8</u>	129,152
TOTAL GROSS REVENUES					66,868	129,152
Less VACANCY					0	0
NET REVENUES					66,868	129,152
PERATING EXPENSES:						
Operating Expenses Replacement Reserve					(9,121) 669	(17,616) 1,292
TOTAL OPERATING EXPENSES					(8,452)	(16,324)
ET OPERATING INCOME						
					58,417	112,827

111111	*******	*********		*********	Boston, Massa	chusetts	*********		
*****	*******	**********		**********	PHASE 1 PERF	ORMANCE	************	************	TOTAL
	0PERATE	OPERATE	OPERATE	10 OPERATE	OPERATE	OPERATE	13 OPERATE	14 OPERATE	15 SALE
		~~~~~~~~~~							115,134,914 88,908,424 11,138,114 53,622,920 2,507,900
	0	0	0	0	0	0	0	0	271,312,272
									(0) 43,678,204 0 49,364,192 34,779,087 762,319 28,112,020
	0	0	0	0	0	0	0		1,721,129
	0	0	0	0	0	0	0	0	(39,808,561)
	500,043 692,157) 0 0	19,940,717 (4,206,303) 0 0	19,718,640 (4,558,882) 0	19,437,250 (5,366,895) 0	20,825,118 (6,232,555) 0	23,244,809 (6,404,155) 0 0	23,754,704 (6,582,618) 0 0	24,284,996 (6,768,220) 0	295,103,576 (7,338,238) 271,312,272 (39,808,561)
13,8	307,886	14,734,414	15,359,757	14,070,356	14,592,563	16,940,654	17,172,086	17,516,776	519,269,050
	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0
4,6 6 2,7	0 326,008 336,514 23,451 27,712 24,202	6,502,415 4,583,325 622,952 2,996,855 129,968	7,075,631 4,528,009 622,433 2,999,963 133,721	0 6,994,301 3,368,110 468,140 3,101,221 138,583	6,904,907 3,829,347 515,262 3,199,620 143,427	0 7,158,561 5,488,283 727,101 3,317,757 148,952	7,422,361 5,427,178 727,230 3,440,619 154,699	7,696,714 5,363,629 727,363 3,568,396 160,675	106,189,487 80,778,432 11,431,467 47,484,997 2,072,395
13,9	07,996	14,734,414	15,359,757	14,070,356	14,592,563	16,840,654	17,172,086	17,516,776	247,956,778

		Boston,	Massachusetts	**********	*****************************
8-7-86	*************	DEVELOPMENT AS	SSUMPTIONS - PHASE 1		***********************
SITE: ACRES Total 8.9 Fier 4 Restaurant 0.9 Remainder 9.0 Built 3.8 Open 5.0 Total buildout Floor Area Ratio	SQ. FEET 385,994 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.02 10.22 89.92 43.12 56.92	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.00Z 1.00Z 30 10.00Z 1.00Z 30	AFFORDABLE HOUSING Linkage Fee 6.00 Linkage Ex. 100,000 Inclus. Hous. 0.002 ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.00%
TAXATION: Ordinary Rate Capital Gains Deprec. Life (Bldg. & FF&E ITC on Hotel FF&E Losses Disallowed Loss Carryforward	35.00X 35.00X 30 0.00Z 100.00Z	5 (@ 85.00%)	DISCOUNT RATE FOR MPV EDUITY PHASE 1 AS PERCENT OF TOTAL BUILDOUT	9.00% 20.00% 44.73%	ALLOCATION OF BREAKMATER TO NONMARINA USES 100.002 RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.002 PHASE 1 COSTS UNESCALATED 197,391,199

PIER 4 Boston, Massachusetts

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9-7-95 1-8-44-44-44-44-44-44-44-44-44-44-44-44-4	DEVE	LOPMENT ASSUM	PTIONS - PH	ASE 1	**********			*********
,	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
PROSRAM: Land 3.56 acres Above ground	737,928	167,820	269,831	249,450	50,827	510 104		155,112
Below ground Water Efficiency Factors Rentable/Salable	613,604 178,200 1653,377	817. 135,934	1007 269,831	85% 212,033	707: 35,579	560,104 100.007 560,104	178,200 100.007 178,200	53,500 ! !
UNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 290 339 1,400 100	100	290 339			1,400	100	1
CONSTRUCTION PERIOD (MONTHS)	30 1	30	30	30	30	30	30	30
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.007 4.007 4.003	4.00Z 4.00Z 4.00Z 4.00Z	4.00% 4.00% 4.00% 4.00%	4.007 4.007 4.007 4.007	4.002 4.002 4.002 4.002 4.002	4.002 4.002 4.002 4.002 4.002	1
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.00Z 80.00Z 10.00Z 3.00Z	110.00Z 80.00Z 10.00Z 3.00Z	110.00X 80.00X 10.00X 3.00X	110.007: 80.007: 10.007: 3.007:	125.002 80.002 10.002 3.002	125.00% 80.00% 10.00% 3.00%	1

PIER 4 Boston, Massachusetts

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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT		122.50	108.50	91.50	91.50		6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.					 		1,200,000	1,200,000
BUILDING COSTS PER UNIT: Land per acre Condominium per unit Hotel bay - FFEE Hotel room - hard Hotel room - FFEE Parking per car Marina per slip		205,590	25,000 100,954 29,224		1	24,705	12,000	Ò
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail Z rent 5.00%		375.00		35.00	20.00 : 200.00 : 10.00 ;			
REVENUES PER UNIT: Unit sales 1,359 ssf Monthly rent Daily rent Hotel daily other 38.442		509,753	158.00 60.74			35,000.00 275.00 10.50	30,000.00 225.00 10.50	
SALE, LEASE, RENT TERMS: Presale Absorption Frelease Absorption		25.007 18 0.007 18	0.007 48 50.007 48	0.007 18 25.002 19	0.00%; 18 ; 25.00%;	18	18	
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly		100.007		100.002	100.002	25.00% 25.00%	25.00%	
Rent - daily Total		100.007	100.00% 100.00%	100.002	100.002	50.002 100.002		
COMMISSION: Sales Leases		3.002		5.00%	5.007	4.002	4.00%	
VACANCY	!!!	******	29.00%	10.002	10.00%			
TURNOVER: Furnover - stay Turnover - leave				75.00% 25.00%	50.002; 50.002;			
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave			137.40 3.00%	8.00 1.00% 2.00 7.00	10.00 1.002 2.00 7.00	2.00 1.00%	0.25 1.002	

PIER 4 Boston, Massachuse

Part			Boston, M	'IER 4 lassachusett	5 ************				
Title		PROJ!	CT COSTS - U	NESCALATED	- PHASE 1				************
GROSS SQUARE FEET LEAND COSTS 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	# # # # # # # # # # # # # # # # # # #	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	
HADD COSTS: CLOSPORTS SPECIFIC 116,400,006 20,557,550 27,756,664 27,824,675 4,650,671 34,586,422 1,200,000 3,303,625 67,600 67,7500 67,7750 67,772	GROSS SQUARE FEET NET RENTABLE/SALABLE SF		167,820 135,934	269,931 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
Component spaces 114,400,006 20,507,750 22,726,664 22,624,675 4,505,671 34,786,462 1,200,000 3,303,625	LAND COSTS	0	0	0	0	0			
Site Utilities 12,000,000 2,729,047 4,959,473 4,959,473 525,375 47,979,473 4,959,473 525,375 47,979,473 4,979,755 1,979,470 4,979,755 1,979,470 4,979,755 1,979,470 4,979,755 1,979,470 4,979,755 1,979,470 4,979,750 2,979,971 4,979,755 1,979,470 4,979,755 1,979,470 4,979,755 1,979,470 4,979,755 1,979,470 4,979,755 1,979,470 4,979,755 4,979,770 4,979,750	Component specific Hotel FF&E 5 Foundation & 25% Garage service area	8,475,000 0 0 1,200,000	1,966,416	8,475,000 3,161,721 1,208,005 438,792	2,922,908 1,116,761 405,649	595,561 227,547 82,654			
TOTAL MARP COSTS		12,000,000				926,536	ne ara ara		
SOFT COSTS SOF		6,903,750	1,313,881	2,347,405	1,565,324	319,148	1,296,991	50,000	0
Envir. Lep. Report 30	TOTAL HARD COSTS	144,978,756	27,591,511	49,295,510	32,892,811	6,702,116	27,236,807	1,260,000	0
TOTAL SOFT COSTS	Envir. Imp. Report 30 Permitting/Licens. 30 Building Permits 30 1.02 A/E Fees 30 4.52 Design Consultants 30 1.02 Development Fee 30 2.02 Mtg. Brokerage Fee 30 1.02 Market Research Fe 30 Legal/Accounting 30 1.02 Linkage 12 Insurance 10 1.02 RE Taxes 10 0.52 Marketing/PR 5 1.02	100,000 1,380,750 6,213,375 1,380,750 2,761,500 1,104,600 1,00,000 1,380,750 2,820,648 1,380,750 690,375 1,380,750	262,776 1,182,493 262,776 525,553 210,221 19,031 262,776	34,002 469,481 2,112,469 459,481 938,962 375,585 34,002 469,481 1,335,007 459,481 234,741	313,265 1,409,492 313,265 626,530 250,612 22,688 313,265 1,234,171 313,265	4,623 63,830 287,659 51,064 4,623 63,830 251,470 63,830 31,915 63,830	259,398 1,167,292 259,398 518,796 207,519 18,787 259,398	12,000 54,000 12,000 24,000 9,600 859 12,000 12,000	
TOTAL SOFT COSTS	Construc. Loan Pt. 1.0% Constr. Int. 15	23,217,428 1,345,569 16,819,619 1,029,827	3,108,636	7,578,978 454,996 5,687,449 454,996	7,255,793 321,189 4,014,960 321,189	1,278,282 63,843 798,040 63,843	3,449,925 245,494 3,068,673 184,120	11.357	
LAND COSTS HARD COSTS HARD COSTS 144,979,756 27,591,511 49,275,510 32,892,811 6,702,116 27,236,807 1,260,000 42,412,442 6,852,181 14,176,418 11,913,031 2,204,008 6,748,213 318,592 TOTAL PROJECT COSTS 187,391,199 34,443,692 63,471,929 44,805,842 8,906,124 34,185,020 1,578,592 COSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS 144,978,756 27,591,511 49,295,510 32,892,811 6,702,116 27,236,807 1,260,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	TOTAL SOFT COSTS		6,852,181				6,948,213		
COSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS HARD COSTS HARD COSTS HARD COSTS SOFT COSTS 144,978,756 27,591,511 49,295,510 32,892,811 6,702,116 27,236,807 1,260,000 6,948,213 318,592 TOTAL PROJECT COSTS 187,391,199 34,443,692 63,471,929 44,805,842 8,906,124 34,185,020 1,578,592 PERCENT OF USE: Land Costs Hard Costs Total Project Costs 100.002 100.0	LAND COSTS HARD COSTS SOFT COSTS								
LAND COSTS HARD COSTS HARD COSTS SOFT COSTS 144,978,756 27,591,511 49,295,510 32,892,811 6,702,116 27,236,907 1,260,000 42,412,442 6,852,181 144,176,418 11,913,031 2,204,008 6,948,213 318,592 PERCENT OF USE: Land Costs Hard Costs 77,377 80.117 77.677 73.417 75.257 79.677 79.827 Soft Costs 100.007 100		187,391,199	3 4,44 3,692	63,471,929	44,805,842 	9,906,124	34,185,020	1,578,592	*********
PERCENT OF USE: Land Costs 0.00%	LAND COSTS HARD COSTS	144.978.756	27,591,511 6,852,181	49,295,510 14,176,418	32,892,811 11,913,031	0 6,702,116 2,204,008	27,236,907 6,948,213	1,260,000 318,592	
PERCENT OF USE: 0.002	TOTAL PROJECT COSTS	187,391,199	34,443,692	63,471,929	44,905,842	8,905,124	34,185,020	1,578,592	
PERCENT OF PROJECT BY COST: Land Costs ERR BR ERR 10.072 0.0752	Land Costs Hard Costs	0.00% 77.37%	0.00% 90.11%	0.00°	Z 0.00% Z 73.41%	0.00% 75.23%	0.00% 79.67%	0.00% 79.82%	
PERCENT OF PROJECT BY COST: ERR ERR<	Total Project Costs	100.002	100.002						
	Land Costs Hard Costs	ERR 100.00%	ERR 19.03%	ERR 34.00	ERR 2 22.69%	ERR 4.62%	ERR 19.79%	ERR 0.87%	ı
	Total Project Costs				2 23.912	4.75%	18.247	0.847	

PIER 4 Boston, Massach

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STATE STAT	9-7-96 STABIL	IZED YEAR INCO	IME & EXPENSE	PROJECTION	- UNESCALAT	ED - PHASE 1	*********		********
Section Sect					OFFICE	RETAIL	GARAGE	MARINA	
Care				269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	179,200 178,200	
TAY ON SAIR STOCKED SO. 042,677 44,195,235 10,635,189 1,212,754 SROSS REVENUE: Base learner 5 8,132,716 16,724,300 7,421,138 711,578 Base rents 20,725,353 16,722,470 7,421,138 711,578 Base rents 20,725,353 16,728,671 7,421,138 711,578 Base rents 20,725,353 16,728,571 7,421,138 10,67,167 3,837,750 163,313 DIVIAL GROSS REVENUES 25,642,888 221,153,121 7,421,138 10,67,167 3,837,750 163,313 ELES WAGANCY 17,553,755 16,438,716 8,679,024 780,630 3,837,750 163,313 DEPERATING EXPENSES: Base operating expenses (13,050,397) 16,438,716 16,673,670 (7,665) (330,378) (12,333) (12,333) (13,67,761) (1	Less Basis	50,975,325 (43,779,243) (2,079,260)	(34,443,692)				(8,546,255)	(789,296)	
Series Revenue: Series S							3,213,745 (1,124,811)	650,704 (227,746)	
Real Place	NET SALES PROCEEDS	56,042,677	44,195,235				10,635,189	1,212,254	
The service 17,563,256 16,714,465 1742,1114 106,7377 163,313 164,313 164,439,716 6,679,024 960,630 3,837,750 163,313 17,500 17,500 17	Base leases 5 Base rents	8,132,716 20,725,363 6,784,610			7,421,138	·	3,937,750	163,313	
Representation Repr	TOTAL GROSS REVENUES Less VACANCY	35,642,689 (7,563,256)		23,153,121 (6,714,405)	7,421,138 (742,114)	1,067,367 (106,737)	3,837,750	163,313	
Ref	NET REVENUES	28,079,432		16,438,716	6,679,024	960,630	3,837,750	163,313	
NET OPERATING INCOME 14,419,467 5,604,433 5,085,600 630,814 2,959,217 139,404 139,404 14,419,467 10,042 10,042 11,352 7,082 11,542 17,662	Base operating expenses			(10,341,122) (493,161)	(1,526,634) (66,790)	(320,210) (9,605)	(840,156) (38,378)	(22,275) (1,633)	
### ### ### ### ### ### ### ### ### ##	TOTAL OPERATING EXPENSES	(13,659,965)		(10,834,283)	(1,593,424)	(329,816)	(878,534)	(23,908)	
### 10.047 18.887 11.35% 7.08% 11.54% 17.66% ####################################			:220232323263				2,959,217	139,404	*********
######################################	RETURN ON ASSETS BY USE	10.042	43.562		11.35%	7.08%			
SPOSS SQUAPE FEET 733,928 167,820 269,831 249,450 50,827 560,104 178,200 53,500 NET RENTABLE/SALABLE SF 653,377 135,934 269,831 212,033 35,579 560,104 178,200 53,500 NET RENTABLE/SALABLE SF 653,377 135,934 269,831 212,033 35,579 560,104 178,200 53,500 Net Revenues Operating Expenses (Before deducting Linkage or Turns) 167,820 269,831 249,450 50,827 560,104 178,200 53,500 No.00	8-7-86 COSTS, INCOME,	14044444444444444444444444444444444444	######################################	######################################	######################################	######################################			**********
SROSS SQUARE FEET 737,928 167,820 269,831 249,450 50,827 560,104 178,200 53,500 187 RENTABLE/SALABLE SF 653,377 135,934 269,831 212,033 35,579 560,104 178,200 53,500 176,500 178,200 17									
Land Costs 0.00 0.0	GROSS SQUARE FEET	737.928	167.820	269,831	249,450	50,827	560,104	178,200	53,500
Hard Costs (Total) 221.89 202.98 182.69 155.13 189.37 48.63 7.07 50ft Costs 64.91 50.41 52.54 56.18 61.95 12.41 1.79 TOTAL DEVELOPMENT COSTS 286.80 253.39 235.23 211.32 250.32 61.03 8.86 Bross Sales Less Basis, Commissions, Taxes (303.26) 87.48 16.84 (72.57) (12.09) AFTER TAX GAIN ON SALES 71.74 14.92 4.75 Bross Revenues 0.00 85.81 35.00 30.00 9.14 0.92 Less Vacancy 0.00 (24.88) (3.50) (3.00) 0.00 0.00 Net Revenues Operating Expenses (Before deducting Linkage or Turns) 1.00 (40.15) (7.52) (9.27) (2.09) (0.27) NET OPERATING INCOME 0.00 20.77 23.99 17.73 7.04 0.65	Hard Costs (Component Specific)		151.23	108.50	107.65	130.71	61.75	6.73	
## Bross Sales Less Basis, Commissions, Taxes ## Tax GAIN ON SALES ## Ta	Hard Costs (Total)	221.89	202.98	182.59	155.13	189.37	48.63	7.07	
Less Basis, Commissions, Taxes (303.26) (72.57) (12.09) AFTER TAX GAIN ON SALES 71.74 14.92 4.75 Gross Revenues 0.00 85.81 35.00 30.00 9.14 0.92 Less Vacancy 0.00 (24.88) (3.50) (3.00) 0.00 0.00 Net Revenues 0.00 60.92 31.50 27.00 9.14 0.92 Operating Expenses (Before deducting 0.00 (40.15) (7.52) (9.27) (2.09) (0.27) Linkage or Turns) NET OPERATING INCOME 0.00 20.77 23.99 17.73 7.04 0.65	TOTAL DEVELOPMENT COSTS	286.80	253.39	235.23	211.32	250.32	61.03	8.86	
Gross Revenues Less Vacanty 0.00 85.81 35.00 30.00 9.14 0.92 Less Vacanty 0.00 (24.88) (3.50) (3.00) 0.00 0.00 Net Revenues Operating Expenses (Before deducting Linkage or Turns) NET OPERATING INCOME 0.00 20.77 23.99 17.73 7.04 0.65									
Less Vacancy 0.00 (24.88) (3.50) (3.00) 0.00 0.00 Net Revenues	AFTER TAX GAIN ON SALES		71.74				14.92	4.75	
Operating Expenses (Before deducting 0.00 (40.15) (7.52) (9.27) (2.09) (0.27) Linkage or Turns									
	Less Vacancy Net Revenues Operating Expenses (Before deducting		0.00	(24,88)	(3.50) 31.50	(3.00)	9.14	0.00	

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######################################		PHASE 1 PERF	************	************	######################################	######################################
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YEAR	DESIGN	DESTAN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZEĎ
COMPOSITION OF AFTER TAX-CASH FLOW:						
Land Contributions Cash Contributions	(0) (5,110,806)	(0) (5,436,432)	(0) (41,860,813)	(0) (5,062,501)	(0)	(0) (0)
Investment Cash Flow From Operations	(5,110,806)	(5,436,432)	(41,860,813)	(5,062,501)	0 37 A00 955	0 7 7 7 9 8 4 7
Taxes/Renefits From Operations	0	o o	0	0	37,600,855 (3,182,547)	17,319,863 (2,689,284)
Cash Flow On Sale Taxes/Benefits On Sale	ŏ	o o	ő	0	0	ŏ
AFTER TAX CASH FLOW	(5 110 904)	15 A34 A37\	141 010 0131	/5 ALT 5011	34,419,309	14,630,579
CUMULATIVE AFTER TAX CASH FLOW					(23,052,243)	
COMPOSITION OF AFTER TAX NPV:	13,110,0007	(10,341,2307	(91,400,001)	(3) (4) ((3)2)	120,002,2707	(044214041)
Land Contributions Cash Contributions	(50,052,216)	_	0.007 -100.007			
Investment	(50,052,216)	-	-100.007			
Cash Flow From Operations Taxes/Benefits From Operations	74,850,345 (9,008,671) 56,089,256		149.547 -18.007			
Cash Flow On Sale Taxes/Benefits On Sale	(12,972,648)		112.06% -25.92%			
TOTAL AFTER TAX NPV e 8.00%	58,906,066	-	117.69%			
************************************		***********	**********	***********	************	**********
TAX VALUE OF MIXED USE:						
After Tax Cash Flow - As A Whole After Tax Cash Flow - Components	(5,110,806) (5,110,806)	(5,436,432) (5,436,432)	(41,860,813) (41,860,813)	(5,062,501) (5,062,501)	34,418,309 34,062,397	14,630,579 13,399,263
VALUE OF MIXED USE NPV = 493,541	0	0	0	0	355,912	1,231,316
***************************************		***********	***********	************	************	**********
BEFORE TAX CASH FLOW:	(077 450)	(1,065,297)	(A 004 771)	0	12,648,866	12,178,406
Condos Hotel	(972,659) (1,737,771)	/1 7EG EGG1	(4,896,271) (22,950,325)	(4,455,592)	13,112,532	734 093
Office Retail	(1,737,771) (1,159,541) (236,264) (960,155)	(1,2/1,1/0) (239,094)	(3,120,279)	(605,909)	401,232	36,100
Garage Marina	(960,155) (44,418)	(1,271,170) (239,094) (1,052,589) (48,594)	(5,837,017) (3,120,279) (4,833,327) (223,594)	0	13,112,532 2,299,448 401,232 8,333,270 805,506	372,909 36,100 3,464,728 533,628
TOTAL BEFORE TAX CASH FLOW				(5,062,501)		
TAXABLE INCOME:						
Condos Hotel	(6,569) (11,737)	(13,402) (23,944)	(170,875) (160,251) (205,360)	(371,552) (348,661)	9,864,023 626,431	8,710,793 (2,954,000)
Office	(7,832) (1,596)	(15,977)	(205, 360)	(448,067)	(200,550) (65,065)	(404,416) (159,630)
Retail Garage	(6,485)	(3,255) (13,229)	(21,787) (169,705)	(47,403) (369,959)	1,899,068	2.034.221
Marina	(300)	(612)	(7,935)	(17,066)	412,542	456,702
TOTAL TAXABLE INCOME Income Taxes/Benefits 0.35	(34,519) 12,082	(70,418) 24,646	(735,814) 257,535	(1,602,709) 560,948	11,536,449 (4,037,757)	7,683,659 (2,689,284)
Benefits Disallowed Benefits From Prior Years	(12,092)	(24,646)	(257,535)	(560,748)	855,211	(0)
Benefits To Be Carried	12,082	36,728	294,263	955,211	ŏ	Ò
ORDINARY TAXES/RENEFITS	0	0	0	0	(3,182,547)	(2,699,284)
Potential Investment Tax Credits Un FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0	0
INCOME TAXES/BENEFITS FROM OPERATIONS		0	0	0	(3,192,547)	(2,689,284)
PRESERVE AND PROPERTY OF STREET	,	,				,,,,

PIER 4 Roston, Massachusetts

454				*********	Boston, Massa	chusetts		**********	
141			*************		PHASE 1 PERF	ORMANCE	***********		TOTAL
***	7 OPERATE	9 OPERATE	OPERATÉ	10 OPERATE	11 OPERATE	0PERATE	13 OPERATE	14 OPERATE	15 SALE
	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)	(0) (0)
	4,982,691 0 0 0	6,423,366 0 0 0	7,401,288 0 0 0	6,719,879 (173,116) 0	8,307,767 (1,903,692) 0	10,727,457 (2,115,727) 0	11,237,353 (2,338,670) 0	11,767,645 (2,573,199) 0	0 11,273,953 (3,197,036) 164,745,004 (38,103,178)
	4,982,691 (3,438,972)	6,423,366 2,984,394	7,401,299 10,385,692	6,746,783 17,132,465	6,404,075 23,536,540	8,611,730 32,148,270	8,999,693 41,046,953	9,194,446 50,241,399	134,718,743 184.960.142

INTERNAL RATE OF RETURN

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4,982,691 4,958,977	6,423,366 6,334,047	7,401,288 7,243,333	6,746,783 6,683,956	6,404,075 7,583,224	9,611,730 9,003,788	8,898,683 9,020,352	9,194,446 9,215,963	134,718,743 134,775,601
23,715	89,319	157,955	62,927	(1,179,149)	(392,058)	(121,668)	(21,517)	(56,958)
1,997,032 1,771,785 224,527 913,776 75,572	3,352,186 1,654,519 224,689 1,069,136 82,838	4,241,167 1,614,160 224,957 1,230,710 90,395	4,601,963 720,585 100,350 1,398,747 98,254	4,977,191 1,469,926 180,717 1,573,506 106,427	5,367,428 3,097,224 392,623 1,755,255 114,927	5,773,275 3,003,217 392,820 1,944,274 123,768	6,195,355 2,905,449 393,025 2,140,854	82,032,285 54,676,954 6,981,437 30,681,068
4,982,691	6,423,366	7,401,288	6,919,899	8,307,767	10,727,457	11,237,353	132,961	1,747,310
0 (1,652,106) (446,250) (154,775) 14,076 53,680	0 (254,834) (488,298) (149,544) 193,421 61,777	679,716 (530,422) (143,902) 381,062 70,239	1,978,537 262,870 (54,753) 594,515 79,608	3,345,191 1,121,628 44,683 837,609 90,011	3,778,507 1,070,399 49,768 1,046,772 99,490	0 4,231,741 1,019,470 55,350 1,265,946 109,407	0 4,705,947 969,090 61,478 1,495,696 119,786	0 5,202,249 1,902,412 162,450 1,736,627 130,650
(2,185,375) 764,981 (764,981) 0 764,981	(637,477) 223,117 (223,117) 0 987,998	456,692 (159,842) (0) 159,842 828,156	2,860,778 (1,001,272) (0) 828,156 0	5,439,121 (1,903,692) (0) 0 0	6,044,935 (2,115,727) (0) 0	6,681,914 (2,338,670) (0) 0	7,351,997 (2,573,199) (0) 0	9,134,389 (3,197,036) (0) 0
0	0	0	(173,116)	(1,903,692)	(2,115,727)	(2,338,670)	(2,573,199)	(3,197,036)
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
0	0	0	(173,116)	(1,903,692)	(2,115,727)	(2,338,670)	(2,573,199)	(3,197,036)

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ALE PROCEEDS: Condos Hotel Cffice Retail Garage Marina	, DESIGÑ	DESIGÑ	CONSTRUCŤ	CONSTRUCT	LEASE-UP	STABILIZEĎ
TOTAL SALE PROCEEDS	0	0	0	0	0	0
AAIN ON SALE: Condos Hotel Office Retail Garage Marina						
TOTAL GAIN ON SALE	0	0	0	0	0	0
TAX / BENEFIT & 35.00%	0	0	0	0	0	0
Refore Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(5,110,806) 0 0 0	(5,436,432) 0 0 0	(41,860,813) 0 0 0	(5,062,501) 0 0 0	37,600,855 (3,182,547) 0	17,319,863 (2,689,284
AFTER TAX CASH FLOW	(5,110,906)	(5,436,432)	(41,860,813)	(5,062,501)	34,418,309	14,630,579
Land Equity Available Land Equity Contributed	0 0	0	0		0	
ASH CONTRIBUTION REQUIRED	5,110,806	5,436,432	41,860,813	5,062,501	0	C
AFTER TAX CASH FLOW BY COMPONENT: Condos Hotel Office Retail Garage Marina	(972,659) (1,737,771) (1,159,541) (236,264) (960,155) (44,418)	(1,066,297) (1,759,588) (1,271,170) (239,094) (1,052,589) (48,694)	(4,896,271) (22,950,325) (5,837,017) (3,120,279) (4,833,327) (223,594)	(4,455,592) 0 (605,909) 0 0	9,743,298 13,083,889 2,299,448 401,232 7,864,379 670,151	9,129,629 734,093 372,999 36,100 2,752,750 373,783
TOTAL AFTER TAX BY COMPONENT	(5,110,906)	(5.435.432)	(41,960,913)	(5,062,501)	34,062,397	13,399,263

PIER 4 Roston, Massachusetts

TOTAL	***********	***********	ORMANCE	************	**********	************	************	***********
15 SAL	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATÉ
75,397,968 52,783,927 6,622,552 28,335,772 1,604,787								
164,745,004	0	0	0	0	0	0	0	0
43,679,20								
49,118,404 33,183,474 1,137,818 23,849,062 1,577,464								
108,866,223	0	0	0	0	0	0	0	0
(38,103,179	0	9	0	0	0	0	0	0
176,018,957 (3,197,038 164,745,004 (38,103,178	11,767,645 (2,573,199) 0	11,237,353 (2,339,670) 0	10,727,457 (2,115,727) 0	8,307,767 (1,903,692) 0	6,919,899 1173,116) 0	7,401,288 0 0 0	6,423,366 0 0	4,982,691 0 0
299,463,748	9,194,446	8,878,683	8,611,730	6,404,075	6,746,783	7,401,288	6,423,366	4,982,691
(0	0	0	0	0	0	0	0
(0	0	0	0	0	0	0	Ó
63,020,057 42,396,794 6,483,203 21,725,077 1,149,470	4,548,274 2,566,268 393,025 1,617,360 91,036	4,292,165 2,748,698 392,820 1,501,193 85,475	4,044,951 3,097,224 392,623 1,388,885 80,106	4,577,315 1,469,926 180,717 1,280,343 74,923	0 4,601,963 720,585 100,350 1,190,667 70,391	0 4,241,167 1,614,160 224,857 1,097,338 65,811	0 3,352,186 1,694,518 224,689 1,001,439 61,216	0 1,997,032 1,771,785 224,527 908,849 56,784
134,775,601	9,215,963	9,020,352	9,003,788	7,583,224	6,683,956	7,243,333	6,334,047	4,959,977

		**********		Boston, Massachusetts		
8-7-86	 	*******************	DEVELO	PMENT ASSUMPTIONS - PHASE 1		
SITE: Total Pier 4 Restaurant Remainder Built Open Total buildout Floor Area Ratio	ACRES 8.9 0.9 8.0 3.8 5.0	SQ. FEET 385,994 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.02 10.22 89.82 43.12 56.92	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.00X 1.00X 30 10.00X 1.00X 30	AFFORDABLE HOUSING Linkage Fee 5.00 Linkage Ex. 100,000 Inclus. Hous. 0.00% ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.00%
TAXATION: Ordinary Rate Capital Gains Deprec. Life (Bldg. IIC on Hotel FF&E Losses Disallowed Loss Carryforward	& FF&E)	35.00% 35.00% 30 0.00% 100.00%	5 (@ 85.00%)	DISCOUNT RATE FOR NPV EQUITY PHASE 1 AS PERCENT OF TOTAL BUILLDOUT	8.002 20.002 44.732	ALLOCATION OF BREAKWATER TO NONMARINA USES 100.002 RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.002 PHASE 1 COSTS UNESCALATED 194,098,874

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9-7-86 ************************************	DEVE	LOPMENT ASSUM	PTIONS - PH	ASE 1	*********	********		*********
PROGRAM:	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	SARAGE	MARINA	MISC.
rdouenn: Land 3.56 acres Above ground Below ground Mater	737,928 613,604 178,200	167,820	269,831	249,450	50,827	560,104	178,200	155,112 53,500
Efficiency Factors Rentable/Salable	653,377	817 135,934	1007 269,831	852 212,033	702! 35,579	100.00% 560,104	100.002 178,200	
JNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 290 339 1,400	190	290 339		!	1,400	100	
CONSTRUCTION PERIOD (MONTHS)	! 30 !	30	30	30	30 ¦	30	30	30
NNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z	4.002 4.002 4.002 4.002	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	4.007 4.007 4.007 4.007 4.007	
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.007 80.007 10.007 3.007	110.00Z 80.00Z 10.00Z 3.00Z	110.002 80.002 10.002 3.002	110.007; 80.002; 10.002; 3.002;	125.007 80.007 10.007 3.007	125.007 80.007 10.007 3.007	

PIER 4 Boston. Massachusetts

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8-7-85 ************************************	######################################	ELOPMENT ASSUM	PTIONS - PH 	ASE 1 ####################################	********	*********	*********	
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT		122.50	108.50	91.50	91.50	61.75	6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.					3 2 3 3 5 5		1,200,000	1,200,000
BUILDING COSTS PER UNIT: Land per acre Condominium per unit Hotel bay - FF&E Hotel room - hard Hotel room - FF&E Parking per car Marina per slip		205,580	25,000 100,954 29,224			24,705	12,000	2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail % rent 5.00%		375.00		28.00	20.00 200.00 10.00	~~~~~~~		
REVENUES PER UNIT: Unit sales 1,359 ssf Monthly rent Daily rent Hotel daily other 38.44%		509,753	158.00 60.74			35,000.00 275.00 10.50	30,000.00 225.00 10.50	•
SALE, LEASE, RENT TERMS: Presale Absorption Prelease Absorption		25.007 18 0.007 18	0.002 48 50.002 48	0.007 18 25.007 18	0.007; 18; 25.007;	25.002 18 25.002	18	
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly		100.00%	**********	100.002	100.002	25.00% 25.00%		
Rent - daily Total		100.007	100.002 100.002	100.002	100.002	50.00% 100.00%	25.00%	
COMMISSION: Sales Leases		3.00%	*********	5.002	5.002	4.00%	4.00%	
VACANCY			29.00%	10.002	10.00%			
TURNOVER: Turnover - stay Turnover - leave				75.00Z 25.00Z	50.00X			
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave			137.60 3.00%	8.00 1.002 2.00 7.00	10.00 : 1.002 : 2.00 : 7.00 :	2.00 1.00Z	0.25 1.00%	. :

PIER 4 Boston, Massachusetts

	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
	TOTAL					==========		=========
ROSS SQUARE FEET ET RENTABLE/SALABLE SF	737,929 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104	178,200 178,200	53,500 0
AND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
ARD COSTS: Component specific Hotel FF&E 5 Foundation & 25%	116,400,006 8,475,000		29,276,664 8,475,000 3,161,721	22,824,675 2,922,908 1,116,761		34,586,422 (8,646,606)		3,303,625
Garage service area Breakwater Site & Utilities	1,200,000 12,000,000	1,966,416 751,312 272,905 2,729,047	438,792	1,116,761 405,649 4,056,493	227,547 82,654 826,536	(8,646,606)	0	(3,303,625
HARD COST SUBTOTAL 30 Contingency 30 5.0%	138,075,006 6,903,750	26,277,630 1,313,881	46,948,105 2,347,405	31,326,487 1,566,324	6,382,968 319,148	25,939,817 1,296,991	1,200,000	0
TOTAL HARD COSTS	144,978,756	27,591,511	49,295,510	32,892,811	6,702,116	27,236,807	1,260,000	0
DFT COSTS: Envir. Imp. Report 30 Permitting/Licens. 30 Building Permits 30 1.02 A/E Fees 30 4.52 Design Consultants 30 1.02 Development Fee 30 2.02 Mtg. Brokerage Fee 30 1.02 Market Research Fe 30 Legal/Accounting 30 1.02 Linkage 12 Insurance 10 1.02 RE Taxes 10 0.52 Marketing/PR 5 1.02	490,000 100,000 1,380,750 6,213,375 1,380,750 1,761,500 1,104,600 100,000 1,380,750 2,820,648 1,380,750 690,375 1,380,750 1,662,122	93,254 19,031 262,776 1,182,493 262,776 525,553 210,221 19,031 262,776 131,388 262,776	166,609 34,002 469,481 2,112,665 469,481 338,942 375,585 34,002 469,481 1,335,007 469,481 234,741	313,265 626,530 250,612 22,688 313,265 1,234,171 313,265 156,632	22, 652 4, 623 43, 830 287, 234 63, 830 127, 659 51, 064 4, 623 63, 830 251, 470 63, 830 177, 895	92,055 18,787 259,398 1,167,292 259,398 518,794 207,519 18,787 259,398 259,398	4,259 12,000 54,000 12,000 24,000 9,600 869 12,000 12,000 12,000	
Soft Cost SUBTOTAL Construc. Loan Pt. 1.0% Constr. Int. 15 Permanent Loan Pt. 1.0%	22,846,371 1,342,601 16,782,513 1,026,858	249 491	7,578,978 454,996 5,687,449 454,996	318.220	63.843	3,449,925 245,494 3,068,673 184,120	159,597 11,357 141,960 5,678	
TOTAL SOFT COSTS	41,998,343	6,852,181	14,176,418	11,498,931	2,204,008	6,948,213	318,592	
OSTS Before INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS TOTAL PROJECT COSTS	7,121,775 144,978,756 41,998,343 194,098,874				9,396,658	0 27,236,807 6,948,213 34,185,020	1,578,592	
OSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,756 41,998,343	1,619,638 27,591,511 6,852,181	2,604,150 49,295,510 14,176,418	2,407,453 32,892,811 11,498,931	490,534 6,702,116 2,204,008	27,236,807 6,948,213	1,260,000 318,592	
TOTAL PROJECT COSTS	194,098,874	36,063,330	66,076,079	46,799,195	9,396,658	34,185,020	1,578,592	
RCENT OF USE: Land Costs Hard Costs Soft Costs	3.671 74.691 21.641	4.497 76.517 19.007	3.94 74.60	ž 5.147 Ž 70.282	5.22% 71.32%	0.007 79.677 20.337	0.007 79.821	
Total Project Costs	100.002	100.00%	100.00	Z 100.002	100.00%	100.002		
ERCENT OF PROJECT BY COST: Land Costs	100.007	22.74%	36.57	z 33.802	4.89%	0.007 18.797	0.002	
Hard Costs Soft Costs	100.002 100.002	19.037 16.327				16.547		

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######################################	######################################	:	PROJECTION	**********	########### ED - PHASE ! ####################################	4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	68666888888888 6868888888888888	**********
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500
GROSS SALES Less Basis Less Commissions	50,975,325 (45,398,880) (2,079,260)	50,975,325 (36,063,330) (1,529,260)	! !			12,250,000 (8,546,255) (490,000)	1,500,000 (789,296) (60,000)	
Gain on Sale ȚAX on Sale 35.0%	17,247,185 (6,036,515)	13,382,736 (4,683,957)				3,213,745 (1,124,811)	650,704 (227,746)	
NET SALES PROCEEDS	56,609,551	44,762,108				10,635,189	1,212,254	
GROSS REVENUE: Base leases 5 Base rents Other income	6,648,488 20,725,363 6,784,610		16,724,300 6,428,821	5,936,910	711,578 355,789	3,837,750	163,313	
TOTAL GROSS REVENUES Less Vacancy	34,158,460 (7,414,833)		23,153,121 (6,714,405)	5,936,910 (593,691)		3,837,750	163,313	
NET REVENUES	26,743,628		16,438,716	5,343,219	960,630	3,837,750	163,313	
OPERATING EXPENSES: Base operating expenses Replacement reserve	(13,050,397) (596,211)	•	(10,341,122) (493,161)	(1,526,634) (53,432)		(840,156) (38,378)	(22,275) (1,633)	
TOTAL OPERATING EXPENSES	(13,646,607)		(10,834,283)	(1,580,066)	(329,816)	(878,534)		
NET OPERATING INCOME	13,097,020		5,604,433	3,763,153	630,814	2,959,217	139,404	:2555555555
GROSS MARGIN ON SALES BEFORE TAX RETURN ON ASSETS BY USE OVERALL ROA WITH AFTER TAX SALES SUBSIDY	37.991 8.811 16.351	37.117	2 8.482	8.042	6.71%	37.602 11.542		
######################################	& EXPENSES PE	 10053050000 R NET RENTAB 100530505	 	########### F - UNESCALI	######################################	4444444444 	************	
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
Hard Costs (Component Specific)		151.23	108.50	107.65	130.71	61.75	6.73	
Land Costs Hard Costs (Total) Soft Costs	10.90 221.89 64.28	11.91 202.98 50.41	9.65 182.69 52.54	11.35 155.13 54.23	13.79 188.37 61.95	0.00 48.63 12.41	0.00 7.07 1.79	
TOTAL DEVELOPMENT COSTS	297.07	265.30	244.88	220.72	264.11	61.03	8.86	
Gross Sales Less Basis, Commissions, Taxes		375.00 (311.01)				87.48 (72.57)	16.84 (12.09)	
AFTER TAX GAIN ON SALES		63.99				14.92	4.75	
Gross Revenues Less Vacancy		0.00 0.00	85.81 (24.88)	28.00 (2.80)	30.00 (3.00)	9.14 0.00	0.92 0.00	
Net Revenues Operating Expenses (Before deducting Linkage or Turns)		0.00 0.00	60.92 (40.15)	25.20 (7.45)	27.00 (9.27)	9.14 (2.09)	0.92 (0.27)	

PIER 4 Boston, Massachusetts

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YEAR	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT 4	5 Lease-up	STABILIZED
EQUITY AVAILABLE @ 20.00% EQUITY INVESTED	8,749,218 3,566,993	5,182,225 1,271,170	3,911,055 3,911,055	0	0	& SALES
***************************************		***********			=======================================	2222222222
BUILDING COSTS: Land	(2,407,453)					
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(1,159,541)	(1,271,170)	(14,230,746) (670,628) (699,937)	(14,799,976) (983,962)	(7,695,987) (526,629)	
BUILDING COSTS BEFORE INTEREST	(3,566,993)	(1,271,170)	(15,601,311)	(15,783,937)	(8,222,617)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	(584,513) (12,274,769)	{2,016,674} (17,800,611)	(3,418,669) (11,641,286) 0	0 0 (0)
Retirements - Takeout Balance	0	0	(12,274,769)	(30,075,380)	41,716,666	(0)
PERMANENT MORTGASE: Payment Interest Amortization Balance					{28,000,000}	(2,970,219) (2,800,000) (170,219) (27,829,781)
SUMMARY OF COST & DEBT FLOWS:					120,000,0007	127,027,7017
Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(3,566,993) (0) 0	(1,271,170) (0) 0	(16,185,824) 12,274,769 0	(17,800,611) 17,800,611 0	(11,641,286) (30,075,380) 28,000,000	0 0 (170,219)
COST & DEBT FLOWS	(3,566,993)	(1,271,170)	(3,911,055)	0	(13,716,666)	(170,219)
GROSS SALES Less Commissions					0	0
PRETAX SALES PROCEEDS					0	0
GROSS REVENUES: Leases Rents Other income					3,472,672 0 0	7,084,252 0 0
TOTAL GROSS REVENUES Less VACANCY					3,472,672 (347,267)	7,084,252 (708,425)
NET REVENUES					3,125,405	6,375,827
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(892,973) 31,254	(1,857,384) 63,758
TOTAL OPERATING EXPENSES					(861,719)	(1,793,625)
NET OPERATING INCOME					2,263,686	4,582,201

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7 OPERATE	8 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 · OPERATE	14 OPERATE	15 SALE
					***************************************	***************************************		************
(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)
(2,970,219) (2,782,978) (187,241) (27,642,540)	(2,970,219) (2,764,254) (205,965) (27,436,575)	(2,970,219) (2,743,658) (226,561) (27,210,014)	(2,970,219) (2,721,001) (249,218) (26,960,796)	(2,970,219) (2,696,080) (274,139) (26,686,657)	(2,970,219) (2,668,666) (301,553) (26,385,104)	(2,970,219) (2,638,510) (331,709) (26,053,395)	(2,970,219) (2,605,340) (364,879) (25,688,516)	(2,970,219) (2,568,852) (401,367) (25,287,148)
(0) 0 (187,241)	(0) 0 (205,965)	(0) 0 (226,561)	(0) 0 (249,218)	(0) 0 (274,139)	(0) 0 (301,553)	(0) 0 (331,709)	(0) 0 (364,879)	(0) 0 (25,688,516)
(187,241)	(205,965)	(226,561)	(249,218)	(274,139)	(301,553)	(331,709)	(364,879)	(25,689,516)
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
7,08 4, 252 0 0	7,084,252 0 0	7,084,252 0 0	7,836,616 0 0	8,619,076 0 0	8,619,076 0 0	8,619,076 0 0	8,619,076 0 0	9,534,442 0 0
7,084,252 (708,425)	7,084,252 (708,425)	7,084,252 (708,425)	7,836,616 (783,662)	8,619,076 (861,908)	8,619,076 (861,908)	8,619,076 (861,908)	8,619,076 (861,908)	9,534,442 (953,444)
6,375,827	6,375,827	6,375,827	7,052,955	7,757,168	7,757,168	7,757,168	7,757,168	8,580,998
(1,931,679) 63,758	(2,008,946) 63,758	(2,089,304) 63,758	(2,172,876) 70,530	(2,259,791) 77,572	(2,350,183) 77,572	(2,444,190) 77,572	(2,541,958) 77,572	(2,643,636) 85,810
(1,867,921)	(1,945,188)	(2,025,546)	(2,102,347)	(2,182,220)	(2,272,611)	(2,366,619)	(2,464,386)	(2,557,826)
4,507,906	4,430,639	4,350,281	4,950,608	5,574,948	5,484,557	5,390,550	5,292,782	6,023,172

		PIER Boston, Mass				
34333333333333333333333333333333333333	JECT SALE, CASH	######################################	######################################			**************** FFICE ************************************
ICHU	DESTGÑ	DESIGN	CONSTRUCŤ	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		67,827,772 (2,034,833)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	65,792,939 (25,287,148) (2,095,067)				
AFTER TAX SALES PROCEEDS		38,410,724				
***************************************	***********	***********		**********		***********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(3,566,993)	(1,271,170)	(3,911,055)	0	(13,716,666)	0
RETAX SALES PROCEEDS	0	0	0	0	0	0
ET OPERATING INCOME (Before Linkage	0	0	0	0	2,263,686	4,582,201
Or Turning Costs)					(102,848)	(102,848)
URNING COSTS: Brokerage Fees Tenant Refurbishment					(868,168) (344,553)	(902,895) (344,553)
DEBT SERVICE					0	(2,970,219)
PROJECT SALE PROCEEDS						
EFORE TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(12,768,548)	261,687
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(3,566,993) 0 0	(1,271,170) 0 0	(3,911,055) 0 0	0 0 0	(12,768,548) 0 0	261,687 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(12,768,548)	261,687
	***********	*********		**********		*********
OMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale	(3,566,993) 0 0 0	(1,271,170) 0 0 0	(3,911,055) 0 0	(0) 0 0	(12,758,548) 0 0	261,687 0 0
Taxes/Benefits From Sale	0	0	0	0	0	0
FTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(12,768,548)	261,687
UMULATIVE AFTER TAX CASH FLOW	(3,566,993)	(4,938,164)	(8,749,218)	(8,749,218)	(21,517,766)	(21,256,079)
Breakeven Debt Coverage Ratio						86.317 108.817
OMPOSITON OF AFTER TAX NPV:		!	NPV Components A Z Of Investment		PV Components Per entable/Salable S	
Investment Cash Flow From Operations	(8,097,102) (2,871,582)		-100.00% -35.46%		(38.19) (13.54)	
Taxes /Benefits From Operations Cash Flow On Sale	13,790,644		0.007 170.327		0.00 65.04	
Taxes / Benefits From Sale	(713,289)		-8.812		(3.36)	
TOTAL AFTER TAX NPV & 8.00%	2,108,671		26.04%		9.95	

PIER 4

Boston, Massachusetts

PROJECT GALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 1 OFFICE

PROJECT SALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 1 OFFICE

OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE SALE

**************	*********	***********	**********	**********		**********	**********	*******
0	(0)	(0)	0	0	0	(0)	0	(25,287,148)
0	0	0	0	0	0	0	0	0
4,507,906	4,430,639	4,350,281	4,950,608	5,574,948	5,484,557	5,390,550	5,292,782	6,023,172
(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)
0	0	0	(1,056,259) (344,553)	(1,098,510) (344,553)	0	0	0	(1,285,101) (344,553)
(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)	(2,970,219)
								65,792,939
1,434,839	1,357,572	1,277,214	476,730	1,058,820	2,411,490	2,317,483	2,219,715	41,826,243
1,434,839	1,357,572	1,277,214	476,730	1,058,820	2,411,490	2,317,483	2,219,715	41,826,243
Ŏ	Ŏ	0	ŏ	0	0	0	0	(2,095,067)
1,434,839	1,357,572	1,277,214	476,730	1,058,820	2,411,490	2,317,483	2,219,715	39,731,176
************	***********	******	************	************	************	***********	***********	***********
1,434,839 0	1,357,572 0	1,277,214 0	476,730 0	1,058,820 0	2,411,490 0	2,317,483 0	2,219,715 0	1,320,452 0
0	0	0	0	0	0	0 0	0	40,505,791 (2,095,067)
1,434,839	1,357,572	1,277,214	476,730	1,058,820	2,411,490	2,317,483	2,219,715	39,731,176
(19,821,240)	(18,463,667)	(17,186,453)	(16,709,723)	(15,650,904)	(13,239,414)	(10,921,931)	(8,702,215)	31,028,960
69.75 2 148.31 2	70.84% 145.71%	71.972 143.002	83.921 116.051	77.727 135.651	62.027 181.197	63.112 178.022	64.251 174.731	76.15% 144.46%

INTERNAL RATE OF RETURN

eeeeeeeeeee 9.24% eeeeeeeeee

·		loston, Massac	husetts	***********	*******	
8-7-86	TAXABLE IN	COME AND INCO	ME TAXES - PHA	SE 1		FFICE
######################################	DESIGN	DESIGN	3 Construct	CONSTRUCT	LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Taprov. Less Basis in Land	0	0 0 0	0 0	0 0 0	0	0 0 0
TAXABLE INCOME ON SALES	0	0	0	0	0	
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (7,832)	0 0 (15,977)	0 0 (222,886)	0 0 (486,220)	2,263,686 (1,709,334) (1,661,358)	4,582,201 (2,800,000) (2,550,397)
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(7,832)	(15,977)	(222,886)	(486,220)	(1,107,006)	(768,196)
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(7,832) 2,741 (2,741) 0 2,741	(15,977) 5,592 (5,592) 0 8,333	(222,886) 78,010 (78,010) 0 86,343	(486,220) 170,177 (170,177) 0 256,520	(1,107,006) 387,452 (387,452) 0 643,972	(768,176) 268,869 (268,869) 0 912,841
ORDINARY TAXES/BENEFITS	0	0	0	0	0	0
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0	0 0 0
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0 .	0	0	0
			:2222222222		======================================	-::::::::::::::::::::::::::::::::::::::
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		65,792,939 57,399,581) (2,407,453)				
GAIN ON SALE		5,985,906				
TAX / BENEFIT & 35.00%		(2,095,067)				
					************	=========

PIER 4 Boston. Massachusetts

				905CON, NO3564	CUAZECC2 THESECC2		***********	**********	
8-7-86				SOFT COSTS -	PHASE 1	*************	OFFICE		
YEAR			DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES	
SOFT COSTS: Envir. Imp. Report Permitting/Licens. Building Permits A/E Fees Design Consultants Development Fee Mtg. Brokerage Fee Market Research Fee Legal/Accounting	30 30 30 30 30 30 30 30 30	1.02 4.52 1.02 2.02 1.02	111,171 22,688 704,846 156,632 39,704 22,688 62,653	325,795 439,824 97,739 41,292 260,636	152,472 33,883 220,234 67,765 153,920	158,571 35,238 332,959	180,064 73,295	111,171 22,688 325,795 1,455,713 323,492 814,254 260,636 22,688 339,349	
Insurance RE Taxes Marketing/PR Brokerage on Leases	30 10 5 5	1.07 0.57 1.07	39,158	40,724	153,920 42,353	166,480 176,190 44,048	90,032 183,238	410,432 176,190 349,521 0	
SOFT COSTS BEFORE INTER	REST		1,159,541	1,271,170	670,628	983,962	526,629	4,611,930	

	PIER 4 Boston, Massachusetts										
**************	**************	:	TAXABLE !	NCOME AND INCO	ME TAXES - PHA	***********	***********	FICE			
OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	15 SALE			
0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0			
0	0	0	0	0	0	0	0	0			
4,507,906 (2,782,978) (2,542,252) (817,324)	4,430,639 (2,764,254) (2,533,782) (867,397)	4,350,281 (2,743,658) (2,524,972) (918,349)	4,950,608 (2,721,001) (2,525,943) (296,336)	5,574,948 (2,696,080) (2,495,161) 383,707	5,484,557 (2,668,666) (2,495,161) 320,730	5,390,550 (2,638,510) (2,495,161) 256,878	5,292,782 (2,605,340) (2,495,161)	6,023,172 (2,568,852) (2,540,930) 			
(817,324) 286,064 (286,064) 0 1,198,904	(867,397) 303,589 (303,589) 0 1,502,493	(918,349) 321,422 (321,422) 0 1,823,915	(296,336) 103,718 (103,718) 0 1,927,633	383,707 (134,298) (0) 134,298 1,793,335	320,730 (112,255) (0) 112,255 1,681,080	256,878 (89,907) (0) 89,907 1,591,172	192,281 (67,298) (0) 67,298 1,523,874	913,391 (319,687) (0) 319,687 1,204,187			
0	0	0	0	0	0	0	0	0			
0	0	0	0	0	0	0	0	0 0 0			
U	U	U	Ų	v	•	•	·	•			

Boston, Massachusetts										
8-7-84	DEPRECIATION,	AMORTIZATION	. & BASIS - PH	456 1	()	FFICE				
YEAR .	DESIGN	2 Design	CONSTRUCT	CONSTRUCT	S LEASE-UP	STABILIZED & SALES				
DEFRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (7,832)	0 (15,977)	(58,451) (139,787) (24,447)	(277,738) (139,987) (68,495)	(612,112) (153,731) (11,666) (448,671) (87,492) (347,686)	(1,224,224) (153,731) (11,666) (466,290) (694,487)				
POTENTIAL DEPREC. & AMORT. Percent Unsold	(7,832) 100.00%	(15,977) 100.00%	(272,886) 100.00%	(486,220) 100.00%	(1,661,358) 100.002	(2,550,397) 100.00%				
ACTUAL DEPREC. & AMORT.	(7,832)	(15,977)	(222,884)	(486,220)	(1,661,359)	(2,550,397)				
ACCUM. DEPREC. & AMORT. Add Back For Sales	(7,832) 0	(23,808) 0	(246,694) 0	(732,914) 0	(2,394,272)	(4,944,669)				
ACTUAL ACCUM. DEPREC. & AMORT.	(7,832)	(23,808)	(246,694)	(732,914)	(2,394,272)	(4,944,669)				
Add to Basis Beginning Basis Deduct from Basis	3,566,993 3,566,993 0	1,271,170 4,838,164 0	16,185,824 21,023,987 0	17,800,611 38,824,598 0	12,854,007 51,678,605 0	1,247,449 52,926,053 0				
ADJUSTED BASIS OF IMPROVEMENTS	3,566,993	4,838,164	21,023,987	38,824,598	51,678,605	52,726,053				
Beginning Land Deduct from Land	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453				
ENDING LAND BASIS	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453				

PIER 4 Boston, Massachusetts

		Boston, Massa	CRUSECCS	**********		
8-7-86	SALE & LEASE ABSO	RPTION, OPERATI	NG EXPENSE GRO	NTH - PHASE 1	0	FICE
YEAR	1 Design	2 Design	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
GROSS SALES: Cumulative Sold % New Sales % New Sales	ø	0	0	0	33.332 33.332	100.002 66.672 0
GROSS LEASES, RENTS, OTHER INC Base leases Total Leased 7 New Leased 7 New Leases Total Leases Lease Commissions 5.0	5,936,710	6,174,386	6,421,362	6,678,216	6,945,345 50.007 50.007 3,472,672 3,472,672	7,223,159 100.002 50.002 3,611,579 7,084,252
Base rents Rents	0	0	0	0	0	0
Base Other Income Other Income	0	0	0	0	0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	(1,526,634)	(1,587,699)	(1,651,207)	(1,717,256)	(1,785,946) (892,973)	(1,857,384) (1,857,384)

	Boston, Massachusetts 3655-3865-3865-3865-3865-3865-3865-3865-												
**	************		*******	DEPRECIATION	, AMORTIZATION	. & BASIS - PH	ASE 1	******* *****************************	FFICE				
#1	!#####################################	18844825484848 Q	************	**************************************	######################################	********* 12	********** 13	********** {4	######################################				
	OPERATÉ	OPERATĚ	OPERATÉ	OPERAŤĚ	OPERATÉ	OPERATÊ	OPERATÉ	OPERATE	SALÉ				
	(1.224.224)	(1,224,224)	(1,224,224)	(1,224,224)	(1,224,224)	(1.224.224)	(1,224,224)	(1,224,224)	(1,224,224)				
	(153,731)	(153,731)	(153,731)	(153,731)	1153,731)	(153,731)	(153,731)	(153,731)	(153,731)				
	(11,666)	(11,666)	(11,666)	(11,666)	(11,466)	(11,666)	(11,566)	(11,666)	(11,666)				
	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)				
	(686,342)	(677,871)	(669,062)	(670,032)	(639,251)	(639,251)	(639,251)	(639,251)	(685,019)				
	(2,542,252)	(2,533,782)	(2,524,972)	(2,525,943)	(2,495,161)	(2,495,161)	(2,495,161)	(2,495,161)	(2,540,930)				
	100.002	100.007	100.002	100.002	100.002	100.002	100.002	100.002	100.002				
	(2,542,252)	(2,533,782)	(2,524,972)	(2,525,943)	(2,495,161)	(2,495,161)	(2,495,161)	(2,495,161)	(2,540,930)				
	(7,486,921)	(10,020,703)	(12,545,675)	(15,071,618)	(17,566,779)	(20,061,940)	(22,557,102)	(25,052,263)	(27,593,193)				
			·			v	v	V					
	(7,486,921)	(10,020,703)	(12,545,675)	(15,071,618)	(17,566,779)	(20,061,940)	(22,557,102)	(25,052,263)	(27,593,193)				
	ED 004 057	50 001 057	50 001 057	1,400,812	1,443,062	0	0	0	1,629,654				
	52,926,053	52,926,053	52,926,053	54,326,865	55,769,927	55,769,927	55,769,927	55,769,927	57,399,581				
	52,926,053	52,926,053	52,926,053	54,326,865	55,769,927	55,769,927	55,769,927	55,769,927	57,399,581				
	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453				
							·						
	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453				

***********	Boston, Massachusetts												
***********	************	SALE & (EASE ABSORPTI	ON, OPERATING E	XPENSE GROWTH	- PHASE 1	0	FICE					
7 OPERATE	0PERATE	9 Operate	10 OPERATE	0PERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE					
100.00Z 0.00Z 0	100.00Z 0.00Z 0	100.00Z 0.00Z 0	100.00Z 0.00Z 0	100.007 0.007 0	100.00Z 0.00Z 0	100.00Z 0.00Z 0	100.00Z 0.00Z 0	100.00Z 0.00Z 0					
7,512,085 100.002 0.002 0 7,084,252 0	7,812,569 100.007 0.002 0 7,084,252	8,125,071 100.002 0.002 0,002 7,084,252	8,450,074 100.002 50.002 4,225,037 7,836,616 0	8,788,077 100.002 50.002 4,394,039 8,619,076	9,139,600 100.007 0.007 0 8,619,076	9,505,184 100.002 0.002 0 8,619,076	9,885,392 100.002 0.002 0 8,619,076	10,280,807 100.002 50.002 5,140,404 9,534,442					
0	0	0	0	0	0	0	0	0					
0	0	0	0	0	0	0	0	0					
(1,931,679) (1,931,679)	(2,008,946) (2,008,946)	(2,089,304) (2,089,304)	(2,172,876) (2,172,876)	(2,259,791) (2,259,791)	(2,350,183) (2,350,183)	(2,444,190) (2,444,190)	(2,541,958) (2,541,958)	(2,643,636) (2,643,636)					

		loston, Massac	husetts			
S-7-96	LOAN	DETERMINATION	- PHASE 1		**************************************	######################################
YEAR	DESIGN 1	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PERMANENT LOAN DETERMINATION: Net Operating Income Capitalizes é 10.007 Loan-to-Value é 80.007	0 0 0	0 0 0	0	0 0 0	2,263,686 22,636,864 18,109,491	4,582,201 45,822,013 36,657,610
Net Operating Income Plus Linkage and Turning Costs Debt Coverage @ 110.00% Loan Potential	0 0 0	0	0 0 0	0 0 0	2,263,686 948,118 961,925 8,125,296	4,582,201 3,231,906 2,938,096 27,697,184

************	************		#444#444	Boston, Massa	chusetts ********	************		***********
************	************	***********	LOA	N DETERMINATIO	N - PHASE 1	*************		FFICE
OPERATE	15 SALE							
4,507,906 45,079,059 36,063,247	4,430,639 44,306,388 35,445,110	4,350,281 43,502,809 34,802,247	4,950,608 49,506,082 39,604,865	5,574,948 55,749,485 44,599,588	5,484,557 54,845,568 43,876,455	5,390,550 53,905,495 43,124,396	5,292,782 52,927,819 42,342,255	6,023,172 60,231,718 48,185,374
4,507,906 4,405,058 4,004,599 37,751,008	4,430,639 4,327,791 3,934,356 37,088,834	4,350,281 4,247,433 3,861,303 36,400,174	4,950,608 3,446,949 3,133,590 29,540,081	5,574,948 4,029,038 3,662,762 34,528,546	5,484,557 5,381,709 4,892,463 46,120,830	5,390,550 5,287,702 4,807,002 45,315,195	5,292,782 5,189,934 4,718,122 44,477,334	6,023,172 4,290,670 3,900,610 36,770,713

PIER 4 Boston, Hassachusetts

************			ğ	05COR, N&558CNU56CC5		
8-7-86	/********** 8	*****************	DEVELOP	HENT ASSUMPTIONS - PHASE 1	: 7	
SITE: Total Pier 4 Restaurant Remainder Built Open Total buildout Floor Area Ratio	ACRES 8.9 0.9 8.0 3.8 5.0	SQ. FEET 385,994 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.07 10.27 89.87 43.17 56.97	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.00Z 1.00Z 30 10.00Z 1.00Z 30	AFFORDABLE HOUSING Linkage Fee 5.00 Linkage Ex. 100,000 Inclus. Hous. 0.00% ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.00%
TAXATION: Ordinary Rate Capital Gains Deprec. Life (Bldg ITC on Hotel FF&E Losses Disallowed Loss Carryforward	. & FF&E)	35.00Z 35.00Z 30 0.00Z 100.00Z 100.00Z	(e 85.00 %)	DISCOUNT RATE FOR NPV EQUITY PHASE 1 AS PERCENT OF TOTAL BUILDOUT	8.00Z 20.00Z 44.73Z	ALLOCATION OF BREAKWATER 10 NONMARINA USES 100.002 RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.002 PHASE 1 COSTS UNESCALATED 194,512,973

4444444444444444444444444444		Boston, Mas	sachusetts					********
8-7-84	DEVI	LOPMENT ASSUM	PTIONS - PH	ASE 1			,,,,,,,,,,,,,,	***********
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
PROGRAM: Land 3.56 acres Above ground Below ground Water	737,928 613,604 178,200	167,820	269,831	249,450	50,827	560,104	178,200	155,112
Efficiency Factors Rentable/Salable	653,377	817 135,934	1002 269,831	95% 212,033	702 i 35,579 i	100.002 560,104	100.00Z 178,200	
UNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 290 339 1,400	100	290 339			1,400	100	
CONSTRUCTION PERIOD (MONTHS)	30 1	30	30	30	30	30	30	30 1
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z	4.007 4.007 4.002 4.002	4.00Z 4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	
FINANCIAL ASSUMPTIONS: Bebt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.007 80.007 10.007 3.007	110.007 80.007 10.007 3.007	110.00X 80.00X 10.00Z 3.00X	110.007; 80.007; 10.007; 3.007;	125.002 80.002 10.002 3.002	125.002 80.002 10.002 3.002	

OFFICE TOTAL CONDO HOTEL GARAGE RETAIL MARINA HISC. 122.50 61.75 | 91.50 108.50 6.73 BUILDING COSTS PER SQ. FOOT 91.50 61.75 BUILDING COSTS - LUMP SUM: Marina 1,200,000 Breakwater Site & Util. 1,200,000 12,000,000 1 BUILDING COSTS PER UNIT: Land per acre
Condominium per unit
Hotel bay - FF&E
Hotel room - hard
Hotel room - FF&E 2,000,000 205,580 25,000 100,954 29,224 Parking per car Marina per slip 24,705 12,000 REVENUES PER SQ. FOOT: Perones Per 58. PDUI:
Sales per rsf
Rents per rsf
Retail sales per rsf
Retail I rent 5.00% 375.00 20.00 | 200.00 | 10.00 | 35.00 REVENUES PER UNIT: Unit sales Monthly rent 1,359 35,000.00 30,000.00 275.00 225.00 ssf 509,753 Daily rent Hotel daily other 38.442 158.00 10.50 10.50 60.74 SALE, LEASE, RENT TERMS: Presale Absorption Prelease 25.00% 0.00% 0.00% 0.00% 25.00% 25.00% 54 50.00% 24 25.00% 24 0.001 24 25.00% 25.00% 25.00% Absorption 18 48 48 18 ! 18 18 SALE, LEASE, RENT ALLOCATION: Sales 100.00% 25.00% 50.00% Lease 100.00% 100.007 Rent monthly daily 25.00% 25.00% 100.00Z 100.00Z 50.00Z 25.00% 100.00% 100.002 100.002 100.00Z CONMISSION: 3.00% 4.00% 4.00% Leases 5.00% 5.00% VACANCY 29.00% 20.00% 10.00% TURNOVER: Turnover - stay Turnover - leave 50.00Z 50.00% 50.00%1 OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve 8.00 1.002 2.00 7.00 10.00 | 1.002 | 2.00 | 7.00 | 137.60 3.00% 0.25 1.00% 2.00 1.00%

Turnover refurb. - stay Turnover refurb. - leave

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***************************************	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
LAND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
HARD COSTS: Component specific Hotel FF&E Foundation G Garage service area	116,400,006 8,475,000 0	20,557,950 1,966,416 751,312 272,905	R.475.000	22,824,675 2,922,908 1,116,761	4,650,671 595,561 227,547	34,586,422 (8,646,606)		3,303,625 (3,303,625)
Breakwater Site & Utilities	1,200,000 12,000,000	272,905 2,729,047	438,792	405,649 4,056,493	82,654 826,536		0	(0,000,020)
HARD COST SUBTOTAL 30 Contingency 30 5.0%	138,075,006 6,903,750	26,277,630 1,313,881	46,948,105 2,347,405	31,326,487 1,566,324	6,382,968 319,148	25,939,817 1,296,991	1,200,000	0
TOTAL HARD COSTS	144,978,756							0
SOFT COSTS: Envir. Imp. Report Permitting/Licens. 30 Building Permits 30 1.0% A/E Fees 30 4.5% Design Consultants 30 1.0% Development Fee 30 2.0% Mrket Research Fe 30 1.0% Legal/Accounting 30 1.0% Linkaye 12 Insurance 10 1.0% RE Taxes 10 0.5% Marketing/PR 5 1.0% Brokerage on Lease 5	470,000 1,00,000 1,380,750 6,213,375 1,380,750 2,761,500 1,104,600 1,00,000 1,380,750 2,820,648 1,380,750 690,375 1,380,750 2,033,179	93,254 19,031 262,776 1,182,493 262,776 525,553 210,221 19,031 262,776 262,776 131,388 262,776	166,609 34,902 469,481 2,112,665 469,481 938,942 375,585 34,002 469,481 1,335,007 469,481 234,741 469,481	111,171 22,688 313,265 1,409,692 313,265 626,530 250,612 22,688 313,265 1,234,171 313,265 156,632 1,855,284	22,652 4,623 63,830 287,234 63,830 127,659 51,064 4,623 63,830 251,470 63,830 31,915 63,830 177,895	92,055 18,767 259,378 1,167,292 259,378 518,794 207,519 18,787 259,378 259,378 129,699 259,378	4,259 869 12,000 54,000 12,000 24,000 9,600 869 12,000 12,000 6,000	
Soft Cost SUBTOTAL Construc. Loan Pt. 1.07 Constr. Int. 15 Permanent Loan Pt. 1.07	23,217,428 1,345,569 16,819,618 1,029,827	3,494,853 248,691 3,108,636 0	7,578,978 454,996 5,687,449 454,996	321,189 4,014,860	63,843 798,040	3,449,925 245,494 3,068,673 184,120	159,597 11,357 141,960 5,678	
TOTAL SOFT COSTS	42,412,442	6,852,181	14,176,418	11,913,031	2,204,008	6,948,213	318,592	********
COSTS Before INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS TOTAL PROJECT COSTS	7,121,775 144,978,756 42,412,442 194,512,973	1,619,638 27,591,511 6,852,181 36,063,330	66,076,079	47,213,295	9,396,658	27,236,807 6,948,213 34,185,020	1,578,592	
COSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,756 42,412,442	1,619,638 27,591,511 6,852,181	2,604,150 49,295,510 14,176,418	2,407,453 32,892,811 11,913,031	490,534 6,702,116 2,204,008	27,236,807 6,948,213	1,250,000 318,592	
TOTAL PROJECT COSTS	194,512,973	36,063,330	66,076,079	47,213,295	9,396,658	34,185,020	1,578,592	
PERCENT OF USE: Land Costs Hard Costs Soft Costs	3.662 74.532 21.802	4.49% 76.51% 19.00%	3.947 74.607	5.107 6 69.677	5.22% 71.32%	0.00Z 79.67Z 20.33Z	0.00% 79.82%	
Total Project Costs	100.002	100.00%	100.00	100.002	100.00%	100.002		
PERCENT OF PROJECT BY COST: Land Costs Hard Costs Soft Costs	100.007 100.007 100.007	22.747 19.037 16.167	36.577 34.007	33.802 22.692	6.897 4.627	0.002 18.792 16.382	0.002	
Total Project Costs	100.002	18.547	33.97	24.271		17.57%		

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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
GROSS SALES Less Basis Less Commissions	50,975,325 (45,398,880) (2,079,260)	50,975,325 (36,063,330) (1,529,260)				12,250,000 (8,546,255) (490,000)	1,500,000 (789,296) (60,000)	
Gain on Sale TAX on Sale 35.0%	17,247,185 (6,036,515)	13,382,736 (4,683,957)			3,213,745 (1,124,811)	650,704 (227,746)	
NET SALES PROCEEDS	56,609,551	44,762,108				10,635,189	1,212,254	
GROSS REVENUE: Base leases 5 Base rents Other income	8,132,716 20,725,363 6,784,610		16,724,300 6,428,821	7,421,138	711,578 355,789	3,837,750	163,313	
TOTAL BROSS REVENUES Less VACANCY	35,642,688 (8,305,369)		23,153,121 (6,714,405)	7,421,138 (1,484,228)	1,067,367	3,837,750	163,313	
NET REVENUES	27,337,319		16,438,716	5,936,910	960,630	3,837,750	163,313	
OPERATING EXPENSES: Base operating expenses Replacement reserve	(12,880,771) (602,148)		(10,341,122) (493,161)	(1,357,008) (59,369)	(320,210) (9,606)	(840,156) (38,378)	(22,275) (1,633)	
TOTAL OPERATING EXPENSES	(13,482,918)		(10,834,283)	(1,416,377)	(329,816)	(878,534)	(23,908)	
NET OPERATING INCOME	13,854,400	***********	5,604,433	4,520,533	630,814	2,959,217	139,404	
GROSS MARGIN ON SALES BEFORE TAX RETURN ON ASSETS BY USE OVERALL ROA MITH AFTER TAX SALES SUBSIDY	37.992 9.292 16.812	37.111	8.482	9.571	6.71%	37.60% 11.54%	82.447 17.667	
######################################	######################################	55556655666 R NET RENTAE	######################################	######################################	######################################	 	 	
=	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
Hard Costs (Component Specific)		151.23	108.50	107.65	130.71	61.75	6.73	
Land Costs Hard Costs (Total) Soft Costs	10.90 221.89 64.91	11.91 202.98 50.41	9.65 182.69 52.54	11.35 155.13 56.18	13.79 188.37 61.95	0.00 48.63 12.41	0.00 7.07 1.79	
TOTAL DEVELOPMENT COSTS	297.70	265.30	244.88	222.67	264.11	61.03	8.86	
Gross Sales Less Basis, Commissions, Taxes		375.00 (311.01)				87.48 (72.57)	16.84 (12.09)	
AFTER TAX GAIN ON SALES		63.99				14.92	4.75	
Gross Revenues Less Vacancy		0.00 0.00	85.81 (24.88)	35.00 (7.00)	30.00 (3.00)	9.14 0.00	0.92 0.00	
Net Revenues Operating Expenses (Before deducting Linkage or Turns)		0.00 0.00	60.92 (40.15)	28.00 (6.68)	27.00 (9.27)	9.14 (2.09)	0.92 (0.27)	
NET OPERATING INCOME								

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YEAR	i DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
EQUITY AVAILABLE & 20.00% EQUITY INVESTED	8,749,218 3,566,993	5,182,225 1,271,170	3,911,055 3,911,055	0	0	& SALES
	:232232222222	2025:22222222		************		:==========
BUILDING COSTS: Land Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(2,407,453) (1,159,541)	(1,271,170)	(14,230,746) (670,628) (699,937)	(14,799,976) (983,962)	(7,695,987) (526,629)	
BUILDING COSTS BEFORE INTEREST	(3,566,993)	(1,271,170)	(15,601,311)	(15,783,937)	(8,222,617)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales Retirements - Takeout	0	0	(584,513) (12,274,769)	(2,016,674) (17,800,611)	(3,418,669) (11,641,286) 0 41,716,666	0 0 (0) 0
Balance PERMANENT MORTGAGE:	U	v	(12,274,769)	(30,075,380)	U	v
Payment Number: Payment Interest Amortization Balance					(19,000,000)	(2,015,506) (1,900,000) (115,506) (18,884,494)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(3,566,993) (0) 0	(1,271,170) (0) 0	(16,185,824) 12,274,769 0	(17,800,611) 17,800,611 0	(11,641,286) (30,075,380) 17,000,000	0 0 (115,506)
COST & DEBT FLOMS	(3,566,993)	(1,271,170)	(3,911,055)	0	(22,716,666)	(115,506)
GROSS SALES Less Commissions	***************	***********	***********		0	0
PRETAX SALES PROCEEDS					0	0
			=======================================	=35==3=======	222222222222	
GROSS REVENUES: Leases Rents Other income					2,984,32B 0 0	4,677,256 0 0
TOTAL GROSS REVENUES Less VACANCY			******		2,984,328 (596,866)	4,677,256 (935,451)
NET REVENUES	***				2,387,462	3,741,805
DPERATING EXPENSES: Operating Expenses Replacement Reserve					(545,706) 23,875	(877,098) 37,418
TOTAL OPERATING EXPENSES					(521,831)	(839,680)
NET OPERATING INCOME					1,865,631	2,902,125

-									
	0 0 (0) 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 (0)						
	(2,015,506) (1,888,449) (127,056) (18,757,439)	(2,015,506) (1,875,744) (139,762) (18,617,676)	(2,015,506) (1,861,768) (153,738) (18,463,938)	(2,015,506) (1,846,394) (169,112) (18,294,826)	(2,015,504) (1,829,483) (184,023) (18,108,803)	(2,015,506) (1,810,880) (204,625) (17,904,178)	(2,015,506) (1,790,418) (225,088) (17,679,090)	(2,015,506) (1,767,909) (247,597) (17,431,493)	(2,015,506) (1,743,149) (272,356) (17,159,136)
_	0 0 (127,056)	(0) 0 (139,762)	(0) 0 (153,738)	(0) 0 (169,112)	(0) 0 (186,023)	(0) 0 (204,625)	(0) 0 (225,088)	(0) 0 (247,597)	(0) 0 (17,431,493)
=:	(127,056)	(139,762)	(153,738)	(169,112)	(186,023)	(204,625)	(225,088)	(247,597)	(17,431,493)
	0	0	0	0	0	0 0	0 0	0	0
==	0	0	0	0	0	. 0	0	0	0
	6,437,901 0 0	8,268,971 0 0	9,221,128 0 0	9,867,692 0 0	10,234,469	10,615,918 0 0	11,012,625 0 0	11,218,912 0 0	12,005,554
	6,437,901 (1,287,580)	8,268,971 (1,653,794)	9,221,128 (1,844,226)	9,867,692 {1,973,538}	10,234,469 (2,046,894)	10,615,918 (2,123,184)	11,012,625 (2,202,525)	11,218,912 (2,243,782)	12,005,556 (2,401,111)
	5,150,321	6,615,177	7,376,903	7,894,153	8,187,575	8,492,735	8,810,100	8,975,130	9,604,444
	(1,234,128) 51,503	(1,618,318) 66,152	(1,857,159) 73,769	(1,931,446) 78,942	(2,008,703) 81,876	(2,089,051) 84,927	(2,172,614) 88,101	{2,259,518} 89,751	(2,349,899) 96,044
	(1,182,625)	(1,552,166)	(1,783,390)	(1,852,504)	(1,926,828)	(2,004,124)	(2,084,513)	(2,169,767)	(2,253,854)
	3,967,696	5,063,011	5,593,512	6,041,649	6,260,748	6,488,610	6,725,587	6,805,363	7,350,590

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8-7-86 PROJ	ECT SALE, CASH	FLOW AND PERF	ORMANCE SUMMARI	ES - PHASE 1	O	FFICE
YEAR	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		76,171,570 (2,285,147)				≪ SALCS
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	73,886,423 (17,159,136) (4,396,844)				
AFTER TAX SALES PROCEEDS		52,330,443				
***************************************	***********	***********		**********		**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(3,566,993)	(1,271,170)	(3,911,055)	0	(22,716,666)	0
PRETAX SALES PROCEEDS	0	0	0	0	0	0
NET OPERATING INCOME (Before Linkage Or Turning Costs) LINKAGE	0	0	0	0	1,865,631 (102,848)	2,902,125 (102,848)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(746,082) (327,988)	(423,232) (178,902)
DEBT SERVICE						(2,015,506)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(22,027,952)	181,637
***************************************	*********	************		*************		2222222222
Before Tax Cash Flom Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(3,566,993) 0 0	(1,271,170) 0 0	(3,911,055) 0 0	0 0 0	(22,027,952) 0 0	181,637 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(22,027,952)	181,637
***************************************	*********	***********		**********		**********
COMPOSITION OF AFTER TAX CASM FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(3,566,993) 0 0 0 0	(1,271,170) 0 0 0 0	(3,911,055) 0 0 0	(0) 0 0 0	(22,027,952) 0 0 0	181,637 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(22,027,952)	181,637
CUMULATIVE AFTER TAX CASH FLOW	(3,566,993)	(4,839,164)	(8,749,218)	(8,749,218)	(30,777,170)	(30,595,533)
Breakeven Debt Coverage Ratio						76.12% 109.01%
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale	(8,097,102) (3,320,174) (1,412,320) 19,313,431	N I	PV Components A Of Investment -100.002 -41.002 -17.442 238.522		PV Components Per entable/Salable S (38.19) (15.66) (6.66) 91.09	
Taxes / Benefits From Sale - TOTAL AFTER TAX NPV @ 8.00%	4,786,882		-18.49% 61.59%		23.52	***********

************	**********	*******	**********	**********	*********	*******		**********
(0)	0	(0)	0	(0)	0	0	(0)	(17,159,136)
0	0	0	0	0	0	0	0	0
3,967,696	5,063,011	5,593,512	6,041,649	6,260,748	6,488,610	6,725,587	6,805,363	7,350,590
(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)
(440,161) (178,902)	(457,768) (178,902)	(238,039) (89,451)	(907,723) (327,988)	(514,926) (178,902)	(535,523) (178,902)	(556,944) (178,902)	(289,611) (89,451)	(1,104,384) (327,988)
(2,015,506)	(2,015,506)	(2,015,506)	(2,015,506)	(2,015,506)	(2,015,506)	(2,015,506)	(2,015,506)	(2,015,506)
								73,886,423
1,230,279	2,307,988	3,147,669	2,687,585	3,448,566	3,655,831	3,871,387	4,307,948	60,527,152
1,230,279 0 0	2,307,988 0 0	3,147,669 0 0	2,687,585 0 0	3,448,566 (311,983) 0	3,655,831 (710,401) 0	3,871,387 (793,563)	4,307,948 (825,753) 0	60,527,152 (1,011,482) (4,396,844)
1,230,279	2,307,988	3,147,669	2,687,585	3,136,583	2,945,430	3,077,824	3,482,195	55,118,826
100110000000000000000000000000000000000	************	***********	**********	***********		************	***********	************
(0) 1,230,279 0 0	2,307,988 0 0 0	3,147,669 0 0	2,687,585 0 0 0	3,448,566 (311,783) 0	3,655,831 {710,401} 0	3,871,387 (793,563) 0 0	4,307,948 (825,753) 0 0	(0) 3,799,865 (1,011,482) 56,727,287 (4,396,844)
1,230,279	2,307,988	3,147,669	2,687,585	3,136,583	2,945,430	3,077,824	3,482,195	55,118,826
(29,365,254)	(27,057,267)	(23,909,598)	(21,222,012)	(18,085,429)	(15,140,000)	(12,062,175)	(8,579,980)	46,538,846
60.89Z 161.04Z	52.09% 214.51%	45.867 256.171	52.761 233.351	46.302 271.102	45.567 281.39%	44.85% 292.08%	41.601 313.741	48.35% 288.53%

INTERNAL RATE OF RETURN

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PIER 4 Boston. Massachusetts

YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0	0 0 0	0 0	0 0 0	0 0 0	0
TAXABLE INCOME ON SALES	0	0	0	0	0	0
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Interest Deduct Depreciation & Amortization	0 0 (7,832)	0 0 (15,977)	0 0 (222,886)	0 0 (486,220)	1,865,631 (1,709,334) (1,633,628)	2,902,125 (1,900,000 (2,393,604
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(7,832)	(15,977)	(222,886)	(486,220)	(1,477,331)	(1,391,479
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits Tom Prior Years Benefits To Be Carried	(7,832) 2,741 (2,741) 0 2,741	(15,977) 5,592 (5,592) 0 8,333	(222,886) 78,010 (78,010) 0 86,343	(486,220) 170,177 (170,177) 0 256,520	(1,477,331) 517,066 (517,066) 0 773,586	(1,391,479 487,018 (487,018 0 1,260,604
ORDINARY TAXES/BENEFITS	0	0	0	0	0	0
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0	0
NCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	0	0
		2222222222	***********			*********
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land		73,886,423 58,916,558) (2,407,453)				a.
GAIN ON SALE		12,562,413				
TAX / BENEFIT # 35.00%		(4,396,844)				

PIER 4 Boston. Massachusetts

*********				BOSCOR, N2552	CNUSECCS			**********	
8-7-86		**********		SOFT COSTS -	PHASE 1	**************	OFFICE		
YEAR			1 Design	DESIGN	CONSTRUCT	CONSTRUCT	5 Lease-up	STABILIZED & SALES	
SOFT COSTS: Envir. Imp. Report Permitting/Licens. Building Permits A/E Fees Design Consultants Development Fee Htg. Brokerage Fee Market Research Fee Legal/Accounting Insurance RE Taxes Marketing/PR Brokerage on Leases	30 30 30 30 30 30 30 30 30 10	1.02 4.52 1.02 2.02 1.02 1.02 0.52 1.02	111,171 22,688 704,846 156,632 39,704 22,688 62,653 39,158	325,795 439,824 97,739 41,292 260,636 65,159	152,472 33,883 220,234 67,765 153,920 42,353	158,571 35,238 332,959 70,476 166,480 176,190 44,048	180,064 73,295 90,032 183,238	111,171 22,688 325,775 1,455,713 323,492 814,254 260,636 22,688 339,349 176,190 349,521	
SOFT COSTS BEFORE INTER	REST		1,159,541	1,271,170	670,628	983,962	526,629	4,611,930	

******	******	**********		**********	Boston, Massa **********************************	************			13444444444
*******	******	***********		TAXABLE ************************************	INCOME AND INC ####################################	DNE TAXES - PH/ #################	\SE 1 444444444	10 • • • • • • • • • • • • • • • • • •	FICE
OP	PERATE	9 OPERATE	OPERATE	10 OPERATE	OPERATE	0PERATE	OPERATE	OPERATE	15 SALE
	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
	0	0	0	0	0	0	0	Q	0
(1,88 (2,50	7,696 8,449) 9,272)	5,063,011 (1,875,744) (2,628,135)	5,593,512 (1,861,768) (2,684,824)	6,041,649 (1,846,394) (2,680,505)	6,260,748 (1,829,483) (2,628,939)	6,488,610 (1,810,880) (2,648,012)	6,725,587 (1,790,418) (2,667,847)	6,805,363 (1,767,909) (2,678,161)	7,350,590 (1,743,149) (2,717,493)
(43	0,026)	559,132	1,046,921	1,514,751	1,802,326	2,029,718	2,267,323	2,359,293	2,889,947
15 (15	0,026) 0,509 0,509) 0	559,132 (195,696) (0) 195,696 1,215,416	1,046,921 (366,422) (0) 366,422 848,994	1,514,751 (530,163) (0) 530,163 318,831	1,802,326 (630,814) (0) 319,831 0	2,029,718 (710,401) (0) 0	2,267,323 (793,563) (0) 0	2,359,293 (825,753) (0) 0	2,889,947 (1,011,482) (0) 0
	Û	0	0	0	(311,983)	(710,401)	(793,563)	(825,753)	(1,011,482)
	0 0 0	0 0 0	0	0 0	0 0 0 (311,983)	0 0 0 (710,401)	0 0 0 (793,563)	0 0 0 (825,753)	0 0 0 0 (1,011,482)
			υ 		(211,183)	(/10,401)	(/73,363)	(825,/53)	(1,011,482)

PIER 4 Roston. Massachusetts

***************************************		Boston, Massa	CNUSETTS ##################################	**********	444641444444444	
8-7-85	DEPRECIATION	ANORTIZATION	. & BASIS - PH	ASE 1	()	FICE
**************************************	DESIGN	2 DESIGN	3 Construct	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTIZATION: Hard Costs Soft Costs Permanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (7,832)	0 (15,977)	(58,451) (139,987) (24,447)	(277,738) (139,987) (68,495)	(612,112) (153,731) (11,666) (448,671) (87,492) (319,956)	(1,224,224) (153,731) (11,666) (466,290) (537,694)
POTENTIAL DEPREC. & AMORT. Percent Unsold	(7,832) 100.002	(15,977) 100.00Z	(222,886) 100.00%	(486,220) 100.00%	(1,633,628) 100.007	(2,393,604) 100.001
ACTUAL DEPREC. & AMORT.	(7,832)	(15,977)	(222,886)	(486,220)	(1,633,628)	(2,393,604)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(7,832) 0	(23,808) 0	(246,694) 0	(732,914) 0	(2,366,542)	(4,760,146)
ACTUAL ACCUM. DEPREC. & AMORT.	(7,832)	(23,808)	(246,694)	(732,914)	(2,366,542)	(4,760,146)
Add to Basis Beginning Basis Deduct from Basis	3,566,993 3,566,993 0	1,271,170 4,838,164 0	16,195,924 21,023,787 0	17,800,611 38,824,598 0	12,715,355 51,539,954 0	602,134 52,142,088 0
ADJUSTED BASIS OF IMPROVEMENTS	3,566,993	4,838,164	21,023,987	38,824,598	51,539,954	52,142,088
Beginning Land Deduct from Land	2,407,453	2,407,453	2,407,453	2,407,453 0	2,407,453	2,407,453
ENDING LAND BASIS	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453

*******************************	**********	Boston, Massa	chusetts	***********		
1515516816816818168169411481688844494488	& LEASE ABSOR	PTION, OPERATION	G EXPENSE GRO	NTH - PHASE 1) 	FICE
YEAR	DESIGN	DESIGN	3 CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
GROSS SALES: Cumulative Sold Z New Sales Z New Sales	0	0	0	0	0 25.002 25.002 0	75.007 50.007 0
GROSS LEASES, RENTS, OTHER INCOME: Base leases Total Leased % New Leased % New Leases Total Leases Lease Commissions 5.00%	7,421,138	7,717,983	8,026,702	8,347,770	8,681,681 34.382 34.382 2,984,328 2,984,328	9,028,948 53,132 18,757 1,692,928 4,677,256
Base rents Rents	0	0	0	0	0	0
Base Other Income Other Income	0	0	0	0	0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	(1,357,008)	(1,411,288)	(1,467,740)	(1,526,449)	(1,587,507) (545,706)	(1,651,008) (877,098)

PIER 4 Boston, Massachusetts

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41				DEPRECIATION	N. AMORTIZATION	, & BASIS - P	IASE 1	(FFICE
• 1	7.	. 8	9	10	11	12	; ;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;	14 14	15
	OPERATÉ	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	OPERATE	SALE
	(1,224,224)	(1,224,224)	(1,224,224)	(1,224,224)	(1,224,224)	(1,224,224)	/1 724 224	// 554 554	
	(153,731)	(153,731)	(153,731)	1153.731)	(153,731)	(153,731)	(1,224,224) (153,731)	(1,224,224) (153,731)	(1,224,224) (153,731)
	(11,666)	(11,565)	(11,666)	(11,666)	(11,666)	(11,666)	(11,666)	(11,666)	(11,666)
	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)	(466,290)
	(653,362)	(772,225)	(828,914)	(824,594)	(773,029)	(792,101)	(811,937)	(822,251)	(861,583)
	(2,509,272)	(2,628,135)	(2,684,824)	(2,680,505)	(2,628,939)	(2,648,012)	(2,667,847)	. (2,678,161)	(2,717,493)
	100.002	100.002	100.002	100.007	100.002	100.002	100.002	100.002	100.002
	(2,509,272)	(2,628,135)	(2,684,824)	(2,680,505)	(2,628,939)	(2,648,012)	(2,667,847)	(2,678,161)	(2,717,493)
	17 240 A101	10 007 EEAL	//5 500 7771	/AF 8/8 888			~~~~~~~	*****	
	(7,269,418) 0	(9,897,554) 0	(12,582,377)	(15,262,882)	(17,891,821)	(20,539,833)	(23,207,680)	(25,885,841)	(28,603,335)
	17 710 A10\	/0.007.554							
	(7,269,418)	(9,897,554)	(12,582,377)	(15,262,882)	(17,891,821)	(20,539,833)	(23,207,680)	(25,885,841)	(28,603,335)
	/10 A/A	(7) 170	707 474						
	619,064 52,761,152	636,670 53,397,822	327,490	1,235,711	693,829	714,426	735,847	379,062	1,432,371
	0	33,377,022	53,725,312	54,961,023	55,654,852	56,369,278	57,105,124	57,484,187	58,916,558
	FO 7/1 150							U	
	52,761,152	53,397,822	53,725,312	54,961,023	55,654,852	56,369,278	57,105,124	57,484,187	58,916,558
	0 443 453			_					
	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453
		·	·	0 	0	0	0	0	0
	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453
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PIER 4 OPERATE OPERATE DPERATE OPERATE OPERATE OPERATE OPERATE OPERATE 15 SALE 100.00Z 0.00Z 100.007 100.007 100.007 0.007 100.007 100.00% 100.002 100.002 100.00Z 0.00Z 25.00% 0.00% 0.002 0.00% 0.007 Û 0 9,765,711 90.632 18.752 1,831,071 8,268,971 9,390,106 71.881 10,154,339 100.002 9,382 952,157 10,562,593 100.007 34.387 3,630,891 9,867,692 11,424,500 100.002 18.752 2,142,094 10,615,918 10,985,096 100.002 18.752 2,059,706 10,234,469 11,881,480 100.002 18.752 2,227,778 11,012,625 12,356,739 100.007 9,382 1,158,444 11,218,912 12,851,009 100.002 34.382 4,417,534 12,005,556 18.752 1,760,645 6,437,901 9,221,128 0 ō 0 0 0 0 0 0 0 0 Õ Ô Ŏ ō ŏ 0 0 0 0 0 0 0 0 0 ٥ 0 (1,785,730) (1,857,159) (1,931,446) (1,618,318) (1,857,159) (1,931,446) (1,717,048) (1,234,128) (2,008,703) (2,008,703) (2,089,051) (2,089,051) (2,172,614) (2,259,518) (2,172,614) (2,259,518) (2,349,899) (2,349,899)

***************************************	<u> </u>	oston, Massac	nusetts			
9-7-86	LDAN	DETERMINATION	- PHASE 1	#***############### #**##############		######################################
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	S LEASE-UP	STABILIZED & SALES
PERMANENT LOAN DETERMINATION: Net Operating Income Capitalized # 10.00% Loan-to-Value # 80.00%	0 0 0	0	0 0 0	0 0 0	1,865,631 18,656,313 14,925,050	2,902,125 29,021,248 23,216,998
Net Operating Income Plus Linkage and Turning Costs Debt Coverage & 110.00% Loan Potential	0 0 0	0 0 0	0 0 0 0	0 0 0	1,865,631 688,714 626,104 5,902,225	2,902,125 2,197,143 1,997,403 18,829,343

444444444444			*********	PIER Boston, Nassa	4 chusetts **********************************			
44444444444	*********	********	LOA	N DETERMINATIO	N - PHASE 1		0	FFICE
7 OPERATE	0PERATE	OPERATE	OPERATE	OPERATE	OPERATE	13 OPERATE	14 OPERATE	15 SALE
3,967,696 39,676,955 31,741,564	5,063,011 50,630,112 40,504,089	5,593,512 55,935,125 44,748,100	6,041,649 60,416,493 48,333,194	5,260,748 62,607,479 50,085,983	6,488,610 64,886,104 51,908,883	6,725,587 67,255,874 53,804,699	6,905,363 68,053,632 54,442,906	7,350,590 73,505,901 58,804,721
3,967,696 3,245,784 2,950,713 27,816,119	5,063,011 4,323,494 3,930,449 37,052,003	5,593,512 5,163,175 4,693,795 44,248,004	6,041,649 4,703,091 4,275,537 40,305,125	6,260,748 5,464,071 4,967,338 46,826,668	6,488,610 5,671,337 5,155,761 48,602,917	6,725,587 5,886,893 5,351,721 50,450,216	6,805,363 6,323,453 5,748,594 54,191,503	7,350,590 5,815,371 5,286,701 49,837,279

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YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.002 Less Commission @ 3.002		56,049,467 (1,681,484)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		54,367,983 (11,740,462) 1,999,602				
AFTER TAX SALES PROCEEDS		44,627,123				
***************************************	***********	**********		***********	***********	***********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(3,566,993)	(1,271,170)	(3,911,055)	0	(28,716,666)	0
PRETAX SALES PROCEEDS	0	0	0	0	. ,	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	1,383,364	2,146,280
Ur Turning Costs)					(102,848)	(102,848)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(596,866) (327,988)	(338,586) (178,902)
DEBT SERVICE					0	(1,379,030)
PROJECT SALE PROCEEDS						.,,
BEFORE TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(29,361,003)	146,914
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(3,566,993) 0 0	(1,271,170) 0 0	(3,911,055) 0 0	0 0 0	(28,361,003) 0 0	146,914 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(28,361,003)	146,914
		********				**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(3,566,993) 0 0 0 0	(1,271,170) 0 0 0 0	(3,911,055) 0 0 0	(0) 0 0 0	(28,361,003) 0 0 0	146,914 0 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(28,361,003)	146,914
CUMULATIVE AFTER TAX CASH FLOW	(3,566,993)	(4,838,164)	(8,749,218)	(8,749,218)	(37,110,221)	•
Breakeven Debt Coverage Ratio						76.07% 110.65%
COMPOSITION OF ACTED TAY MOU.			IPV Components (Of Investment		PV Components Per entable/Salable S	F
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(8,097,102) (11,406,783) (188,860) 14,513,010 680,787	-	-100.002 -140.872 -2.332 179.242 8.412		(38.19) (53.80) (0.89) 68.45 3.21	
TOTAL AFTER TAX NPV 8 8.00%	(4,498,947)		-55.56%		(21.22)	
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PIER 4 Boston, Massach

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***********	***********							********
		PROJECT S	ALE, CASH FLOI	i AND PERFORMA	NCE SUMMARIES	- PHASE 1	OFFI	CE
***********	**********	***********	4444444444	***********	***********	444444444444		********
7	8	9	10	11	12	13	14	15
OPERATE	OPERATE	OPERATE	OPERATE	DPERATE	OPERATE	OPERATE	NPERATE	SALE

1111111111111111	**********		**********		***********	**********	***********	**********
0	0	(0)	0	(0)	(0)	(0)	0	(11,740,462)
0	0	0	0	0	0	0	0	0
2,927,331	3,726,745	4,103,378	4,447,030	4,606,858	4,773,078	4,945,947	4,992,387	5,410,492
(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)
(352,129) (178,902)	(366,214) (178,902)	(190,431) (89,451)	(726,178) (327,988)	(411,941) (178,902)	(428,419) (178,902)	(445,556) (178,902)	(231,689) (89,451)	(883,507) (327,988)
(1,379,030)	(1,379,030)	(1,379,030)	(1,379,030)	(1,379,030)	(1,379,030)	(1,379,030)	(1,379,030)	(1,379,030)
								54,367,983
914,422	1,699,751	2,341,618	1,910,986	2,534,136	2,683,879	2,839,611	3,189,369	45,344,641
914,422 0 0	1,699,751 0 0	2,341,618 0 0	1,910,986 0 0	2,534,136 0 0	2,483,879 0 0	2,839,611 0 0	3,189,369 0 0	45,344,641 (554,717) 1,999,602
914,422	1,699,751	2,341,618	1,910,986	2,534,136	2,683,879	2,839,611	3,189,369	,789,526
****************	************	************	************	************	*************	************	188898888875488	***********
914,422 0 0 0	1,699,751 0 0 0	2,341,618 0 0	1,910,995 0 0 0	2,534,136 0 0 0	2,483,879 0 0 0	2,839,611 0 0 0	3,189,369 0 0	2,717,120 (554,717) 42,627,521 1,999,602
914,422	1,699,751	2,341,618	1,910,986	2,534,136	2,683,879	2,839,611	3,189,369	46,789,526
(36,048,885)	(34,349,134)	(32,007,516)	(30,096,530)	(27,562,393)	(24,878,514)	(22,038,903)	(18,849,534)	27,939,992
62.257 166.317	54.317 223.261	48.267 269.801	55.79% 238.57%	49.052 283.762	48.401 294.621	47.772 305.912	44.462 331.28%	51.712 297.032

INTERNAL RATE OF RETURN

20222222222 6.07% 202222222222

			Bos	ton. Massachusetts		
######################################		::::::::::::::::::::::::::::::::::::::		######################################		*****************************
Total Pier 4 Restaurant	RES 8.9 0.9 8.0 3.8 5.0	50. FEET 385,994 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.02 10.22 89.82 43.12 56.92	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.007 1.007 30 10.007 1.007	AFFORDABLE HOUSINS Linkage Fee 6.00 Linkage Ex. 100,000 Inclus. Hous. 9.007 ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.00% ALLOCATION OF BREAKWATER TO
TAXATION:				DISCOUNT RATE FOR NPV	8.00%	NONMARINA USES 100.00%
Ordinary Rate Capital Gains Deprec. Life (Bldg. ITC on Hotel FF&E	& FF&E)	35.00% 35.00% 30	5	ERUITY	20.00%	RETURN ASSUMED ON UNINVESTED EDUITY FUNDS 0.00%
ITC on Hotel FF&E Losses Disallowed Loss Carryforward		0.007 100.007 100.007	(@ 85.00%)	PHASE 1 AS PERCENT OF TOTAL BUILLDOUT	44.73%	PHASE 1 COSTS UNESCALATED 192,856,575

			ssachusetts					
######################################	::::::::::::::::::::::::::::::::::::::	ZELOPMENT ASSU	MPTIONS - PH	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	************	************		
***********************	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	HISC.
PROGRAM: Land 3.56 acro Above ground Below ground	======================================		269,831	249,450	50,827	560,104		155,112
Water Efficiency Factors Rentable/Salable	178,200 653,377	917 135,934	1007 269,831	85 1 212,033	70% 35,579	100.00% 560,104	178,200 100.002 179,200	i
UNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 290 339 1,400		290 339		 	1,400	100	
CONSTRUCTION PERIOD (MONTHS)	! 30	1 30	30	30	30 !	30	30	30 ;
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.007 4.007 4.007	4.002 4.002 4.002 4.002	4.007 4.007 4.007 4.007	4.00Z 4.00Z 4.00Z 4.00Z	4.00Z 4.09Z 4.00Z 4.00Z 4.00Z	4.007 4.007 4.007 4.007 4.007	
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.00Z 80.00Z 10.00Z 3.00Z	110.007 80.007 10.007 3.007	110.00Z 80.00Z 10.00Z 3.00Z	110.007; 80.007; 10.007; 3.002;	125.007 80.007 10.007 3.007	125.00% 80.00% 10.00% 3.00%	

HOTEL OFFICE TOTAL CONDO RETAIL GARAGE MARINA 91.50 91.50 ; 61.75 ! BUILDING COSTS PER SQ. FOOT 122.50 108.50 61.75 6.73 BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util. 1,200,000 1,200,000 BUILDING COSTS PER UNIT: Ullows Costs Fee Unit Land per acre Condominium per unit Hotel bay - FF&E Hotel room - hard Hotel room - FF&E 2,000,000 205,590 25,000 100,954 29,224 24,705 Parking per car Marina per slip 12,000 REVENUES PER SQ. FOOT: Sales per rsf
Rents per rsf
Retail sales per rsf
Retail % rent 5. 375.00 35.00 20.00 200.00 5.00% 10.00 REVENUES PER UNIT: Unit sales 1,359
Monthly rent
Daily rent
Hotel daily other 38.442 35,000.00 30,000.00 275.00 225.00 509,753 55 f 158.00 10.50 10.50 60.74 SALE, LEASE, RENT TERMS: 0.00% 0.00% 25.00% 25.00% 25.00% 0.00% Fresale Absorption 19 48 18 : 19 18 100.00% 25.00% 25.00% 25.00% Prelease 0.00% 50.00% Absorption 18 49 Λ 19 : 18 18 SALE, LEASE, RENT ALLOCATION: 100.00% 25.00% 50.00% 100.00% 100.00% Lease Rent Rent 25.002 50.002 100.002 25.00% 25.00% 100.00% - monthly 100.007 daily 100.00% 100.00% 100.007 Total COMMISSION: 4.00% 4.00% Sales 3.00% 1.00% 5.00% Leases VACANCY 29.00% 10.00%! ! 0.00% TURNOVER: 50.00% 100.00% Turnover - stay Turnover - leave 0.00% 50.00%!

OPERATING COSTS:

Oper. exp. w/Man. & RET Replacement reserve Turnover refurb. - stay Turnover refurb. - leave

8.00

1.00% 2.00 7.00

137.60

3.00%

10.00 i

1.00%; 2.00 ; 7.00 ;

2.00

1.00%

1.00%

PIER 4 Boston, Massachusetts

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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
ROGS SQUARE FEET BET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
AND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
ARD COSTS: Component specific Hotel FF&E 5 Foundation 6 25% Garage service area	116,400,006 8,475,000 0	1,966,416	8,475,000 3,161,721 1,208,005	2,922,908 1,116,761	4,650,671 595,561 227,547	34,596,422 (8,646,506)		3,303,625 (3,303,625
Breakwater Site & Utilities	1,200,000 12,000,000	272,905 2,729,047	438,792 4,387,924	405,649 4,056,493	92,654 926,536			
HARD COST SUBTOTAL 30 Contingency 30 5.0%	138,075,006 6,903,750	26,277,630 1,313,881	46,948,105 2,347,405	31,326,487 1,566,324	6,392,968 319,148	25,939,817 1,296,991	1,200,000 60,000	0
TOTAL HARD COSTS	144,978,756	27,591,511	49,295,510	32,892,811	6,702,116	27,236,807	1,260,000	0
## OFT COSTS: Envir. Imp. Report 30 Fermitting/Licens. 30 Building Permits 30 A/E Fees 30 Bessign Consultants 30 Development Fee 30 Mtg. Brokerage Fee 30 Market Research Fe 30 Legal/Accounting 30 Linkage 12 Insurance 10 ME Taxes 10 Brokerage on Lease 5	490,000 100,000 1,380,750 6,213,375 1,380,750 2,761,500 1,104,600 100,000 1,380,750 2,820,648 1,380,750 690,375 1,380,750 548,951	93,254 19,031 262,776 1,182,493 262,776 525,553 210,221 19,031 262,776 262,776 131,338 262,776	166,609 34,002 469,481 2,112,665 469,481 338,762 375,585 34,002 469,481 1,335,007 469,481 234,741 469,481	111,171 22,688 313,265 1,409,692 313,265 626,530 250,612 22,688 313,265 1,234,171 313,265 156,632 313,265	22,652 4,623 63,830 287,234 63,830 127,659 51,064 4,623 63,830 251,470 63,830 177,995	92,055 18,787 259,398 1,167,292 259,398 518,796 207,519 18,787 259,398 259,398	4,259 12,000 54,090 12,000 24,000 9,600 869 12,000 12,000 12,000	
Soft Cost SUBTOTAL Construc. Loan Pt. 1.0% Constr. Int. 15 Permanent Loan Pt. 1.0%	21,733,200 1,333,696 16,671,196 1,017,953	3,494,853 248,691 3,108,636 0	454.996	5,771,565 309,315 3,866,438 309,315	1,279,282 63,843 798,040 63,843	3,449,925 245,494 3,068,673 184,120	159,597 11,357 141,960 5,678	
TOTAL SOFT COSTS	40,756,044		14,175,418	10,256,633	2,204,008	6,948,213	318,592	
COSTS Before INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS TOTAL PROJECT COSTS	7,121,775 144,978,755 40,756,044 192,855,575	1,619,638 27,591,511 6,852,181 36,063,330	66.076.079	32,892,811 10,256,633 45,556,897	9,396,659	34,185,020	1,578,592	
OSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,755 40,756,044	1,619,638 27,591,511 6,852,181	49,295,510	2,407,453 32,992,811 10,256,633	490,534 6,702,116 2,204,008	0 27,236,807 6,949,213	1,280,000 31 9,5 92	
TOTAL PROJECT COSTS	192,856,575	36,063,330	46,076,079	45,556,897	9,396,658	34,185,020	1,578,592	
ERCENT OF USE: Land Costs Hard Costs Soft Costs	3.69% 75.17% 21.13%	4.493 76.512	3.94 74.60	7 5.287 7 72.201	5.22% 71.32%	0.00% 79.67% 20.33%	0.007	
Total Project Costs	100.00%	100.007	100.00	1 100.00	100.00%	100.007		
PERCENT OF PROJECT BY COST:	100.002				6.99%	0.007	0.00	t.
Land Costs Hard Costs Soft Costs	100.002 100.002	19.037	34.00		4.627 5.417	18.797 17.057		

T OPERATING INCOME	***********	00.0	77.02	59*92	17.73	₽0. 7	6.65	
Net Revenues Operating Expenses (Before deducting Linkage or Turns		00.0	(\$1°0#) 26°09	(8.25)	(4,27)	9.14 (2.09)	(75.0)	
Gross Vacancy Acsmory		00.0	(5 4 °88) 82°81	0°00 22°00	(2°00) 20°00	41.9 00.0	0.0 0.0	
SELAR MO MIAD XAT RET		92°38				26.41	\$7.¢	
Gross Sales Less Basis, Commissions, Taxes		275.00 375.00				87.78 (72.57)	(60°21) #8°91	
TAL DEVELOPMENT COSTS	295.17	592°20	244.98	214.86	11.465	91.03	98*8	
esed bosts Hard Costs (Total) Soft Costs	75.58 221.89 10.90	205.99 202.99	\$5°25 69°26 59°6	18.37 155.13 11.35	13.79 188.37 13.79	15°41 14°71 16°00	0.00 7.07 97.1	
(bilibag& dnanogmod) aleod br		121.23	108.50	107.65	120°11	51.14	٤٢٠٩	
1 BEM14BLE/SALABLE SF 035 SQUARE FEET	721,929 737,928	122'624 193'850	594'821 594'821	515,022 549,450	22,579 50,827	\$01'09S \$01'09S	002,871 002,871	0 22*200
= -	JATOT	CONDO	J3T0H	OEEICE	JIATAR	PERFECTED CONTRACT	ani aah	"JSIN
######################################	ATTANTATATA	########## K NE! KENIUN	############# FF\29CURFF 2	########## GME2CUEY	######################################	***********	**********	*********
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TURN ON ASSETS BY USE ERALL ROA WITH AFTER TAX SALES SUBSIDY	791.01		787.8	12.402	%11.2°9	792:11	299°L1	
DSS MARGIN ON SALES BEFORE TAX	27.992	211.72				27.60%	744.SB	
			=========		2222222		=========	
T OPERATING INCOME	14'384'224	222222222	2'904'422	999'059'5	P20'814	712,959,2	123'404	=======
- BMD3NI BWITAABAD T						(878,534)	123'404	
- BMD3NI BWITAABAD T	14'384'224		2'904'422	(174,077,1)	(256,816)			
Base operating expenses Replacement reserve TOTEL OPERATING EXPENSES - TOPERATING TNCOME	(12'82\'015) (12'82\'015) (916'340)		2,604,433	(174,077,1)	(256,816)	(878,534)	(52°408)	
ERATING EXPENSES: Base operating expenses Feplacement reserve TOTAL OPERATING EXPENSES - TOPERATING INCOME	(12,220,025) (13,837,012) (13,837,012)		2°704°422 (10°824°582) (10°824°582) (10°241°155)	(174,077,138	(256*817) (4°750) (250*510)	(875,878) (875,878) (452,878)	(1,633) (1,633) (22,23)	
Lees VACANCY MET REVENUES Base operating expenses Replacement reserve TOTAL OPERATING EXPENSES	(12,837,012) (13,837,012) (13,220,023) 28,821,546		2*P04*422 (10*824*582) (10*241*155) 17*428*17 17*428*17 17*428*17	(174,077,138	(258*817) (4°707) (250*510) 470*720	(818*224) (28*218) (840*129) 2*821*120	(12°408) (1°922) (55°552) (192°212	
Base leases 5 Base rents Uther income Less VACANCY ERATING EXPENSES. ERATING EXPENSES. FROM COPERATING EXPENSES. TOTAL OPERATING EXPENSES.	14'864'224 (12'831'015) (12'831'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052)		2°04°422 (10°824°582) (10°24°153) (10°24°153) 10°428°517 52°122°151 52°122°151 72°122°151 72°122°151	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	(256°819) (250°510) (250°510) (270°510) (100°120) (100°120) (100°120) (222°120)	(818°234) (840°129) (840°129) 2°821°120	(12°21) (12°21) (12°21) (12°21) (12°21) (12°21)	
Base leases 5 Base leases 5 Base rents 101bL GROSS REVENUES ERATING EXPENSES	14'884'22+ (12'831'015) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (13'550'052) (13'550'052) (13'550'052) (13'550'052) (13'550'052) (13'550'052) (13'550'052) (13'550'052) (13'550'052)	801'272'**	22,424,200 (10,824,205) (10,824,205) (10,824,205) (10,741,122) (10,741,122) (10,741,122) (10,741,122) (10,741,122)	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	(256°819) (250°510) (250°510) (270°510) (100°120) (100°120) (100°120) (222°120)	(828°224) (840°129) (840°129) 2°822°220 2°822°220 2°822°220	(52°308) (52°32) (52°522) (52°512) (52°512) (52°512)	
Less Commissions Topes Commissions Topes Proceed Topes The Trope Topes The Trope The Trope The Trope Topes The Trope The Trop	14'884'224 (12'831'015) (12'831'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'550'052)	12,282,735 (4,282,937) (4,582,937) (1,529,260)	2,604,433 (10,834,283) (10,834,283) (10,341,122) (10,341,123) (10,341,123) (10,341,123) (10,341,123) (10,341,123) (10,341,123) (10,341,123)	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	(256°819) (250°510) (250°510) (270°510) (100°120) (100°120) (100°120) (222°120)	(828°234) (840°129) (840°129) 2°822°220 2°822°220 2°822°220	122,913 165,215 165,215 165,215 165,215 165,215 17,12,254 17,12,254 17,12,254	
T OPERATING INCOME 1 REWIABLE/SALABLE SF 053 SOURE FEET 1 SALES SPOCEEDS 1 SALES PROCEEDS 1 SALES	14'884'224 (12'831'015) (12'831'015) (12'550'052) (12'550'052) (12'550'052) (12'550'052) (12'552'165) (12'552'165) (12'552'165) (12'552'165) (12'552'165) (12'558'185) (12'558'1880) (12'558'1880) (12'558'1880)	12°, 62°, 108 12°, 108°, 12°, 12°, 12°, 12°, 12°, 12°, 12°, 12	2°404°422 (10°824°582) (10°241°155) (10°241°155) (10°241°157) (10°241°402) (10°458°451) (10°458°458°451) (10°458°451) (10°458°458°451) (10°458°458°451) (10°458°458°451) (10°458°458°451) (10°458°458°451) (10°458°458°451) (10°458°458°451) (10°458°458°458°451) (10°458°458°458°458°458°458°458°458°458°458	(1/4,0/7,1) (1/4,0/7,1) (1/4,0/7,1) (1/4,0/7,1) (1/4,0/7,1)	(254°819) (250°510) (250°510) 460°920 (100°422) 222°428 222°428 221°424 221°228 221°228	(828°224) (828°224) (840°126) (840°126) 2°822°220 2°822°120 2°522°180 2°522°180 15°522°1000) 2°52°104 2°60°104 2°60°104	122, 213 163, 213 163, 213 163, 213 163, 213 163, 213 163, 213 163, 200, 000 163, 200, 000 163, 200, 000 178, 200, 000 178, 200, 000 178, 200, 000 178, 200, 000 178, 200, 000	0005,52

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**************************************	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
EQUITY AVAILABLE @ 20.00% EQUITY INVESTED	8,749,218 3,566,993	5,182,225 1,271,170	3,911,055 3,911,055	0 0	0	& SALES
RUILDING COSTS:		=======================================	:231222222222			
Land Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(2,407,453) (1,159,541)	(1,271,170)	(14,230,746) (670,628) (699,937)	(14,799,976) (983,962)	(7,695,987) {526,629}	
BUILDING COSTS BEFORE INTEREST	(3,566,993)	(1,271,170)	(15,601,311)	(15,783,937)	(8,222,617)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	(584,513) (12,274,769)	(2,016,674) (17,800,611)	(3,418,669) (11,641,296)	0 0 (0)
Retirements - Takeout Balance	0	0	(12,274,769)	(30,075,380)	41,716,666	(0)
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(54,000,000)	(5,728,279) (5,400,000) (328,279) (53,671,721)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Fermanent Loan	(3,566,993) (0) 0	(1,271,170) (0) 0	(16,195,924) 12,274,769 0	(17,800,611) 17,800,611 0	(11,541,285) (30,075,380) 54,000,000	0 0 (328,279)
COST & DEBT FLOWS	(3,566,993)	(1,271,170)	(3,911,055)	o	12,283,334	(328,279)
GROSS SALES Less Commissions					0	0
PRETAX SALES PROCEEDS					0	0
SROSS REVENUES: Leases Rents Other income	=======================================	=======================================			8,681,681 0 0	8,691,681 0 0
TOTAL GROSS REVENUES Less VACANCY	**********				8,681,681	8,581,681
NET REVENUES					8,681,681	8,681,681
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(1,994,394) 86,817	(2,063,750) 86,917
TOTAL OPERATING EXPENSES					(1,897,567)	(1,976,943)
NET OPERATING INCOME					6,734,114	6,704,738

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Boston, Massachusetts *********************************										
7 OPERATE	0 OPERATE	OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE		
			************			***********				
(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0 0	(0) (0) 0 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 (0)	(0) (0) 0 0 (0)	(0) (0) 0 0	(0) (0) 0 0 (0)		
(5,728,279) (5,367,172) (361,107) (53,310,613)	(5,729,279) (5,331,061) (397,218) (52,913,395)	(5,728,279) (5,291,340) (436,940) (52,476,455)	(5,728,279) (5,247,646) (480,634) (51,995,821)	(5,728,279) (5,199,582) (528,697) (51,467,124)	(5,729,279) (5,146,712) (581,567) (50,885,557)	(5,728,279) (5,088,556) (639,724) (50,245,833)	(5,728,279) (5,024,583) (703,696) (49,542,137)	(5,728,279) (4,954,214) (774,066) (48,768,072)		
(0) 0 (361,107)	(0) 0 (397,218)	(0) 0 (436,940)	(0) 0 (480,634)	(0) 0 (529,697)	(0) 0 (581,547)	(0) 0 (639,724)	(0) 0 (703,696)	(0) 0 (49,542,137)		
(361,107)	(397,218)	(436,940)	(480,634)	(528,697)	(581,567)	(639,724)	(703,696)	(49,542,137)		
0 0	0	0	0 0	0 0	0	0	0 0	0		
û ========	0	0	0	0	0	0	0	0		
9,681,681 0 0	8,581,581 0 0	8,681,681 0 0	10,562,593 0 0	10,562,593 0 0	10,562,593 0 0	10,562,593 0 0	10,552,593 0 0	12,851,009		
8,681,681 0	8,481,481 0	8,681,681 0	10,562,593	10,562,593	10,562,593	10,562,593	10,562,593	12,851,009		
9,691,681	8,481,481	8,681,681	10,562,593	10,562,593	10,562,593	10,562,593	10,562,593	12,951,009		
(2,146,310) 86,817	(2,232,162) 86,817	(2,321,449) 96,817	(2,414,307) 105,626	(2,510,879) 105,626	(2,611,314) 105,626	(2,715,767) 105,626	(2,824,398) 105,626	(2,937,373) 128,510		
(2,059,493)	(2,145,346)	(2,234,632)	(2,308,681)	(2,405,253)	(2,505,689)	(2,610,141)	(2,718,772)	(2,808,863)		
6,622,188	6,536,336	6,447,049	8,253,912	8,157,339	8,056,904	7,952,452	7,843,821	10,042,146		

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	######################################	############## FLOW AND PERF	######################################	############ ES - PHASE 1	######################################	# ######### FICE
##49##################################	DESIGN	DESIGN	3 CONSTRUCT	4 CONSTRUCT	5 LEASE-UP	6 STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		99,246,507 (2,977,395)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		96,269,112 (48,768,072) (14,181,596)				
AFTER TAX SALES PROCEEDS		33,319,454				
***************************************		*********	************	*********	*************	*********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(3,566,993)	(1,271,170)	(3,911,055)	0	12,283,334	0
PRETAX SALES PROCEEDS	0	0	ð	Û	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	6,784,114	6,704,738
Ur Turning Costs)					(102,848)	(102,848)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(434,084) (424,065)	0
DEBT SERVICE					Ò	(5,728,279)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	Û	18,106,451	873,611
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(3,566,993)	(1,271,170) 0 0	(3,911,055) 0 0	0 0 0	19,106,451 (962,998) 0	873,611 0 0
ACTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	17,143,454	873,611
		***********	**********	**********	**************	*********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(3,566,993) 0 0 0	(1,271,170) 0 0 0 0	(3,911,055) 0 0 0 0	(0) 0 0 0 0	18,106,451 (962,998) 0	973,611 0 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	17,143,454	873,611
CUMULATIVE AFTER TAX CASH FLOW	(3,566,993)	(4,939,164)	(8,749,218)	(8,749,219)	3,394,236	9,267,847
Breakeven Sebt Coverage Ratio			, ,		,	89.74% 115.25%
			PV Components A Of Investment		PV Components Per entable/Salable SF	
COMPOSITON OF AFTER TAX NPY: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(8,097,102) 20,566,957 (1,053,597) 16,172,254 (4,828,277)	_	-100.007 254.007 -13.017 199.737 -59.637	-	(38.19) 97.00 (4.97) 76.27 (22.77)	
TOTAL AFTER TAX NPV 8 8.007 .	22,760,037		281.09%		107.34	
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(0)	0	(0)	Û	(0)	(0)	0	(0)	(48,768,072)
0	0	0	0	0	0	Ů	0	0
5,622,189	5,536,336	6,447,049	8,253,912	8,157,339	8,055,904	7,952,452	7,843,821	10,042,146
(102,948)	(102,848)	(102,848)	(102,848)	(102,849)	(102,848)	(102,948)	(102,948)	(102,848)
0	0	0	(528,130)	0	0	۸		·
0	0	Ŏ	(424,065)	ŏ	ő	0	0	(642,550) (424,065)
(5,728,279)	(5,728,279)	(5,728,279)	(5,728,279)	(5,728,279)	(5,728,279)	(5,728,279)	(5,728,279)	(5,728,279)
				*				96,269,112
791,061	705,209	615,922	1,470,590	2,326,212	2,225,777	2,121,325	2,012,694	50,645,443
791,061 0 0	705,209 0 0	615,922 0 0	1,470,590 0 0	2,326,212 0 0	2,225,777 0	2,121,325 0 0	2,012,694 0 0	50,645,443 (1,015,872) (14,181,586)
791,061	705,209	615,922	1,470,590	2,326,212	2,225,777	2,121,325	2,012,694	35,447,996
	*************	************	***********	***********	**********		**********	**********
791,061 0 0 0	705,209 0 0 0	615,922 0 0 0	1,470,590 0 0	2,326,212 0 0 0	2,225,777 0 0 0	2,121,325 0 0 0	2,012,694 0 0 0	3,144,403 (1,015,872) 47,501,040 (14,181,586)
791,061	705,209	615,922	1,470,590	2,326,212	2,225,777	2,121,325	2,012,694	35,447,986
10,058,908	10,764,117	11,380,039	12,850,629	15,176,841	17,402,619	19,523,943	21,536,637	56,984,623
90.892 113.812	91.887 112.31%	92.91% 110.75%	86.087 125.672	77.98% 140.61%	78.937 138.862	79.927 137.037	80.95Z 135.14Z	75.53% 154.89%

INTERNAL RATE OF RETURN

000000000000000 34.55% 00000000000000

Boston, Massachusetts								
8-7-95 %************************************	TAXABLE IN	COME AND INCO	ME TAXES - PHA	SE 1	10 	FICE		
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES		
INCOME ON SALES: Pretax Sales Proceeds Less Basis in Improv. Less Basis in Land	0 0 0	0 0 0	0 0 0	0 0 0	0	0 0 0		
TAXABLE INCOME ON SALES	0	0	0	0	0	0		
INCOME FROM LEASES, RENTS, ETC. Net Operating Income Deduct Incerest Deduct Depreciation & Amortization	0 0 (7,832)	0 0 (15,977)	0 0 (222,896)	0 0 (486,220)	6,784,114 (1,709,334) (1,590,444)	6,704,738 (5,400,000) (2,229,993)		
TAXABLE INCOME FROM LEASES, RENTS, ETC.	(7,932)	(15,977)	(222,886)	(485,220)	3,484,335	(925,255)		
TOTAL ORDINARY TAXABLE INCOME Income Taxes/Benefits 0.35 Benefits Disallowed Benefits From Prior Years Benefits To Be Carried	(7,832) 2,741 (2,741) 0 2,741	(15,977) 5,592 (5,592) 0 8,333	(222,886) 78,010 (78,010) 0 86,343	(496,220) 170,177 (170,177) 0 256,520	3,484,335 (1,219,517) (0) 256,520	(925, 255) 323, 839 (323, 839) 0 323, 839		
ORDINARY TAXES/BENEFITS	0	0	0	0	(962,998)	0		
Potential Investment Tax Credits On FF&E INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0 0 0	0 0 0		
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(962,998)	0		
PROJECT SALE TAXES: Pretax Sales Proceeds Less Basis In Improv. Less Basis In Land GAIN ON SALE TAX / BENEFIT & 35.00%		96,269,112 (53,342,943) (2,407,453) 40,518,816 (14,181,586)						

PIER 4 Boston, Massachusetts										
8-7-96 SOFT COSTS - PHASE 1 OFFICE										
######################################	********	1 4 4 4 4 4 4 4 4 4 4	DESIGN	2 DESIGN	3 CONSTRUCT	4 CONSTRUCT	5 LEASE-UP	STABILIZED & SALES		
SOFI COSTS: Envir. Imp. Report Permitting/Licens. Building Permits A/E Fees Design Consultants Development Fee Mtg. Brokerage Fee Market Research Fee	30 30 30 30 30 30 30	1.02 4.52 1.02 2.02 1.02	111,171 22,688 704,846 156,632 39,704 22,688	325,795 439,324 97,739 41,292 260,636	152,472 33,983 220,234	159,571 35,239 332,959	190,064	111,171 22,698 325,775 1,455,713 323,492 814,254 250,636 22,688		
narket nesearch ree Legal/Accounting Insurance RE Taxes Marketing/PR	30 30 10 5	1.07 1.07 0.57 1.07	62,653 39,158	65,159 40,724	67,765 153,920 42,353	70,476 166,480 176,190 44,048	73,295 90,032 183,238	339,349 410,432 176,190 349,521		
Orokeragé on Leases SOFT COSTS DEFORE INTER			1,159,541	1,271,170	670,628	983,962	526,629	4,611,930		

PIER 4 Boston, Massachusetts

****	***********	************		Boston, Massac	1444444444	***********	************	**********
***********	***********	************	TAXABLE	INCOME AND INCO	ME TAXES - PHA	***********	***********	FICE
OPERATE	8 OPERATE	9 OPERATE	OPERATE	OPERATE	OPERATE	0PERATE	OPERATE	15 SALE
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0
0	0	0	0	0	0	0	0	0
6,522,188 (5,367,172) (2,221,948) (966,832) (966,832) 338,391 (338,391) 0	6,536,336 (5,331,061) (2,213,378) (1,009,103) (1,009,103) 352,836 (352,936) 0 1,015,067	6,447,049 (5,291,340) (2,264,568) (1,048,958) (1,048,958) 367,100 (367,100) 0 1,382,167	9,253,912 (5,247,646) (2,186,730) 919,537 (286,838) (0) 286,938 1,095,329	8,157,339 (5,197,582) (2,116,825) 840,932 (294,326) (294,326) 301,003	8,056,904 (5,146,712) (2,116,825) 793,366 793,366 (277,678) (0) 277,678 523,325	7,952,452 (5,088,556) (2,116,825) 747,071 747,071 (261,475) (60) 261,475 261,850	7,943,921 (5,024,583) (2,116,925) 702,412 702,412 (245,844) 16,006	10,042,146 (4,754,214) (2,139,710) 2,948,222 2,948,222 (1,031,878) (0) 16,006 9
0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0 (1,015,872)

PIER 4 Boston, Massachusetts

		Boston, Massa	chusetts		***************	**********
######################################	DEPRECIATION,	AMORTIZATION	. & BASIS - PH	**************************************		FICE
**************************************	######################################	2 DESIGN	CONSTRUCT	4 CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
DEPRECIATION & AMORTHIATION: Hard Costs Soft Costs Fermanent Pt. Construc. Per 10 Construc. Pt. Selling Costs	0 (7,832)	0 (15,977)	(58,451) (139,987) (24,447)	(277,738) (139,987) (68,495)	(612,112) (153,731) (11,666) (448,671) (87,492) (276,772)	(1,224,224) (153,731) (11,566) (466,290) (374,083)
POTENTIAL DEPREC. & AMORT. Fercent Unsold	(7,832) 100.00%	(15,977) 100.00%	(222,886) 100.00%	(486,220) 100.00%	(1,570,444) 100.00%	(2,227,993) 100.00%
ACTUAL DEPREC. & AMORT.	(7,832)	(15,977)	(222,886)	(486,220)	(1,590,444)	(2,229,993)
ACCUM. DEPREC. & AMORT. Add Back For Sales	(7,932) 0	(23,808) 9	(245,694) 0	(732,914) 0	(2,323,358)	(4,553,351)
ACTUAL ACCUM. DEPREC. & AMORT.	(7,832)	(23,908)	(246,694)	(732,914)	(2,323,359)	(4,553,351)
Add to Basis Beginning Basis Deduct from Basis	3,566,993 3,566,993 0	1,271,170 4,838,164 0	16,185,824 21,023,987 0	17,800,611 38,824,598 0	12,499,435 51,324,033 0	51,324,033 0
ADJUSTED BASIS OF IMPROVEMENTS	3,566,993	4,939,164	21,023,987	38,924,599	51,324,033	51,324,033
Beginning Land Deduct from Land	2,407,453	2,407,453	2,407,453 0	2,407,453 0	2,407,453 0	2,407,453
ENDING LAND SASIS	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453

		Boston, Massac	husetts		************	
8-7-85 SALE	& LEASE ABSORF	TION. OPERATIN	IG EXPENSE GROV	VTH - PHASE 1	Of	FICE
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
GROSS SALES: Cumulative Sold % New Sales % New Sales	0	0	0	9	33.337 33.337	100.00Z 66.67X 0
GROSS LEASES, RENTS, OTHER INCOME: Base leases Total Leased I New Leased I New Leases Total Leases Total Leases Lease Commissions 1.001	7,421,138	7,717,983	8,026,702	8,347,770	8,681,681 100.007 100.007 8,681,581 9,581,681	9,028,948 100.002 0.002 0 8,581,581
Base rents Rents	0	0	0	0	0	0
Base Other Income Other Income	0	Ů	0	0	0	0
OPERATING EXPENSES: Base operating expenses Operating Expenses	(1,696,260)	(1,764,110)	(1,834,675)	(1,908,062)	(1,984,394) (1,984,384)	(2,063,760) (2,063,760)
<	=======================================	.3223222233222				

PIER 4 Boston. Massachusetts

******	*****	**********		Boston, Massa	schusetts Managagaaaaa	*********		
40424404404546	*4*4*****		DEPRECIATION	, ANORTIZATION	. & BASIS - PH	ASE 1)	FFICE
OPERATE	0 DPERATE	OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	13 OPERATE	14 OPERATE	15 SALE
(1,224,224) (153,731) (11,666) (466,290)	(1,224,224) (153,731) (11,666) (466,290)	{1,224,224} {153,731} (11,566) (466,290)	(1,224,224) (153,731) (11,666) (466,290)	(1,224,224) (153,731) (11,666) (466,290)	(1,224,224) (153,731) (11,666) (466,290)	(1,224,224) (153,731) (11,666) (466,290)	(1,224,224) (153,731) (11,666) (466,290)	(1,224,224) (153,731) (11,666) (466,290)
(365,939)	(357,467)	(349,658)	(330,819)	(260,915)	(260,915)	(260,915)	(250,915)	(283,799)
(2,221,848) 100.001	(2,213,378) 100.00%	(2,204,568) 100.00%	(2,185,730) 100.00Z	(2,116,925) 100.002	(2,116,925) 100.00%	(2,116,825) 100.00%	(2,115,825) 100.00Z	(2,139,710) 100.002
(2,221,848)	(2,213,379)	(2,204,568)	(2,186,730)	(2,116,825)	(2,116,825)	(2,116,825)	(2,116,825)	(2,139,710)
(6,775,199)	(8,988,577) 0	(11,193,145) 0	(13,379,875) 0	(15,496,700)	(17,613,525)	(19,730,351)	(21,847,176)	(23,986,886)
(6,775,199)	(8,988,577)	(11,193,145)	(13,379,875)	(15,496,700)	(17,613,525)	(19,730,351)	(21,847,176)	(23,986,886)
51,324,033	51,324,033 0	51,32 4 ,033 0	952,195 52,276,228 0	52,276,228 0	52,276,228 0	52,276,228 0	52,276,228	1,066,615 53,342,843 0
51,324,033	51,324,033	51,324,033	52,276,228	52,276,228	52,275,228	52,276,228	52,276,228	53,342,843
2,407,453	2,407,453	2,407,453 0	2,407,453 0	2,407,453 0	2,407,453	2,407,453	2,407,453	2,407,453
2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453	2,407,453

************		***********		Boston, Massa	chusetts	**********		
************	*************	SALE &	LEASE ABSORPTI	ON, OPERATING	EXPENSE GROWTH	- PHAGE 1	**************************** O	############# FFICE
7 OFERATE	9 OPERATE	9 OPERATE	10 OPERATE	11 OPERATE	12 OPERATE	######################################	######################################	############# 15 SALE
100.002 0.002 0	100.00Z 0.00Z 0	100.00Z 0.00Z	100.00Z 0.00Z 0	100.002 0.002 0	100.002 0.002 0	100.002	100.002 0.002	100.00% 0.00%
9,390,105 100.007 0.007 0 9,681,581	9,765,711 100.002 0.002 0 8,681,581	200.001 200.001 200.0 100.0 184,184,0	10,562,593 100.002 100.002 10,562,593 10,562,593	10,985,096 100.002 0.002 0 10,562,593	11,424,500 100.002 0.002 0 10,562,593 0	11,881,480 100.002 0.002 0 10,562,593	12,354,739 100.002 0.002 0.002 10,562,593	12,851,009 100.002 100.002 12,851,009 12,851,009 0
0 0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(2,146,310) (2,146,310)	(2,232,162) (2,232,162)	(2,321,449) (2,321,449)	(2,414,307) (2,414,307)	(2,510,879) (2,510,879)	(2,611,314) (2,611,314)	(2,715,767) (2,715,767)	(2,924,398) (2,824,398)	(2,937,373) (2,937,373)

PIER 4 Roston, Massachusetts

**************************************		Boston, Massac	husetts		************	
9-7-96	LOAN	DETERMINATION	(- PHASE 1	*************		FFICE
YEAR	I Design	DESIGN	3 Construct	CONSTRUCT	S LEASE-UP	STABILIZED & SALES
FERMANENT LOAN DETERMINATION: Net Operating Income Capitalized © 10.007 Loan-to-Value © 90.007	0 0	0 0 0	0 0 0	0 0 0	6,784,114 67,841,138 54,272,910	5,704,738 57,047,394 53,537,907
Net Operating Income Plus Linkage and Turning Costs Debt Coverage & 110.00% Loan Potential	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	6,784,114 5,823,117 5,293,743 49,903,661	6,704,739 6,601,891 6,001,719 56,577,691
				92222222222222	.=========	

***********	860181814144	**********		Boston, Massa	chusetts	**********		
*********	***********	85818484647456	LOA	N DETERMINATIO	N - PHASE 1	*************		PFICE
OPERATE	OPERATE	OPERATE	10 OPERATE	OPERATE	DPERATE	13 OPERATE	14 OPERATE	15 SALE
6,522,189 66,221,880 52,977,504	6,536,336 65,363,356 52,290,685	6,447,049 64,470,491 51,576,393	8,253,912 82,539,117 66,031,294	8,157,339 81,573,394 65,258,715	9,056,904 80,569,043 64,455,234	7,952,452 79,524,517 63,619,613	7,843,821 78,438,210 62,750,568	10,042,145 100,421,456 80,337,165
6,622,188 6,519,340 5,926,673 55,970,241	6,536,336 6,433,488 5,948,625 55,134,492	6,447,049 6,344,202 5,767,456 54,369,314	8,253,912 7,198,869 6,544,427 61,693,752	8,157,339 8,054,492 7,322,265 69,026,369	8,055,904 7,954,057 7,230,961 68,165,647	7,952,452 7,849,604 7,136,004 67,270,497	7,843,821 7,740,973 7,037,249 66,339,540	10,042,146 8,972,683 8,066,075 76,038,200

		80	ston, Massachusetts		***************************************
8-7-86 111111111111111111111111111111111111	************	######################################	ENT ASSUMPTIONS - PHASE 1	************** ************	
SITE: ACRES Total 8.7 Pier 4 Restaurant 0.9 Remainder 8.0 Built 3.8 Open 5.0 Total buildout	SQ. FEET 385,994 39,204 346,790 166,230 219,764 1,649,812	PERCENT 100.0X 10.2X 89.8X 43.1X 56.9X	DERT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.002 1.002 30 10.002 1.002	AFFORDABLE HOUSING Linkage Fee 6.00 Linkage Ex. 100,000 Inclus. Hous. 0.002 ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.002
Floor Area Ratio TAXATION: Ordinary Rate Capital Gains Deprec. Life (Bldg. & FF&E)	35.007 35.007 30	5	DISCOUNT RATE FOR NPV EQUITY	8.00% 20.00%	ALLOCATION OF BREAKWATER TO NONHARINA USES 100.002 RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.002
ITC on Hotel FF&E Losses Disallowed Loss Carryforward	0.007 100.007 100.007	(€ 85.00%)	PHASE 1 AS PERCENT OF TOTAL BUILLDOUT	44.73%	PHASE 1 CDSTS UNESCALATED 194,512,973

PIER 4 Boston, Massachusetts

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8-7-86	DEVE	LOPMENT ASSUM	PTIONS - PH	ASE 1				********
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
PROGRAM: Land 3.56 acres Above ground Below ground Water	737,928 613,604 178,200	167,820	269,831	249,450	50,827	560,104	178,200	155,112 53,500
Efficiency Factors Rentable/Salable	653,377	817 135,934	100% 269,831	85% 212,033	70%! 35,579 !	100.002 560,104	100.00% 178,200	
UNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 290 339 1,400	100	290 339			1,400	100	
CONSTRUCTION PERIOD (MONTHS)	; 30 !	30	30	30	30 ;	30	30	30 !
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z	4.00Z 4.00Z 4.00Z 4.00Z	4.00X 4.00X 4.00X 4.00X	4.002 4.002 4.002 4.002 4.002	4.00Z 4.00Z 4.00Z 4.00Z 4.00Z	
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.00Z 80.00Z 10.00Z 3.00Z	110.002 80.002 10.002 3.002	110.00X 80.00X 10.00X 3.00X	110.007! 80.007! 10.007! 3.007!	125.001 80.001 10.001 3.001	125.007 80.007 10.007 3.007	

PIER 4 Boston, Massachusetts

	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT	!	122.50	108.50	91.50	91.50	61.75	6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.							1,200,000	1,200,000 12,000,000
BUILDING COSTS PER UNIT: Land per acre Condominium per unit Hotel bay - FF&E Hotel room - hard Hotel room - FF&E Parking per car Marina per slip		205,580	25,000 100,954 29,224			24,705	12,000	2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail I rent 5.00%		375.00		35.00	20.00 200.00 10.00			
EVENUES PER UNIT: Unit sales 1,359 ssf Monthly rent Daily rent Hotel daily other 38.442		509,753	158.00 60.74			35,000.00 275.00 10.50	30,000.00 225.00 10.50	
ALE, LEASE, RENT TERMS: Presale Absorption Prelease Absorption		25.001 24 0.001 24	0.007 54 50.007 54	0.00% 24 25.00% 24	0.007 24 25.007 24	25.00% 24 25.00% 24	24	
ALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly		100.007		100.002	100.002	25.00% 25.00%	25.00%	
Rent - daily Total		100.007	100.00Z 100.00Z	100.007	100.002	50.007 100.007	25.007 100.007	
DHMISSION: Sales Leases		3.00%		5.00%	5.00%	4.00X	4.00Z	
ACANCY	1 1		34.00%	15.002	15.00%			
URNOVER: Turnover – stay Turnover – leave				75.00% 25.00%	50.007; 50.007;			
PERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave			137.60 3.00%	8.00 1.002 2.00 7.00	10.00 1.002 2.00 7.00	2.00 1.002	0.25 1.00%	

			PIER 4 Massachusett	•				
*************************		,**********	*********	**********	*********	**********	*********	*********
8-7-86 		ECT COSTS - L	MESCALATED	- PHASE 1		**********	*********	***********
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET	737,928							53,500
NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	. 0
LAND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
HARD COSTS: Component specific Hotel FF&E 5	116,400,006	20,557,950	29,276,664 8,475,000	22,824,675	4,650,671	34,586,422	1,200,000	3,303,625
Foundation & 25%	8,475,000 0 0	1,966,416	3,161,721	2,922,908 1,116,761	595,561	(8,646,606)		/7 7A7 / 1E1
Garage service area Breakwater	1,200,000	1,966,416 751,312 272,905	438,792	405,649	595,561 227,547 82,654		0	(3,303,625)
Site & Utilities	12,000,000	2,729,047		4,056,493	826,536			
HARD COST SUBTOTAL 30 Contingency 30 5.0%	138,075,006	26,277,630 1,313,881	46,948,105 2,347,405	31,326,487 1,566,324	6,382,968 319,148	25,939,817 1,296,991	1,200,000	0
TOTAL HARD COSTS	144,978,756	27,591,511	49,295,510	32,892,811	6,702,116	27,236,807	1,260,000	0
SOFT COSTS:	490,000	07 754	144 400	111 171	22 (52	07 AEE	4 250	
Envir. Imp. Report 30 Permitting/Licens. 30	100,000 1,380,750	93,254 19,031	166,609 34,002	111,171 22,688 313,265	22,652 4,623	92,055 18,787	4,259 869	
Building Permits 30 1.07 A/E Fees 30 4.57	4,213,375 1,380,750	262,776 1,182,493 262,776	469,481 2,112,665	1,409,692 313,265	4,623 63,830 287,234	259,398 1,167,292 259,398	12,000 54,000	
Design Consultants 30 1.02 Development Fee 30 2.02	2.761.500	525,553	938.962	513,265 626,530	63,830 127,659	518.796	12,000	
Mtg. Brokerage Fee 30 1.0% Market Research Fe 30	1,104,600	210,221 19,031	375,585 34,002	250.612	51,064 4,623	207,519 18,787	9,600 869	
Legal/Accounting 30 1.0%	1,380,750	262,776	469,481 1,335,007	22,688 313,265 1,234,171	63,830	259,398	12,000	
Linkage 12- insurance 10 1.0%	2,820,648 1,380,750	262,776	1,335,007	313,265	251,470 63,830	259,398	12,000	
RE Taxes 10 0.5% Marketing/PR 5 1.0%	690,375 1,380,750	262,776 131,388 262,776	234,741 469,481	156,632 313,265	31,915 63,830	129,699 259,398	6,000 12,000	
Brokerage on Lease 5	2,033,179	202,770	407,401	1,955,284	177,895	237,370	12,000	
Soft Cost SUBTOTAL	23,217,428	3,494,853	7,578,978	7,255,793 321,189	1,278,282	3,449,925	159,597	
Construc. Loan Pt. 1.0% Constr. Int. 15	1,345,569 16,819,618	248,691 3,108,636	454,996 5,687,449	321,189 4,014,860	63,843 798,040	245,494 3,068,673	11,357 141,960	
Permanent Loan Pt. 1.0%	1,029,827	0	454,996	321,189	63,843	184,120	5,678	
TOTAL SOFT COSTS	42,412,442	6,852,181	14,176,419	11,913,031	2,204,008	6,948,213	318,592	
COSTS Refore INCLUSIONARY HOUSING: LAND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534	0	0	
HARD COSTS SOFT COSTS	144,978,756 42,412,442	27,591,511 6,852,181	49,295,510 14,176,418	32,892,811 11,913,031	6,702,116 2,204,008	27,236,807 6,948,213	1,260,000 318,592	
TOTAL PROJECT COSTS	194,512,973	36,063,330	66,076,079	47,213,295	9,396,658	34,185,020	1,578,592	
COSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS	7,121,775 144,978,756 42,412,442	1,619,638 27,591,511	2,604,150 49,295,510 14,176,418	2,407,453 32,892,811	490,534 6,702,116	0 27,236,807 6,948,213	0	
TOTAL PROJECT COSTS	194,512,973		66,076,079			34,185,020		
PERCENT OF USE:	************	==========	=========					
Land Costs Hard Costs Soft Costs	3.662 74.532 21.802	4.497 76.517 19.007	74.602	49.67%	71.322	0.00Z 79.67Z 20.33Z	0.00% 79.82% 20.18%	
Total Project Costs	100.00%	100.002	100.002	100.002	100.00%	100.002	100.00%	
PERCENT OF PROJECT BY COST:	11238111252127	2222222222	*********			:2222222222		
Land Costs Hard Costs	100.007	22.74% 19.03%	36.577 34.007		6.897 4.627	0.007 18.797	0.00% 0.87%	
Soft Costs	100.001	16.167	33.432			16.387	0.75%	
Total Project Costs	100.001	18.54%	33.97%		4.832	17.57%	0.81%	

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	IZED YEAR INCO	INE & EXPENSE	*********	*********	######################################			**********
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 · 269,831	249,450 212,033	50,827 35,579	540,104 550,104	178,200 178,200	53,500 0
GROSS SALES Less Basis Less Commissions	50,975,325 (45,398,880) (2,079,260)	50,975,325 (36,063,330) (1,529,260)				12,250,000 (8,546,255) (490,000)	1,500,000 (789,296) (60,000)	
Gain on Sale TAX on Sale 35.0%	17,247,185 (6,036,515)	13,382,736 (4,683,957)				3,213,745 (1,124,811)	650,704 (227,746)	
NET SALES PROCEEDS	56,609,551	44,762,108				10,635,189	1,212,254	
GROSS REVENUE: Base leases 5 Base rents Other income	8,132,716 20,725,363 6,784,610		16,724,300 6,428,821	7,421,138	711,578 355,789	3,837,750	163,313	
TOTAL GROSS REVENUES Less Vacancy	35,642,688 (9,145,337)		23,153,121 (7,872,061)	7,421,138 (1,113,171)	1,067,367	3,837,750	163,313	
NET REVENUES	26,497,351		15,281,060	6,307,967	907,262	3,837,750	163,313	
OPERATING EXPENSES: Base operating expenses Replacement reserve	(12,219,546) (570,595)		(9,612,874) (458,432)	(1,441,821) (63,080)	(302,421) (9,073)	(840,156) (38,378)	(22,275) (1,633)	
TOTAL OPERATING EXPENSES	(12,790,141)		(10,071,305)	(1,504,901)	(311,493)	(878,534)	(23,908)	
NET OPERATING INCOME	13,707,210		5,209,754	4,803,066	595,769	2,959,217	139,404	
GROSS MARGIN ON SALES BEFORE TAX RETURN ON ASSETS BY USE OVERALL ROA WITH AFTER TAX SALES SUBSIDY	37.992 9.192 16.712	37.112	7.88%	10.172	6.342	37.602 11.542	82.44Z 17.66Z	
8-7-86 COSTS, INCOME,	######################################	14404444444 R NET RENTAB	94954454466 LE/SALABLE S	######################################	4044444444 ATED - PHASI		***********	**********
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
Hard Costs (Component Specific)		151.23	108.50	107.65	130.71	61.75	6.73	
Land Costs Hard Costs (Total) Soft Costs	10.90 221.89 64.91	11.91 202.98 50.41	9.65 182.69 52.54	11.35 155.13 56.18	13.79 188.37 61.95	0.00 48.63 12.41	0.00 7.07 1.79	
TOTAL DEVELOPMENT COSTS	297.70	265.30	244.88	222.67	264.11	61.03	8.86	
Gross Sales Less Basis, Commissions, Taxes		375.00 (311.01)				87.48 (72.57)	16.84 (12.09)	
AFTER TAX GAIN ON SALES		63.99				14.92	4.75	
Gross Revenues Less Vacancy		0.00 0.00	85.81 (29.17)	35.00 (5.25)	30.00 (4. 50)	9.14 0.00	0.92 0.00	
Net Revenues Operating Expenses (Before deducting Linkage or Turns)	************	0.00 0.00	56.63 (37.32)	29.75 (7.10)	25.50 (8.76)	9.14 (2.09)	0.92 (0.27)	
NET OPERATING INCOME	*********	0.00	19.31	22.65	16.75	7.04	0.65	

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YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		0				a Shires
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	0 0 (0)				
AFTER TAX SALES PROCEEDS		(0)				
***************************************	***********	**********	***********	**********		**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(2,592,297)	(1,066,297)	(3,600,560)	0	(14,966,801)	(14,111,556)
PRETAX SALES PROCEEDS	0	0	0	0	25,307,145	22,559,512
NET OPERATING INCOME (Before Linkage	0	0	0	0	0	0
Or Turning Costs) LINKAGE					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	0
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW			(3,600,560)	0	10,340,344	8,447,956
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(2,592,297) 0 0	(1,066,297) 0 0	(3,600,560) 0 0	0 0 0	10,340,344 (1,917,097) 0	8,447,956 (1,733,052) 0
AFTER TAX CASH FLOW	(2,592,297)	{1,066,297}	(3,600,560)	0	9,423,247	6,714,905
***************************************	***********			**********		
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale	(2,592,297) 0 0 0	(1,066,297) 0 0 0	(3,600,560) (0) 0	(0) 0 0 0	(0) 10,340,344 (1,917,097) 0	(0) 8,447,956 (1,733,052) 0
Taxes/Benefits From Sale	0	0	0	0	0	0
AFTER TAX CASH FLOW	(2,592,297)	(1,066,297)	(3,600,560)	0	8,423,247	6,714,905
CUMULATIVE AFTER TAX CASH FLOW	(2,592,297)	(3,658,594)	(7,259,154)	(7,259,154)	1,164,093	7,878,997
Breakeven Debt Coverage Ratio						0.007 0.007
COMPOSITON OF AFTER TAX NPV:			IPV Components A L Of Investment		PV Components Per entable/Salable Si	:
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(6,666,509) 15,851,514 (3,096,958) 0	·	-100.002 237.782 -46.462 0.002		(49.04) 116.61 (22.78) 0.00 (.00)	
TOTAL AFTER TAX NPV 8 8.00%	6,088,047		91.32%		44.79	

************			**********		**********	**********		**********
(7,761,356)	0	0	0	0	0	0	0	0
11,730,946	0	0	0	0	0	. 0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
								0
3,969,591	0 	0	0	0	0	0	0	0
3,969,591 (806,686)	0	0	0	0	0	0	0	0
(806,686)	0	0	0	0	0	0	0	(0)
3,162,905	0	0	0	0	0	. 0	0	(0)
************	***********	***********	***********	***********	***********	***********	***********	***********
(0)	(0)	(0) 0	(0) 0	(0) 0	(0)	(0) 0	(0)	(0)
3,969,591 (806,686)	(0) 0 0	0	0	0	0	0	0	(0) 0 0
0	0	0	0	0	0	0	0	(0)
3,162,905	0	0	0	0	0 ·	0	0	(0)
11,041,902	11,041,902	11,041,902	11,041,902	11,041,902	11,041,902	11,041,902	11,041,902	11,041,902
0.00Z 0.00Z	0.00Z 0.00Z	0.00Z 0.00Z	0.002	0.00Z 0.00Z	0.001 0.001	0.001 0.001	0.00Z 0.00Z	0.001 0.001

INTERNAL RATE OF RETURN

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YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		110,336,929 (3,310,108)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		107,026,821 (36,124,498) (12,449,539)				
AFTER TAX SALES PROCEEDS		58,452,785				
************************************		**********		**********		***********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(4,341,921)	(1,758,588)	(22,976,367)	(3,128,475)	3,352,791	(0)
PRETAX SALES PROCEEDS	0	0	0	0	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	3,981,820	4,969,312
Or Turning Costs)					(111,251)	(111,251)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	(4,243,170)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	•	• •	(22,976,367)	•	, ,	614,891
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(4,341,921) 0 0		(22,976,367) 0 0		7,223,361 0 0	614,891 0 0
AFTER TAX CASH FLOW	(4,341,921)	(1,759,589)	(22,976,367)	(3,128,475)	7,223,361	614,891
***************************************	***********	***********		**********		**********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(4,341,921) 0 0 0 0	(1,758,588) 0 0 0 0	(22,976,367) 0 0 0 0	(3,128,475) 0 0 0 0	7,223,361 0 0 0	614,891 0 0
AFTER TAX CASH FLOW	(4,341,921)	(1,758,588)	(22,976,367)	(3,128,475)	7,223,361	614,891
CUMULATIVE AFTER TAX CASH FLOW	(4,341,921)	(6,100,509)	(29,076,876)	(32,205,351)	(24,981,990)	(24,367,099)
Breakeven Debt Coverage Ratio						62.73 2 114.492
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(28,152,259) 23,592,261 (1,998,675) 24,139,479 (4,238,583)		PV Components . Of Investment -100.002 83.802 -7.062 85.751 -15.062		PV Components Per lentable/Salable S (104.33) 87.43 (7.37) 89.46 (15.71)	F
TOTAL AFTER TAX NPV 8 8.002	13,352,223		47.43%		49.48	

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Boston, Massachusetts

PROJECT SALE, CASH FLOW AND PERFORMANCE SUMMARIES - PHASE 1 HOTEL

TO PERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE OPERATE SALE

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(0)	0	0	(0)	0	(0)	(0)	0	(36,124,498)
0	0	0	0	0	0	0	0	0
6,029,432	7,166,410	8,384,700	8,720,088	9,068,891	9,431,647	9,808,913	10,201,269	10,609,320
(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)	(111,251)
0	0	0	0	0	0	0	0	0
(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)	(4,243,170)
				*****				107,026,821
1,675,011	2,811,990	4,030,279	4,365,667	4,714,471	5,077,226	5,454,492	5,846,849	77,157,223
1,675,011 0 0	2,811,990 0 0	4,030,279 0 0	4,365,667 0 0	4,714,471 0 0	5,077,226 (780,871) 0	5,454,492 (1,348,034) 0	5,846,849 (1,501,944) 0	77,157,275 (1,647,005) (12,449,539)
1,675,011	2,811,990	4,030,279	4,355,667	4,714,471	4,296,355	4,106,459	4,344,905	63,044,679
*************	*** **********	***********	************	***********	***********		***********	**********
1,675,011 0 0 0	2,811,990 0 0 0	4,030,279 0 0 0	4,365,667 0 0 0	4,714,471 0 0 0	5,077,226 1780,871) 0	5,454,492 (1,348,034) 0	5,846,849 (1,501,944) 0	6,254,900 (1,663,005) 70,902,324 (12,449,539)
1,675,011	2,811,990	4,030,279	4,365,667	4,714,471	4,296,355	4,106,459	4,344,905	63,044,679
(22,692,088)	(19,880,098)	(15,849,819)	(11,484,152)	(6,769,681)	(2,473,326)	1,633,133	5,978,038	69,022,717
58.652 139.482	55.621 166.271	53.282 194.982	52.75% 202.89%	52.24% 211.11%	51.76% 219.66%	51.297 220.557	50.831 237.791	50.40% 247.41%

INTERNAL RATE OF RETURN

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	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00%		83,718,186				4 511005
Less Commission 8 3.00%	` -	(2,511,546)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	81,206,641 (27,093,373) (7,101,915)				
AFTER TAX SALES PROCEEDS		47,011,352				
***************************************	*********	**********	**********		************	**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(3,566,993)	(1,271,170)	(3,911,055)	0	(11,716,666)	0
PRETAX SALES PROCEEDS	0	0	0	0	0	0
NET OPERATING INCOME (Before Linkage	0	0	0	0	2,522,842	4,742,258
Or Turning Costs) LINKAGE	•				(102,848)	(102,848)
TURNING COSTS: Brokerage Fees Tenant Refurbishment					(949,559) (301,484)	(846,464) (259,415)
DEBT SERVICE					,	(3,182,377)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(10,547,714)	352,155
	=======================================	=======================================	**********	:::::::::::::::::::::::::::::::::::::::		========
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(3,566,993) 0 0	(1,271,170) 0 0	(3,911,055) 0 0	0 0 0	(10,547,714) 0 0	352,155 0 0
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(10,547,714)	352,155
***************************************		***********	***********	************	************	***********
COMPOSITION OF AFTER TAX CASH FLOM: Investment Cash Flow From Operations Taxes/Benefits From Operations	(3,566,993) 0 0	(1,271,170) 0 0	(3,911,055) 0 0	(0) 0 0	(10,547,714) 0	352,155 0
Cash Flow On Sale	0	0	0	0	0	0
Taxes/Benefits From Sale			·	·		
AFTER TAX CASH FLOW	(3,566,993)	(1,271,170)	(3,911,055)	0	(10,547,714)	352,155
CUMULATIVE AFTER TAX CASH FLOW	(3,566,993)	(4,838,164)	(8,749,218)	(8,749,218)	(19,296,932)	(18,944,777)
Breakeven Debt Coverage Ratio						80.10% 111.07%
COMPOSITON OF AFTER TAX NPV:			PV Components A Of Investment	s NP Re	V Components Per ntable/Salable S	F
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale	(8,097,102) 3,494,631 (1,007,840) 18,423,459		-100.00% 43.16% -12.45% 227.53%		(38.19) 16.48 (4.75) 86.89	
Taxes / Benefits From Sale	(2,417,925)		-29.86%		(11.40)	
TOTAL AFTER TAX NPV & 8.00%	10,395,223		128.382		49.03	

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		PROJECT S	GALE. CASH FLOW	AND PERFORMA	NCE SUMMARIES	- PHASE 1	OFFI	CF
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7	8	9	10	11	12	13	14	15
OPERATE	OPERATÉ	OPERATÉ	OPERATÉ	OPERATÉ	OPERATĒ	OPERATÉ	OPERATE	SALE

************	***********		*********	***********	**********		**********	**********
0	0	0	0	(0)	(0)	(0)	0	(27,093,373)
0	0	0	0	0	0	0	0	0
5,854,692	5,781,718	5,705,824	6,333,354	6,881,025	7,123,129	7,034,344	6,942,008	7,705,493
(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)	(102,848)
(440,161) (129,207)	0	0	(1,155,284) (301,484)	(1,029,853) (258,415)	(535,523) (129,207)	0	0	(1,405,579) (301,484)
(3,182,377)	(3,182,377)	(3,182,377)	(3,182,377)	(3,182,377)	(3,182,377)	(3,182,377)	(3,182,377)	(3,182,377)
			***********					81,206,641
2,000,099	2,496,493	2,420,599	1,591,361	2,307,532	3,173,173	3,749,119	3,656,783	56,826,473
2,000,099 0 0	2,496,493 0 0	2,420,599 0 0	1,591,361 0 0	2,307,532 (140,681) 0	3,173,173 (579,427) 0	3,749,119 (559,660) 0	3,656,783 (539,782) 0	56,826,473 (803,164) (7,101,915)
2,000,099	2,496,493	2,420,599	1,591,361	2,166,852	2,593,746	3,189,459	3,117,001	48,921,394
***************************************	***********	************	***********	***********				***********
2,000,099 0 0 0	2,496,493 0 0 0	2,420,599 0 0 0	1,591,361 0 0 0	2 ₁ 307,532 (140,681) 0	3,173,173 (579,427) 0	3,749,119 (559,660) 0	3,656,783 (539,782) 0	2,713,205 (803,164) 54,113,267 (7,101,915)
2,000,099	2,496,493	2,420,599	1,591,361	2,166,852	2,593,746	3,189,459	3,117,001	48,921,394
(16,944,678)	(14,448,185)	(12,027,586)	(10,436,224)	(8,269,373)	(5,675,627)	(2,485,168)	630,833	49,552,227
62.647 162.857	57.092 178.452	57.942 176.062	68.712 150.012	63.032 172.511	55.847 199.712	50.55% 217.81%	51.402 214.912	62.17% 185.26%

INTERNAL RATE OF RETURN

eeeeeeeeeee 13.772 eeeeeeeeeeee

PIER 4 STABILIZED LEASE-UP CONSTRUCT CONSTRUCT DESIGN DESIGN & SALES PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized 10.00% 10,571,602 Less Commission 3.00% 10,254,454 (3,612,450) 261,129 PRETAX SALE FROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits AFTER TAX SALES PROCEEDS 6,903,133 (355,737) (1,062,872) (0) {726,797} (239,094) (3,125,184) COST & DEBT FLOWS (Exc. Perm. Amort.) 0 PRETAX SALES PROCEEDS 314,209 594,366 NET OPERATING INCOME (Before Linkage ۵ 0 Or Turning Costs) (20,956) (20.956)LINKAGE TURNING COSTS: (91,049) (70,046) Brokerage Fees Tenant Refurbishment (60,039) (424,317) DEBT SERVICE PROJECT SALE PROCEEDS (3,125,184) (355,737) (930,713) 7,890 (725, 797)(239,094) BEFORE TAX CASH FLOW ______ 7,890 (355,737) (930,713) (726,797) (239,094) (3, 125, 184)Before Tax Cash Flow Income Tax./Ben. From Operations
Income Tax./Ben. From Project Sale 0 ٥ 0 0 7.890 (355,737) (930,713) AFTER TAX CASH FLOW (726,797) (239,094) (3,125,184) COMPOSITION OF AFTER TAX CASH FLOW: (0) (726,797) (239,094) (3, 125, 184)Investment Cash Flow From Operations (930,713) 7,890 0 Taxes/Benefits From Operations 0 0 ŏ Cash Flow On Sale Taxes/Benefits From Sale ō ٥ ۵ 0 0 0 7,890 (355,737) (930,713) AFTER TAX CASH FLOW {726,797} (239,094) (3, 125, 184)(4,446,813) (5,377,526) (5,369,635) (725,797) (965,891) (4,091,076) CUMULATIVE AFTER TAX CASH FLOW 84.24% Breakeven 101.867 Debt Coverage Ratio NPV Components As Z Of Investment NPV Components Per Rentable/Salable SF COMPOSITON OF AFTER TAX NPV: (3,909,918) 629,241 -100.00% (109.89) Cash Flow From Operations Taxes_/Benefits From Operations 17.69 0.00 63.56 16.09% 0.002 57.841 2,261,344 Cash Flow On Sale 2.27% 2.50 Taxes / Benefits From Sale 88.904 TOTAL AFTER TAX NPV & (930,429) -23.80% (26.15) 8.00%

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*********	*************	***********	***********	400000000000000000000000000000000000000	***********	**********	**********	*********
		PROJECT	SALE. CASH FLO	M AND PERFORMA	NCE SUMMARIES	- PHASE 1	RET	AIL
********	*************						***********	*********
***********	7 8	9	10	11	12	13	14	15
DPFRAT	E OPERATE	OPERATÉ	OPERATĚ	OPERATE	OPERATĒ	OPERATÉ	OPERATÉ	SALE

***********				**********		**********	**********	******
0	0	(0)	0	(0)	0	(0)	0	(3,612,450)
0	0	0	0	0	0	0	0	0
740,135	740,288	740,447	808,352	868,909	900,488	900,674	900,868	983,484
(20,956)	(20,956)	(20,956)	(20,954)	(20,954)	(20,956)	(20,956)	(20,956)	(20,956)
(42,205) (30,020)	0	0	(110,775) (70,046)	(98,748) (60,039)	(51,349) (30,020)	0	0	(134,774) (70,046)
(424,317)	(424,317)	(424,317)	(424,317)	(424,317)	(424,317)	(424,317)	(424,317)	(424,317)
								10,254,454
222,638	295,015	295,175	182,258	264,849	373,846	455,401	455,595	6,975,395
222,638	295,015	295,175 0	182,258 0	264,849 0	373,846 0	455,401 0	455,595 0	6,975,395 0
0	0	0	0	0	0	0	0	261,129
222,638	295,015	295,175	182,258	264,849	373,846	455,401	455,595	7,236,524
*************			#############				***********	***********
222,638 0	295,015 0	295,175 0	(0) 182,258	264,849 0	373,846 0	455,401 0	(0) 455,595 0	333,391 0
ŏ 0	, 0	Ŏ 0	ŏ ŏ	Ŏ 0	0 0	, 0	0 0	6,642,004 261,129
222,638	295,015	295,175	182,258	264,849	373,846	455,401	455,595	7,236,524
(5,146,998)	(4,851,982)	(4,556,808)	(4,374,549)	(4,109,701)	(3,735,854)	(3,280,453)	(2,824,859)	4,411,665
67.98% 152.47%	62.75% 169.53%	63.052 169.561	72.377 142.951	67.73% 162.42%	61.512 188.112	56.77% 207.33%	57.15% 207.37%	66.012 178.571

INTERNAL RATE OF RETURN

5.72% 5.72%

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94933444944494494494944444444444444444	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		55,281,361 (1,659,441)	ı			
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		53,622,920 (20,771,586) (8,279,372)				
AFTER TAX SALES PROCEEDS		24,571,962				
***************************************			***********			*********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(960,155)	(1,052,589)	(4,833,327)	0	(4,834,895)	(3,340,187)
PRETAX SALES PROCEEDS	0	0	0	0	6,018,922	5,365,439
NET OPERATING INCOME (Before Linkage	0	0	0	0	1,571,050	3,034,371
Ur Turning Costs)					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	(2,439,823)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(960,155)	• •	(4,833,327)	0	2,755,077	2,619,800
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(960,155) 0 0	(1,052,589) 0 0		0 0 0	2,755,077 (298,447) 0	2,619,800 (423,231)
AFTER TAX CASH FLOW	(960,155)	(1,052,589)	(4,833,327)	0	2,456,630	2,196,570
***************************************		*********	***********	********	***************	*********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations	(960,155)	(1,052,589)	(4,833,327)	(0)	(0) 2,755,077	(0) 2,619,800
Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	0	0	0	0	(298,447) 0 0	{423,231} 0
AFTER TAX CASH FLOW	(960,155)	(1,052,589)	(4,833,327)	0	2,456,630	2,196,570
CUMULATIVE AFTER TAX CASH FLOW	(960,155)	(2,012,744)	(6,846,071)	(6,846,071)		(2,192,871)
Breakeven Debt Coverage Ratio	·			, ,	, ,	84.332 124.372
			NPV Components A % Of Investment		NPV Components Per Rentable/Salable SF	
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(6,078,573) 13,067,259 (2,490,186) 11,184,599 (2,818,803)		-100.002 214.972 -40.972 184.002 -46.371		(10.85) 23.33 (4.45) 19.97 (5.03)	
TOTAL AFTER TAX NPV 8 8.00%	12,864,296		211.632		22.97	

4944444444	*********	*********	**********	***********	**********	**********	***********	**********
(1,837,103)	0	0	(0)	0	(0)	0	0	(20,771,586)
2,790,028	0	0	0	0	0	0	0	
3,883,995	4,039,355	4,200,929	4,368,966	4,543,725	4,725,474	4,914,493	5,111,073	5,315,515
0	0	0	O	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(2,439,823)	(2,439,823)	(2,439,823)	(2,439,823)	(2,439,823)	(2,439,823)	(2,439,823)	(2,439,823)	(2,439,823)
	*******							53,622,920
2,397,098	1,599,532	1,761,106	1,929,144	2,103,902	2,285,651	2,474,670	2,671,250	35,727,027
2,397,098 (494,120) 0	1,599,532 (234,751) 0	1,761,106 (299,138) 0	1,929,144 {372,430} 0	2,103,902 {455,955} 0	2,285,651 (527,449) 0	2,474,670 (602,275) 0	2,671,250 (680,615) 0	35,727,027 (762,660) (8,279,372)
1,902,978	1,364,782	1,461,968	1,556,713	1,647,947	1,758,202	1,872,395	1,990,635	26,684,995
***************************************	***********	************	************	************	*************	***********	1444444444444	***********
2,397,098 (494,120) 0	1,599,532 1234,751) 0	1,761,106 {299,138} 0	1,929,144 1372,430) 0	2,103,902 (455,955) 0	2,285,651 (527,449) 0 0	2,474,670 {602,275} 0	2,671,250 (680,615) 0	2,875,693 (762,660) 32,851,334 (8,279,372)
1,902,978	1,364,782	1,461,968	1,556,713	1,647,947	1,758,202	1,872,395	1,990,635	26,684,995
(289,893)	1,074,889	2,536,857	4,093,571	5,741,517	7,499,719	9,372,114	11,362,749	38,047,744
70.262 159.192	68.332 165.562	66.472 172.182	64.682 179.072	62.962 186.232	61.312 193.682	59.72% 201.43%	58.207 209.49%	56.73% 217.86%

INTERNAL RATE OF RETURN

24.29% 24.29% eeeeeeeeeeee

		PIER Boston, Massa				
******************************	######################################	############## FLOW AND PERF ####################################	######################################	############ S - Phase 1 ####################################	*************	141414414444 Arina 14141444444
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		2,585,464 (77,564)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		2,507,900 (903,112) (546,873)				
AFTER TAX SALES PROCEEDS		1,057,914				
***************************************	*************		************	• • • • • • • • • • • • • • • • • • • •		**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(44,418)	(48,694)	(223,594)	0	(74,067)	(308,210)
PRETAX SALES PROCEEDS	0	0	0	0	737,011	656,993
NET OPERATING INCOME (Before Linkage Or Turning Costs)	0	0	0	0	73,477	141,915
LINKAGE TURNING COSTS: Brokerage Fees					0	0
Tenant Refurbishment					0	0
DEBT SERVICE					0	(106,079)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(44,418)	(48,694)	(223,594)	0	736,421	384,618
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(44,418) 0 0	(48,694) 0 0	(223,594) 0 0	0 0 0	736,421 (114,194) 0	384,618 (110,196) 0
AFTER TAX CASH FLOW	(44,418)	(48,694)	(223,594)	0	622,227	274,421
***************************************		*********	*******			*********
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(44,418) 0 0 0 0	(48,694) 0 0 0	(223,594) 0 0 0 0	(0) 0 0 0	736,421 (114,194) 0 0	384,618 (110,196) 0
AFTER TAX CASH FLOW	(44,418)	(48,694)	(223,594)	0	622,227	274,421
CUMULATIVE AFTER TAX CASH FLOW	(44,418)	(93,111)	(316,706)	(316,706)	305,522	579,943
Breakeven Debt Coverage Ratio						77.801 133.781
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations	(281,200) 1,350,618		PV Components As Of Investment -100.00% 480.30%	NPV Rent	Components Per able/Salable SF (1.58) 7.58	
Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	{321,087} 546,368 (186,189)	-	-114.18Z 194.30Z -66.21Z		(1.80) 3.07 (1.04)	
TOTAL AFTER TAX NPV 8 8.00%	1,108,509		394.21%		6.22	

************	*********		**********	*********	*********	***********	**********	*******
(169,516)	0	(0)	0	(0)	0	(0)	0	(903,112)
341,636	0	0	0	0	0	0	0	0
181,651	188,917	196,474	204,333	212,506	221,007	229,847	239,041	248,602
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)	(106,079)
					~~~~~~			2,507,900
247,692	82,838	90,395	98,254	106,427	114,927	123,768	132,961	1,747,310
247,692 (75,967) 0	82,838 (21,271) 0	90,395 (24,232) 0	98,254 (27,511) 0	106,427 (31,152) 0	114,927 (34,470) 0	123,768 (37,941) 0	132,961 (41,574) 0	1,747,310 (45,376) (546,873)
171,725	61,567	66,163	70,742	75,275	80,457	85,826	91,388	1,155,061
*****************	***********			***********	4011111111111	***********	***********	***********
247,692 (75,967) 0 0	(0) 82,838 (21,271) 0	90,395 (24,232) 0	98,254 (27,511) 0 0	(0) 106,427 (31,152) 0	(0) 114,927 (34,470) 0	(0) 123,768 (37,941) 0	(0) 132,961 (41,574) 0	(0) 142,523 (45,376) 1,604,787 (546,873)
171,725	61,567	66,163	70,742	75,275	80,457	85,826	91,388	1,155,061
751,668	813,236	879,399	950,141	1,025,416	1,105,873	1,191,699	1,283,087	2,438,148
63.432 171.242	61.452 178.092	59.561 185.211	57.73% 192.62%	55.981 200.331	54.29% 208.34%	52.66% 216.67%	51.10% 225.34%	49.602 234.362

INTERNAL RATE OF RETURN

		PIER Boston, Massa				
*****************************	**************	PHASE 1 PERF	**********	************	<b>********</b> ****************************	<b>***********</b> OTAL
9-7-95 ************************************		***********	************	************		**********
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED
COMPOSITION OF AFTER TAX CASH FLOW: Land Contributions	(7,121,775)	(0)	(0)	(0)	(0)	(0)
Cash Contributions	(5,110,806)	(5,436,432)	(38,670,087)	(3,484,212)	(0)	(0)
Investment	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	0 574 775	12,427,311
Cash Flow From Operations Taxes/Benefits From Operations	0	ő	0	0	9,576,775 (1,563,827)	(821,513)
Cash Flow On Sale Taxes/Benefits On Sale	0	0	0	0	0	0
Taxes benefited on date						
AFTER TAX CASH FLOW	(12,232,581)		(38,670,087)			11,605,798
CUMULATIVE AFTER TAX CASH FLOW	(12,232,581)	(17,669,013)	(56,339,100)	(59,823,312)	(51,810,364)	(40,204,566)
COMPOSITION OF AFTER TAX NPV:	(7 121 775)		-13.392			
Land Contributions Cash Contributions	(7,121,775) (46,063,786)		-86.617			
Investment	(53,185,561) 57,985,523	•	-100.00%			
Cash Flow From Operations Taxes/Benefits From Operations	57,985,523 (8.231.043)		109.02% -15.49%			
Cash Flow On Sale	(8,231,043) 56,555,249 (9,572,597)		106.34Z -18.00Z			
Taxes/Benefits On Sale	(7,372,377)	-	10,004			
TOTAL AFTER TAX NPV @ 8.00%	43,551,571		81.891			
***************************************				***********	*************	***********
TAX VALUE OF MIXED USE:			/70 /74 4071	/7 404 G/G	0.040.040	** ** 705
After Tax Cash Flow - As A Whole After Tax Cash Flow - Components	(12,232,581) (12,232,581)	(5,436,432) (5,436,432)	(38,670,087) (38,670,087)	(3,484,212) (3,484,212)	8,012,948 7,247,038	11,605,798 10,160,832
·						
VALUE OF MIXED USE NPV = 673,70	2 0	0	0	0	765,910	1,444,965
***************************************		10011111111111111111	14444444444444	************	,,,,,,,,,,,,,,,,,,,	***********
BEFORE TAX CASH FLOW:	/2 E02 207\	(1 044 207)	(3 400 540)	0	10,340,344	8,447,956
Condos Hotel	(2,592,297) (4,341,921)	(1,066,297) (1,758,588) (1,271,170)	(3,600,560) (22,976,367)	(3,128,475)	7.223.361	614,891
Office Retail	(4,341,921) (3,566,993) (726,797)	(1,271,170) (239,094)	(3,911,055) (3,125,184)	(355,737)	(10,547,714) (930,713)	352,155 7,890
Garage	(960,155) (44,418)	(1,052,589) (48,694)	(4,833,327) (223,594)	Ü	2,755,077 736,421	2,619,800 384,618
Marina						12,427,311
TOTAL BEFORE TAX CASH FLOW	(12,232,381)	13,436,4321		(3,484,212)	9,576,775	
TAXABLE INCOME: Condos	(6,569)	(13,402)	(182,601)	(397,020)	6,077,011	4,951,576
Hotel Office	(11,737) (7,832)	(23,944) (15,977)	(165,460) (222,886)	(360,510) (486,220)	6,077,011 182,253 (855,515) (143,234)	(3,111,566) (787,289)
Retail	(1.596)	(3,255) (13,229)	(22,769)	(49,635)	(143,234) 1,412,084	(787,289) (229,617) 1,209,230
Garage Marina	(6,485) (300)	(13,224)	(169,705) (7,835)	(369,959) (17,066)	352,080	314,847
TOTAL TAXABLE INCOME	(34,519)	(70,418)	(771,256)	(1,680,409)	7,024,679	2,347,181
Income Taxes/Benefits 0.3	5 12,082 (12,082)	24,646 (24,646)	(771,256) 269,939 (269,939)	588,143 (588,143)	(2,458,638) (0)	(821,513) (0)
Benefits Disallowed Benefits From Prior Years	0	. 0	U	v	894,811	. 0
Benefits To Be Carried	12,082	36,728	306,667	994,811		
ORDINARY TAXES/BENEFITS	0	0	0	0	(1,563,827)	(821,513)
Potential Investment Tax Credits On FF&	E				0	0
INVESTMENT TAX CREDIT USED Investment Tax Credit Carryover					0	0
THIS CHENT IN OLD OF THE PORT OF THE						
INCOME TAXES/BENEFITS FROM OPERATIONS	0	0	0	0	(1.563.827)	(821.513)

248,279,441	777,139,9	912,574,9	811'8#9'8	7,436,082	144,998,441	042,201,8	(52°158°258)	9,790,370
497,172,471	949,292,7 <u>5</u>	271,454,71	259'096'L	7,436,082	(742,551,8)	(789,250,21)	1°582°878	(301,414,02)
(2,341,013) (3,341,013) (2,341,013) (2,341,013) (2,341,013)	0 0 (15,765,438 (2,801,661)	0 (126,282,21) (126,282,21)	0 0 (5,376,706) 11,024,824	0 (990,140,2) (990,140,2)	0 (##Z,745,1) #84,441,8 0	0 (\$12,59\$) 0 0	0 0 0 0 0 0	0 (827,127) (827,127)
(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)

INTERNAL RATE OF RETURN

(3.341.013	(199°108°2)	(5,583,931)	(5°216°106)	(2,061,099)	{ <b>##Z</b> * <b>/</b> 9Z* <b>1</b> }	(492,214)	0	(821,127)
0 0 0	0 0 0	0 0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
12,341,013	(199'108'Z)	(5*282*321)	(5,376,706)	(5,061,099)	(1,267,244)	(465,214)	0	(857,157)
0 0) 0) 0) 0) 0) 0) 0) 0) 0) 0) 0) 0) 0)	0 (199,108,5) S#7,400,8	0 0 (0) (1282'621) 285'790	0 (0) (0) (0) (2) (2) (2) (3) (4) (5) (6) (7) (7) (7) (7) (7) (8) (9) (9) (9) (9) (9) (9) (9) (9) (9) (9	0 0 (0) (660'190'Z) +S8'888'S	0 0 (0) (1,267,244) 3,620,696	1,209,173 (0) (0) (0) (0)	(3,448) (1,207) (1,207) (3,448)	0 0 0) 10) 100, 100, 100, 100, 100, 100,
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	282'831 \$19'\$\$6'1 \$68'201 \$25'2\$5'1 892'162'\$ 0	2, 128, 108, 403 102, 116, 516 102, 916 1, 599, 629 1, 695, 1	1,655,504 1,655,504 1,655,504 1,655,504 1,751,179	86,007 1,002,750 1,403,101 1,403,101 2,029,261	#09'84	\$2,64 084,488 (187,48) 291,624 214,524 0	\$24,04 (102,05) (102,05) (102,05) (102,05) (102,05)	1,411,770 (94,201) 237,654 (2,014,923) 2,504,817 2,504,817
178,433,426	12,763,438	12,257,450	11,024,824	181,791,9	<b>*89</b> *991*8	<b>₽</b> \$\$ <b>`</b> ∠6\$ <b>`</b> 8	898'\$82'4	10,512,128
12,11,110 22,127,027 24,826,475 26,826,475 26,826,475 27,127 27,127	196,221 7,250 1,455,595 1,456,849 1,456,849 1,466,948 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,466,949 1,	2,454,492 6,454,492 6,454,492 6,454,492 6,454,492	2,774,173 5,785,173 5,774,173 5,077,226 5,077,226 5,077,226	7,105,402 2,105,902 2,105,902 2,105,614 2,114,471 2,114,471	62,489 1,557,184 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186 1,557,186	00,279 2,620,279 2,1,26,175 1,750,175 1,750,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,175 1,050,17	2,495,552 2,495,552 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495 2,495	2,47,692 2,397,698 222,638 2,000,099 1,675,011 2,949,591
	*********		*********			*********	**********	**********
(08'99)	(21,747)	(29'051)	(424*484)	(1'422'210)	(867,302)	(**8*891)	120'027	\$10'559
59,540,741 548,240,741	\$25,666,6	9,709,540 9,673,519	709,201,9 811,848,8	8,869,392 7,436,082	2,766,743 6,899,441	8,105,340 8,105,340	7, 285, 848	4,135,356 9,135,356 9,790,370

8-7-86	144444444	PIER Boston, Massa ##################################	chusetts	************	••••••••••••••••••••••••••••••••••••••	**************************************
######################################	1 DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	S LEASE-UP	STABILIZEĎ
TOTAL SALE PROCEEDS	0	0	0	0	0	0
GAIN ON SALE: Condos Hotel Office Retail Garage Marina						
TOTAL GAIN ON SALE	0	0	0	0	0	0
TAX / BENEFIT @ 35.00%	0	0	0	0	0	0
Before Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(12,232,581) 0 0 0	(5,436,432) 0 0 0	(38,670,087) 0 0	(3,484,212) 0 0 0	9,576,775 (1,563,827) 0 0	12,427,311 (821,513) 0
AFTER TAX CASH FLOW	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	8,012,948	11,605,798
Land Equity Available Land Equity Contributed	7,121,775 7,121,775	0	0	0	0	0
CASH CONTRIBUTION REQUIRED	5,110,806	5,436,432	38,670,087	3,484,212	0	0
AFTER TAX CASH FLOW BY COMPONENT: Condos Hotel Office Retail Garage Marina	(2,592,297) (4,341,921) (3,566,993) (726,797) (960,155) (44,418)	(1,066,297) (1,758,588) (1,271,170) (239,094) (1,052,589) (48,694)	(3,600,560) (22,976,367) (3,911,055) (3,125,184) (4,833,327) (223,594)	(3,128,475) 0 (355,737) 0 0	8,423,247 7,223,361 (10,547,714) (1930,713) 2,456,630 622,227	6,714,905 614,891 352,155 7,890 2,196,570 274,421
TOTAL AFTER TAX BY COMPONENT	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212)	7,247,038	10,160,832

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***	7 Operate	8 OPERATE	OPERATE	10 OPERATE	OPERATE	12 OPERATE	######################################	14 OPERATE	15 SALE
									70,902,324 54,113,267 6,642,004 32,851,334 1,604,787
	0	0	0	0	0	0	0	0	166,113,717
									43,678,204
									35,570,111 20,291,186 (746,083) 23,655,347 1,562,495
	0	0	0	0	0	0	0	0	80,333,056
	0	0	0	0	0	0	0	0	(20,116,570)
1	0,512,128 (721,758) 0	7,285,868 0 0 0	8,597,554 (492,214) 0 0	8,166,684 (1,267,244) 0 0	9,497,181 (2,061,099) 0	11,024,824 (2,376,706)	12,257,450 (2,583,931) 0	12,763,438 (2,801,561) 0	178,433,428 (3,341,013) 166,113,717 (28,116,570)
	9,790,370	7,285,868	8,105,340	6,879,441	7,436,082	8,648,118	9,673,519	9,961,777	313,089,562
	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0
	3,162,905 1,675,011 2,000,099 222,638 1,902,978 171,725	2,811,970 2,496,493 295,015 1,364,782 61,567	4,030,279 2,420,599 295,175 1,461,968 66,163	4,365,667 1,591,361 1,592,258 1,556,713 70,742	4,714,471 2,166,852 264,849 1,647,947 75,275	4,296,355 2,593,746 373,846 1,758,202 80,457	4,106,459 3,189,459 455,401 1,872,395 85,826	4,344,905 3,117,001 455,595 1,990,635 91,388	(0) 63,044,679 48,921,394 7,236,524 26,684,995 1,155,061

9,135,356

7,029,847

8,274,184

7,766,743

8,869,392

9,102,607

9,709,540

9,999,524 147,042,653

PIER 4 Boston. Massachusetts

			l l	loston, Massachusetts		
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SITE: Total Pier 4 Restaurant Remainder Built Open Total buildout Floor Area Ratio	ACRES 8.9 0.9 8.0 3.8 5.0	SQ. FEET 385,974 37,204 346,790 166,230 219,764 1,647,812	PERCENT 100.02 10.22 89.82 43.12 56.92	DEBT: Construction Loan Construction Points Construction Term Permanent Loan Permanent Points Permanent Term	10.00Z 1.00Z 30 10.00Z 1.00Z	AFFORDABLE HOUSING Linkage Fee 5.00 Linkage Ex. 100,000 Inclus. Hous. 0.00% ALLOCATION OF FOUNDATION TO NONGARAGE USES 25.00% ALLOCATION OF BREAKMATER TO
TAXATION: Ordinary Rate Capital Gains		35.002 35.002		DISCOUNT RATE FOR NPV EQUITY	8.00% 20.00%	NONMARINA USES 100.002  RETURN ASSUMED ON UNINVESTED EQUITY FUNDS 0.002
Deprec. Life (Bldg. ITC on Hotel FF&E Losses Disallowed Loss Carryforward	. & FF&E)	30 0.007 100.007 100.007	5 (@ 85.00%)	PHASE 1 AS PERCENT OF TOTAL BUILLDOUT	44.732	PHASE 1 COSTS UNESCALATED 179,130,492

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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
PROGRAM: Land 3.56 acres Above ground Below ground	737,928 613,604	167,820	269,831	249,450	50,827	560,104	178,200	155,112 53,500
Water Efficiency Factors Rentable/Salable	178,200   653,377	817 135,934	1007 269,831	957 212,033	702 35,579	100.007 560,104	100.007 178,200	
UNITS: Condominiums Hotel rooms Hotel bays Cars Marina slips	100 290 339 1,400	100	290 339			1,400	100	
CONSTRUCTION PERIOD (NONTHS)	30 1	30	30	30	30 ¦	30	30	30
ANNUAL ESCALATION: Hard costs Soft costs Sales Rents and rates Operating costs		4.002 4.002 4.002	4.007 4.007 4.007 4.007	4.00Z 4.00Z 4.00Z 4.00Z	4.00%; 4.00%; 4.00%; 4.00%;	4.002 4.002 4.002 4.002 4.002	4.007 4.007 4.007 4.007 4.007	
FINANCIAL ASSUMPTIONS: Debt Coverage Ratio Loan To Value Capitalization Rate Commission On Sale		110.00% 80.00% 10.00% 3.00%	110.002 80.002 10.002 3.002	110.007 80.007 10.007 3.007	110.00Z: 80.00Z: 10.00Z: 3.00Z:	125.002 80.002 10.002 3.002	125.007 80.007 10.007 3.007	

PIER 4 Boston. Massachusetts

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8-7-96	DEV	ELOPMENT ASSUM	PTIONS - PHA	SE 1		***********	***********	*************
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
BUILDING COSTS PER SQ. FOOT		122.50	108.50	91.50	91.50	61.75	6.73	61.75
BUILDING COSTS - LUMP SUM: Marina Breakwater Site & Util.							1,200,000	1,290,000 12,000,000
BUILDING COSTS PER UNIT: Land per acre Condominium per unit Hotel bay - FF&E Hotel room - hard Hotel room - FF&E Parking per car Marina per slip		205,580	25,000 100,954 29,224		-	24,705	12,000	2,000,000
REVENUES PER SQ. FOOT: Sales per rsf Rents per rsf Retail sales per rsf Retail I rent 5.001		375.00		35.00	20.00 : 200.00 : 10.00 :			!
REVENUES PER UNIT: Unit sales 1,359 ssf Honthly rent Daily rent Hotel daily other 38.44%		509,753	158.00 60.74			35,000.00 275.00 10.50	30,000.00 225.00 10.50	1
SALE, LEASE, RENT TERMS: Presale Absorption Prelease Absorption		25.007 18 0.007 19	0.00% 48 50.00% 48	0.09% 18 25.00%	0.007 18 : 25.007 18 :	25.00% 18 25.00%	18	1
SALE, LEASE, RENT ALLOCATION: Sales Lease - years 5 Rent - monthly Rent - daily Total		100.007	100.00Z 100.00Z	100.007	100.002	25.002 25.002 50.002 100.002	25.00% 25.00%	
COMMISSION: Sales Leases		3.002		5.002	5.00%	4.002	4.002	;
VACANCY	:		29.00%	10.00%	10.00%			!
TURNOVER: Turnover - stay Turnover - leave				75.00% 25.00%	50.00Z! 50.00Z!			
OPERATING COSTS: Oper. exp. w/Man. & RET Replacement reserve Turnover refurb stay Turnover refurb leave			137.60 3.002	8.00 1.002 2.00 7.00	10.00   1.00%  2.00   7.00	2.00 1.002	0.25 1.00%	

PIER 4 Boston. Massachusett

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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	HISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,929 653,377	167,820 135,934	269,931 269,831	249,450 212,033	50,827	550.104	178,200	53,500 0
LAND COSTS	7,121,775	1,619,638	2,604,150	2,407,453	490,534			
HARD COSTS: Component specific Hotel FF&E 5 Foundation & 25% Garage service area Breakwater Site & Utilities	116,400,006 8,475,000 0 0 1,200,000 12,000,000	20,557,950 1,966,416 751,312 272,905 2,729,047	8,475,000 3,161,721 1,208,005 438,792	2,922,908 1,116,761	4,650,671 595,561 227,547 92,654 826,536	34,585,422 (8,646,606)	, ,	3,303,625
HARD COST SUBTOTAL 30 Contingency 30 ****	138,075,006 (6,903,750)		46,948,105 (2,347,405	31,326,487 )(1,566,324)	6,382,968 (319,148)	25,939,817 (1,296,991)	1,200,000	0
TOTAL HARD COSTS	131,171,256							0
SOFI COSTS: Envir. Imp. Report Permitting/Licens. 30 Building Fermits 30 1.0% A/E Fees 30 4.5% Design Consultants 30 1.0% Market Research Fe 30 2.0% Market Research Fe 30 Legal/Accounting 30 1.0% Linkage 12 Insurance 10 1.0% RE Taxes 10 0.5% Marketing/PR 5 1.0% Prokerage on Lease 5	490,000 100,000 1,380,750 6,213,375 1,380,750 2,761,500 1,104,600 1,00,000 1,380,750 2,820,648 1,380,750 690,375 1,380,750 2,033,179	93,254 19,031 262,776 1,182,493 262,776 525,553 210,221 19,031 262,776 131,388 262,776	166,609 34,002 469,481 2,112,665 469,481 938,962 375,585 34,002 469,481 1,335,007 469,481 234,741 469,481	111,171 22,688 313,265 1,409,692 313,265 626,530 250,512 22,688 313,265 1,234,171 313,265 1,56,632 313,265 1,855,284	22,652 4,623 63,830 287,234 63,830 127,659 51,064 4,623 63,830 251,470 63,830 31,915 63,830 177,895	72,055 18,787 259,398 1,167,292 259,398 518,796 207,519 18,787 259,398 129,499 259,398	4,259 967 12,000 54,000 12,000 9,600 967 12,000 12,000 12,000	
Soft Cost SUBIDIAL Construc. Loan Pt. 1.0% Constr. Int. 15 Permanent Loan Pt. 1.0%	23,217,428 1,235,109 15,438,968 946,057	3,494,853 227,669 2,845,860 0	417,437	296.128	1,278,282 58,737 734,210 58,737	3,447,925 224,742 2,909,275 168,557	159,597 10,397 129,950 5,198	
TOTAL SOFT COSTS	40,837,462	6,568,382	13,631,820	11,549,644	2,129,966			
COSTS Before INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS	7,121,775 131,171,256 40,837,462					0 24,642,826 6,652,499		
TOTAL PROJECT COSTS	179,130,492	33,151,768	50,836,6/1	43,/1/,239	8,684,317 ========	31,273,324	1,443,132	=355575355
COSTS After INCLUSIONARY HOUSING: LAND COSTS HARD COSTS SOFT COSTS	7,121,775 131,171,256 40,837,462	1,619,638 24,963,748 6,568,382	2,604,150 44,600,700 13,631,820	2,407,453 29,760,162 11,549,644	490,534 6,063,820 2,129,966	0 24,642,826 6,652,499	0 1,140,090 305,152	
TOTAL PROJECT COSTS	179,130,492	33,151,768	60,836,671	43,717,259	8,684,319	31,295,324		
PERCENT OF USE: Land Costs Hard Costs Soft Costs	3.99% 73.23% 22.90%	4.892 75.302 19.812	4.287 73.317	z 5.51% z 68.07%	5.45% 69.82%	0.00% 78.74% 21.26%	0.00% 78.88%	
Total Project Costs	100.002	100.002				100.00%		
PERCENT OF PROJECT BY COST: Land Costs Hard Costs Soft Costs	100.007 100.007 100.007	22.747 19.037 16.087	36.577 34.007	2 33.80% 2 22.69%	6.89% 4.62%	0.00% 18.79% 16.29%	0.00% 0.87%	
Total Project Costs	100.007	18.512				17.47%		

PIER 4 Boston, Massachusetts

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	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
GROSS SALES Less Basis Less Commissions	50,975,325 (41,698,175) (2,079,260)	50,975,325 (33,151,768) (1,529,260)				12,250,000 (7,823,831) (490,000)	1,500,000 (722,576) (60,000)	
Gain on Sale TAX on Sale 35.0%	20,947,890 (7,331,762)	16,294,297 (5,703,004)				3,936,169 (1,377,659)	717,424 (251,098)	
NET SALES PROCEEDS	55,314,304	43,743,061				10,382,341	1,188,902	
GROSS REVENUE:  Base leases 5  Base rents Other income	8,132,716 20,725,363 5,784,610		16,724,300 6,428,921	7,421,138	711,578 355,789	3,837,750	163,313	
TOTAL GROSS REVENUES Less vacancy	35,642,698 (7,563,256)		23,153,121 (6,714,405)	7,421,138 (742,114)	1,067,367 (106,737)	3,837,750	163,313	
NET REVENUES	28,079,432		16,438,716	6,679,024	960,630	3,837,750	163,313	
OPERATING EXPENSES: Base operating expenses Replacement reserve	(13,050,397) (609,569)		(10,341,122) (493,161)	(1,526,634) (66,790)	(320,210) (9,606)	(840,156) (38,379)	(22,275) (1,633)	
TOTAL OPERATING EXPENSES	(13,659,965)		(10,834,283)	(1,593,424)	(329,816)	(878,534)	(23,908)	
NET OPERATING INCOME	14,419,467			5,085,600	630,814	2,959,217	139,404	
GROSS MARGIN ON SALES BEFORE TAX RETURN ON ASSETS BY USE OVERALL ROA WITH AFTER TAX SALES SUBSIDY	50.242 10.492 20.402	49.157	9.217	11.632	7.25%	50.31Z 12.61Z	99.29 <b>1</b> 19.291	
######################################	######################################	91111111111111111111111111111111111111	  LE/SALABLE S 	F - UNESCAL	9444444444 ATED - PHASE	**************************************	# # # # # # # # # # # # # # # # # # #	  +++++++++
	TOTAL	CONDO	HOTEL	OFFICE	RETAIL	GARAGE	MARINA	MISC.
GROSS SQUARE FEET NET RENTABLE/SALABLE SF	737,928 653,377	167,820 135,934	269,831 269,831	249,450 212,033	50,827 35,579	560,104 560,104	178,200 178,200	53,500 0
Hard Costs (Component Specific)		151.23	108.50	107.65	130.71	61.75	6.73	
Land Costs Hard Costs (Total) Soft Costs	10.90 200.76 62.50	11.91 183.65 48.32	9.65 165.29 50.52	11.35 140.36 54.47	13.79 170.43 59.87	0.00 44.00 11.98	0.00 6.40 1.71	
TOTAL DEVELOPMENT COSTS	274.16	243.88	225.46	206.18	244.09	55.87	8.11	
Gross Sales Less Basis, Commissions, Taxes		375.00 (297.09)				87.48 (69.21)	16.84 (11.60)	
AFTER TAX GAIN ON SALES		77.91				18.27	5.23	
Gross Revenues Less Vacancy		0.00 0.00	85.81 (24.88)	35.00 (3.50)	30.00 (3.00)	9.14 0.00	0.92 0.00	
Net Revenues Operating Expenses (Before deducting Linkage or Turns)		0.00 0.00	60.92 (40.15)	31.50 (7.52)	27.00 (9.27)	9.14 (2.09)	0.92 (0.27)	
NET OPERATING INCOME		0.00	20.77	23.59	17.73	7.04	0.65	

PIER 4 Roston, Massachusetts

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YEAR	DESIGN	DESIGN 2	CONSTRUCT 3	CONSTRUCT 4	LEASE-UP	STABILIZED
EQUITY AVAILABLE @ 20.00% EQUITY INVESTED	6,652,671 2,592,297	4,060,375 1,066,297	2,994,078 2,994,078	0	0	& SALES
	**************	=======================================	:======================================	:2:2:2:2:2:2:2:2:2:2:2	=======================================	:=========
BUILDING COSTS: Land Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(1,619,638) (972,659)	(1,066,297)	(10,800,316) (525,654) (266,107)	(11,232,329) (785,478)	(5,840,811) (420,175)	
BUILDING COSTS BEFORE INTEREST	(2,592,297)	(1,066,297)	(11,592,077)	(12,017,807)	(6,260,986)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales Retirements - Takeout Balance	0	0	(429,900) (9,027,899) (9,027,899)	(1,503,680) (13,521,487) (22,549,386)	(2,567,988) (8,828,974) 15,689,180 0 (15,689,180)	(1,568,918) (1,568,918) 17,258,098 0
PERMANENT MORTGAGE:	v	v	(),021,0111	(21,047,3007	(13,007,1007	v
Payment Interest Amortization Balance					(0)	0 0 0
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(2,592,297) (0) 0	(1,066,297) (0) 0	(12,021,977) 9,027,899 0	(13,521,487) 13,521,487 0	(8,828,974) (6,860,206) 0	(1,568,918) (15,689,180) 0
COST & DEBT FLOWS	(2,592,297)	(1,066,297)	(2,994,078)	0	(15,687,180)	(17,258,098)
***************************************				34378843232222		**********
GROSS SALES Less Commissions	~~~~~~~~~~				29,816,960 (894,509)	31,009,639 (930,289)
PRETAX SALES PROCEEDS					28,922,451	30,079,349
COOCC DEVENUES.		=======================================		=======================================		=======================================
SROSS REVENUES: Leases Rents Other income					0 0 0	0 0 0
TOTAL GROSS REVENUES Less VACANCY	~~~~~~~~~~		~~~~~~~~		0	0
NET REVENUES					0	0
OPERATING EXPENSES: Operating Expenses Replacement Reserve					0	0
TOTAL OPERATING EXPENSES					0	0
NET OPERATING INCOME					0	0

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	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
ROJECT SALE PROCEEDS:						
Gross Proceeds - Year 16 NOI Capitalized & 10.00%		0				
Less Commission @ 3.00%	-					
PRETAX SALE PROCEEDS Less Mortgage Balance		0				
Less Taxes / Plus Benefits	-	(0)				
FTER TAX SALES PROCEEDS		(0)				
***************************************	**********	***********		**********	************	*********
OST & DEBT FLOWS (Exc. Perm. Amort.)	(2,592,297)	(1,066,297)	(2,994,078)	0	(15,689,180)	(17,258,098
RETAX SALES PROCEEDS	0	0	0	0	28,922,451	30,079,349
ET OPERATING INCOME (Before Linkage	0	0	0	0	0	0
Or Turning Costs) INKAGE					0	0
URNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	0
ROJECT SALE PROCEEDS						
EFORE TAX CASH FLOW	(2,592,297)	(1,066,297)	(2,994,078)	0	13,233,271	12,821,251
Before Tax Cash Flow	(2,592,297) 0	(1,066,297)	(2,994,078)	0	13,233,271	12,821,251
Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	ŏ	ŏ	ŏ		(2,877,317) 0	(3,039,784
FTER TAX CASH FLOW	(2,592,297)	(1,066,297)	(2,994,078)	0	10,355,954	9,781,467
********************************	**********	*********	***********	**********		*********
OMPOSITION OF AFTER TAX CASH FLOM:	(0 500 007)	// A// BBT	(0.004.630)	/41	401	,,
Investment Cash Flow From Operations	(2,592,297) 0	(1,066,297)	(2,994,078) 0	(0)	13,233,271	12,821,251
Taxes/Benefits From Operations Cash Flow On Sale	0	0	0	0	(2,877,317)	(3,039,784
Taxes/Benefits From Sale	0	0	0	0	0	
FTER TAX CASH FLOW	(2,592,297)	(1,066,277)	(2,994,078)	0	10,355,954	9,791,467
UNULATIVE AFTER TAX CASH FLOW	(2,592,297)	(3,658,594)	(6,652,671)	(6,652,671)	3,703,283	13,484,750
Breakeven Debt Coverage Ratio						0.00
		N Z	PV Components f Of Investment		PV Components Per entable/Salable S	
OMPOSITON OF AFTER TAX NPV: Investment	(6,146,548)		-100.002		(45.22)	
Cash Flow From Operations Taxes /Benefits From Operations	18,452,777		300.21% -68.07%		135.75 (30.78)	
Cash Flow On Sale	(4,183,740)		0.00%		0.00	
Taxes / Benefits From Sale		-	.002	-	(.00)	

PIER 4
Roston, Massarhusetts

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YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED
EQUITY AVAILABLE & 50.002 EQUITY INVESTED	29,496,467 4,341,921	25,154,546 1,758,588	23,395,958 20,825,119	2,570,838 2,570,838	. 0	& SALES
	======================================					************
BUILDING COSTS: Land Hard Costs Soft Costs Before Financing	(2,604,150) (1,737,771)	(1,758,589)	(19,296,047) (939,143)	(20,067,889) (1,403,350)	(10,435,302) (750,693)	
Mortgage Points (Approx.) BUILDING COSTS BEFORE INTEREST	(4,341,921)	(1,758,598)	(589,929) (20,825,119)	(21,471,239)	(11,185,995)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	0	(945,020) (19,845,420)	(2,543,842) (13,729,837)	0 0 0
Retirements - Takeout Balance	0	0	0	(19,845,420)	33,575,258 0	0
PERMANENT MORIGAGE: Payment Interest Amortication Balance					(44,000,000)	(4,667,487) (4,400,000) (267,487) (43,732,513)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(4,341,921) (0) 0	(1,758,588) (0) 0	(20,825,119) (0) 0	(22,416,259) 19,845,420 0	(13,729,837) (19,845,420) 44,000,000	0 (0) (257,487)
COST & DEBT FLOWS	(4,341,921)	(1,758,588)	(20,825,119)	(2,570,838)	10,424,742	(267,487)
GROSS SALES Less Commissions					0 0	0
PRETAX SALES PROCEEDS					0	0
	68222222222222			228222222332223		***********
GROSS REVENUES: Leases Rents Other income					0 11,005,349 4,230,456	0 13,989,022 5,377,380
TOTAL GROSS REVENUES Less VACANCY					15,235,906 (4,418,394)	19,366,402 (5,616,257)
NET REVENUES					10,817,422	13,750,145
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(6,804,928) 324,523	(8,649,819) 412,504
TOTAL OPERATING EXPENSES					(6,480,405)	(8,237,315)
NET OPERATING INCOME					4,337,017	5,512,830

YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00%		118,695,787				
Less Commission & 3.00% PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	•	(3,560,874) 115,134,914 (39,736,947) (17,310,664)				
AFTER TAX SALES PROCEEDS		58,087,303				
******************************		**********			**************	**********
COST & DEBT FLOWS (Exc. Perm. Amort.)	(4,341,921)	(1,758,588)	(20,825,119)	(2,570,838)	10,424,742	(0)
RETAX SALES PROCEEDS	0	0		0		0
MET OPERATING INCOME (Before Linkage	0	0	0	0	4,337,017	5,512,830
Or Turning Costs)					(111,251)	(111,251)
URNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
EBT SERVICE					0	(4,667,487)
ROJECT SALE PROCEEDS						,,
EFORE TAX CASH FLOW	(4,341,921)	(1,758,588)	(20,825,119)	(2,570,838)	14,650,508	734,093
					=======================================	
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(4,341,921) 0 0	(1,758,588) 0 0	(20,825,119) 0 0	(2,570,839) 0 0	14,650,508 (85,354) 0	734,093 0 0
FTER TAX CASH FLOW	(4,341,921)	(1,758,588)	(20,825,119)	(2,570,839)	14,565,155	734,093
**********************************		************				**********
OMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(4,341,921) 0 0 0 0	(1,758,588) 0 0 0 0	(20,825,119) 0 0 0 0	(2,570,838) 0 0 0 0	14,650,508 (85,354) 0	734,093 0 0 0
FTER TAX CASH FLOW	(4,341,921)	(1,758,588)	(20,825,119)	(2,570,838)	14,565,155	734,093
UNULATIVE AFTER TAX CASH FLOW	(4,341,921)	(6,100,509)	(26,925,628)	(29,495,467)	(14,931,312)	(14,197,219)
Breakeven Debt Coverage Ratio						67.217 115.737
			IPV Components Of Investment		NPV Components Per Rentable/Salable S	
OMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(25,865,241) 30,512,901 (2,911,093) 25,670,070 (5,893,607)	_	-100.002 117.972 -11.252 99.252 -22.792		(95.86) 113.08 (10.79) 95.13 (21.84)	
DIAL AFTER TAX NPV 8 8.00%	21,513,031		83.172		79.73	

PIER 4 Boston. Massachusetts

	DESIGN	DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	5 STABILI <i>z</i> ed
EQUITY AVAILABLE \$ 20.00% EQUITY INVESTED	8,026,209 3,566,993	4,459,215 1,271,170	3,188,045 3,188,045	0	0	& SALES
***************************************	************	=======================================	.2222222222	************	=======================================	=========
BUILDING COSTS: Land	(2,407,453)					
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(1,159,541)	(1,271,170)	(12,875,437) (626,651) (642,097)	(13,390,454) (936,396)	(6,963,036) (500,906)	
BUILDING COSTS BEFORE INTEREST	(3,566,993)	(1,271,170)	(14,144,184)	(14,326,850)	(7,463,942)	
ONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	(547,807) (11,503,946)	(1,866,737) (16,193,587)	(3,142,950) (10,606,893)	(0 (0 0
Retirements - Takeout Balance	0	0	(11,503,946)	(27,697,533)	38,304,426	0
RMANENT MORTGAGE: Payment Interest Amortization						(4,243,170 (4,000,000 (243,170
Balance					(40,000,000)	(39,756,830
JMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(3,566,993) (0) 0	(1,271,170) (0) 0	(14,691,991) 11,503,946 0	(16,193,587) 16,193,587 0	(10,606,893) (27,697,533) 40,000,000	(0 (0 (243,170
OST & DEBT FLOWS	(3,566,993)	(1,271,170)	(3,188,045)	0	1,695,574	{243,170
		**********	***********	=======================================	=======================================	ZZZZZZZZZZZZZ
ROSS SALES Less Commissions					0	0
RETAX SALES PROCEEDS					0	0
OSS REVENUES: Leases Rents					4,340,841	8,855,315 0
Other income					Ŏ	Ŏ
TOTAL GROSS REVENUES Less VACANCY					4,340,841 (434,084)	8,855,315 (885,531)
					3,906,757	7,969,783
NET REVENUES						
ERATING EXPENSES: Operating Expenses					(892,973) 39,058	(1,857,394) 79,698
NET REVENUES  ERATING EXPENSES: Operating Expenses Replacement Reserve TOTAL OPERATING EXPENSES						

YEAR		DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year	16 NOI						
Capitalized @ Less Commission @	10.007 3.007		91,658,170 (2,749,745)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Ben	efits		88,908,424 (36,124,498) (11,176,868)				
AFTER TAX SALES PROCEED	S .		41,607,059				
	***************	************	**********	***********	**********	*************	
COST & DEBT FLOWS (Exc.	Perm. Amort.)	(3,566,993)	(1,271,170)	(3,188,045)	0	1,695,574	(0
RETAX SALES PROCEEDS		0	0	0	0	. ,	0
	Before Linkage	0	0	0	0	3,052,851	6,192,098
INKAGE	Or Turning Costs)					(102,848)	(102,848
URNING COSTS: Brokerage Fees Tenant Refurbishment						(1,085,210) (344,553)	(1,128,619 (344,553
EBT SERVICE						0	(4,243,170
ROJECT SALE PROCEEDS						·	(1,210,110
EFORE TAX CASH FLOW		(3,566,993)	(1,271,170)	(3,188,045)	0	3,215,915	372,909
	=======================================	=======================================	=======================================	<b>222</b> 22222222222	=======================================	=======================================	
Before Tax Cash Flow Income Tax./Ben. From Income Tax./Ben. From		(3,566,993) 0 0	(1,271,170) 0 0	(3,189,045) 0 0	0 0 0	3,215,815 0 0	372,909 0 0
FTER TAX CASH FLOW		(3,566,993)	(1,271,170)	(3,188,045)	0	3,215,815	372,909
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OMPOSITION OF AFTER TA Investment		(3,566,993)	(1,271,170)	(3,188,045)	(0)	(0)	(0)
Cash Flow From Operati Taxes/Benefits From O	ions perations	0	0	(0)	0	3,215,815	372,909 0
Cash Flow On Sale Taxes/Benefits From S	•	0	ŏ	ŏ	<b>0</b> 0	0	0
FTER TAX CASH FLOW		(3,566,993)	(1,271,170)	(3,188,045)	·- <del></del>	3,215,815	372,909
MULATIVE AFTER TAX CAS	SH FLOW	(3,566,993)	(4,838,164)	(8,026,209)	(8,025,209)	(4,810,394)	(4,437,485)
Breakeven Debt Coverage Ratio		.,,	,,	,	,,	,,	85.797 108.797
				PV Components A Of Investment	s NF Re	V Components Per ntable/Salable SF	
IMPOSITON OF AFTER TAX Investment		(7,477,239)		-100.007		(35.26)	
Cash Flow From Operati Taxes /Benefits From C	ons Inerations	10,869,948		145.37%		51.27	
Cash Flow On Sale	•	(619,975) 17,970,871		-8.29% 240.34%		(2.92) 84.76	
Taxes / Benefits From	2916	(3,805,288)	-	-50.89%		(17.95)	
ITAL AFTER TAX NPV @	8.00%	16,938,318		226.53%		79.89	

PIER 4 Boston. Massachusetts

8-7-95 8-7-86	######################################	Boston, Massa ##################################	**********	************	############# R ######################	######################################
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
EQUITY AVAILABLE & 50.00% EQUITY INVESTED	4,079,518 726,797	3,351,721 239,094	3,112,627 2,832,705	279,922 279,922	0	& SALES
************************************	**************	######################################			2262222382364828	=======================================
BUILDING COSTS: Land	(490,534)		(0 (07 151)	/A 700 700\	/	
Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(236,264)	(239,094)	(2,623,451) (127,684) (81,570)	(2,728,389) (190,797)	(1,418,762) (102,063)	
BUILDING COSTS BEFORE INTEREST	(726,797)	(239,094)	(2,832,705)	(2,919,186)	(1,520,825)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales	0	0	0	(131,963) (2,771,227)	(353,164) (1,873,989) 0	0 0 0
Retirements - Takeout Balance	0	0	0	(2,771,227)	4,645,216 0	0
PERMANENT MORTGAGE: Payment Interest Amortization					•	(530,396) (500,000) (30,396)
Balance					(5,000,000)	(4,969,604)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(726,797) (0) 0	(239,094) (0) 0	(2,832,705) (0) 0	(3,051,149) 2,771,227 0	(1,873,989) (2,771,227) 5,000,000	(0) (30,396)
COST & DEBT FLOWS	(726,797)	(239,094)	(2,832,705)	(279,922)	354,784	(30,396)
	***************		**********	=======================================	=======================================	=======================================
GROSS SALES Less Commissions					0	0
PRETAX SALES PROCEEDS					0	0
	**************	************	25232232323			22222222222
GROSS REVENUES:					416,223	849,095
Rents Other income					208,111	432,872
TOTAL GROSS REVENUES Less vacancy					624,334 (62,433)	1,281,966 (128,197)
NET REVENUES					561,901	1,153,770
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(187,300) 5,619	(389,585) 11,538
TOTAL OPERATING EXPENSES					(181,681)	(378,047)
NET OPERATING INCOME	************				380,220	775,723

/EAR	DESTON	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized @ 10.00% Less Commission @ 3.00%		11,482,592 (344,478)				w SHLES
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits		11,138,114 (4,515,562) (314,657)				
FTER TAX SALES PROCEEDS		6,307,895				
**********************************	***********	*********	***********	*********	*************	
OST & DEBT FLOWS (Exc. Perm. Amort.)	(726,797)	(239,094)	(2,832,705)	(279,922)	354,784	(0)
RETAX SALES PROCEEDS	0	. 0	0	. 0	,	0
ET OPERATING INCOME (Before Linkage	0	0	0	0	380,220	775,723
Or Turning Costs) INKAGE					(20,956)	(20,956)
URNING COSTS: Brokerage Fees Tenant Refurbishment					(104,056) (80,053)	(108,218; (80,053)
EBT SERVICE					0	(530,396
ROJECT SALE PROCEEDS					~~~~~~	
EFORE TAX CASH FLOW	(726,797)	(239,094)	(2,832,705)	(279,922)	529,940	36,100
		==========	***********		*======================================	
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(726,797) 0 0	(239,094) 0 0	(2,832,705) 0 0	(279,922) 0 0	529,940 0 0	34,100 0 0
FTER TAX CASH FLOW	(726,797)	(239,094)	(2,832,705)	(279,922)	529,940	36,100
***********************************		**********	***********	*********	**************	*********
OMPOSITION OF AFTER TAX CASH FLOM: Investment Cash Flow From Operations	(726,797) 0	(239,094)	(2,832,705)	(279,922) 0	(0) 529,940	36,100
Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0
FTER TAX CASH FLOM	(726,797)	(239,094)	(2,832,705)	(279,922)	529,940	36,100
UMULATIVE AFTER TAX CASH FLOW	(726,797)	(965,891)	(3,798,596)	(4,078,518)	(3,548,579)	(3,512,478)
Breakeven Debt Coverage Ratio						87.18 106.81
			PV Components A Of Investment		NPV Components Per Rentable/Salable SF	:
OMPOSITON OF AFTER TAX NPV:	(3,598,980)		-100.002		(101, 15)	
Cash Flow From Operations Taxes /Benefits From Operations	1,499,113		41.65% 0.00%		42.13 0.00	
Cash Flow On Sale Taxes / Benefits From Sale	2,254,72i (107,128)	_	62.65% -2.98%		63.37 (3.01)	
OTAL AFTER TAX NPV @ 8.00%	47,726		1.332		1.34	
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PIER 4 Anston. Massachusetts

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YEAR	DESIGN	DESIGN 2	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
EQUITY AVAILABLE & 20.00% EQUITY INVESTED	6,247,394 960,155	5,287,230 1,052,589	4,234,640 4,234,640	0	0	& SALES
		=======================================			=======================================	==========
BUILDING COSTS:	(0)					
Land Hard Costs Soft Costs Before Financing Mortgage Points (Approx.)	(960,155)	(1,052,589)	(10,661,472) (518,896) (437,317)	(11,087,931) (775,380)	(5,765,724) (414,774)	
BUILDING COSTS BEFORE INTEREST	(960,155)	(1,052,589)	(11,617,685)	(11,863,311)	(6,180,498)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales Retirements - Takeout	0	0	(369,152) (7,752,197)	(1,368,385) (13,231,697)	(2,407,414) (8,587,912) 3,696,476 22,178,855	(369,648) (369,648) 4,066,123
Balance	0	0	(7,752,197)	(20,983,894)	(3,696,476)	Ō
PERMANENT MORTGAGE: Paywent Interest Amortization Balance					(28,000,000)	(2,970,219) (2,800,000) (170,219) (27,829,781)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(960,155) (0) 0	(1,052,589) (0) 0	(11,986,838) 7,752,197 0	(13,231,697) 13,231,697 0	(8,587,912) (17,287,418) 28,000,000	(369,648) (3,696,476) (170,219)
COST & DEBT FLOWS	(960,155)	(1,052,589)	(4,234,640)	0	2,124,670	(4,236,342)
***************************************	*************	2222223222				
GROSS SALES Less Commissions					7,165,384 (286,615)	7,451,999 (298,080)
PRETAX SALES PROCEEDS					6,878,768	7,153,919
***************************************		cz <b>sc</b> :=====:::	.========		=======================================	=========
GROSS REVENUES: Leases Rents Other income					2,244,812	4,669,210 0
TOTAL GROSS REVENUES Less VACANCY	+++++++++++++++++++++++++++++++++++++++	~ 4 4 8 4 8 8 8 8 8 8 8 8 8			2,244,812	4,669,210 0
NET REVENUES					2,244,812	4,669,210
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(471,775) 22,448	(981,291) 46,692
TOTAL OPERATING EXPENSES					(449,326)	(934,599)
NET OPERATING INCOME		**			1,795,486	3,734,611

		PIER Boston, Massa	husetts			
9-7-86 PRO	JECT SALE, CASH	FLOW AND PERF	ORMANCE SUMMARI	89 - PHASE 1	;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;;	12222222222222222222222222222222222222
YEAR	1 Design	2 DESIGN	CONSTRUCT 3	CONSTRUCT	5 LEASE-UP	STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		55,281,361 (1,658,441)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	53,622,920 (25,287,148) (9,254,590)				
AFTER TAX SALES PROCEEDS		19,081,182				
***************************************	************	***********	**********	***********	***********	*********
COST % DEBT FLOWS (Exc. Perm. Amort.)	(960,155)	(1,052,589)	(4,234,640)	0	2,124,670	(4,066,123)
PRETAX SALES PROCEEDS	0	Û	0	0	6,878,768	7,153,919
NET OPERATING INCOME (Before Linkage	0	0	0	0	1,795,486	3,734,611
Or Turning Costs)					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DEBT SERVICE					0	(2,970,219)
PROJECT SALE PROCEEDS			v=0			
BEFORE TAX CASH FLOW	(960,155)	(1,052,589)	(4,234,640)	0	10,798,924	3,852,187
	*************					
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(960,155) 0 0	(1,052,589) 0 0	(4,234,640) 0 0	0 0 0	10,798,924 (684,347)	3,852,197 (891,759) 0
AFTER TAX CASH FLOW	(960,155)	(1,052,589)	(4,234,640)	0	10,114,577	2,960,428
***************************************	***********	**********	***********		************	*******
COMPOSITION OF AFTER TAX CASH FLOW: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(960,155) 0 0 0 0	(1,052,589) 0 0 0 0	(4,234,640) 0 0 0 0	(0) 0 0 0	(0) 10,798,924 (684,347) 0	3,852,197 (891,759) 0
AFTER TAX CASH FLOW	(960,155)	(1,052,589)	(4,234,640)	0	10,114,577	2,960,428
CUMULATIVE AFTER TAX CASH FLOW	(960,155)	(2,012,744)	(6,247,384)	(6,247,384)	3,867,193	6,827,621
Breakeven Debt Coverage Ratio	,	•	, ,	. ,	, ,	83.63% 125.74%
COMPOSITON OF AFTER TAX MPV:			PV Components ( Of Investment		V Components Per entable/Salable S	
Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(5,565,296) 16,962,970 (2,318,348) 9,647,226 (3,150,827)	-	-100.00% 304.80% -41.66% 173.35% -56.62%		(9.94) 30.29 (4.14) 17.22 (5.63)	
TOTAL AFTER TAX NPV @ 8.00%	15,575,725		279.87%		27.81	
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PIER 4 Boston, Massachusetts

**************************************		Boston, Massa ############ FLOW SCHEDUL	************		######################################	######################################
YEAR	1 Design	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
EQUITY AVAILABLE & 20.00Z EQUITY INVESTED	289,010 44,418	244,592 48,694	195,898 195,898	0	0	& SALES
	=======================================	=======================================				**********
BUILDING COSTS: Land Hard Costs Soft Costs Refore Financing Mortgage Points (Approx.)	(0) (44,418)	(48,694)	(493,210) (24,005) (17,341)	(512,939) (35,870)	(266,728) (19,188)	
BUILDING COSTS BEFORE INTEREST	(44,418)	(48,694)	(534,555)	(548,808)	(285,916)	
CONSTRUCTION LOAN: Interest Takedown Retirements - Sales Retirements - Takeout Balance	0	0 0	(16,933) (355,589)	(62,999) (611,807) (967,396)	(111,035) (396,951) 341,087 682,174 (341,087)	(34,109) (34,109) 375,196 0
PERMANENT MORTGAGE: Payment Interest Amortization Balance					(1,000,000)	(106,079) (100,000) (6,079) (993,921)
SUMMARY OF COST & DEBT FLOWS: Construction Costs (Inc. Interest) Construction Loan Permanent Loan	(44,418) (0) 0	(48,694) (0) 0	(551,488) 355,589 0	(611,807) 611,807 0	(396,951) (626,310) 1,000,000	(34,109) (341,087) (6,079)
COST & DEBT FLOWS	(44,418)	(48,694)	(195,898)	0	(23,281)	(381,275)
GROSS SALES Less Commissions					877,394 (35,096)	912,490 (36,500)
FRETAX SALES PROCEEDS					842,298	875,990
GROSS REVENUES: Leases Rents Other income				**********	95,526 0	198,695
TOTAL GROSS REVENUES Less VACANCY					95,526 0	198,695
NET REVENUES					95,526	198,695
OPERATING EXPENSES: Operating Expenses Replacement Reserve					(12,508) 955	(26,017) 1,997
TOTAL OPERATING EXPENSES					(11,553)	(24,030)
NET OPERATING INCOME					83,973	174,665

PIER 4 Boston, Massachus

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	######################################	############## FLOW AND PERF	############## ORMANCE SUMMARIE	999449444 S - PHASE 1	18868666666666666666666666666666666666	##########  RINA
4743434344444444444 YEAR	1 Design	2 Design	3 Construct	CONSTRUCT	S LEASE-UP	6 STABILIZED & SALES
PROJECT SALE PROCEEDS: Gross Proceeds - Year 16 NOI Capitalized & 10.00% Less Commission & 3.00%		2,585,464 (77,564)				
PRETAX SALE PROCEEDS Less Mortgage Balance Less Taxes / Plus Benefits	-	2,507,900 (903,112) (580,469)				
AFTER TAX SALES PROCEEDS		1,024,319				
*******************************	***********	***********	************	********	*************	
COST & DEBT FLOWS (Exc. Perm. Amort.)	(44,418)	(48,694)	(195,898)	0	(23,261)	(375,196)
FRETAX SALES PROCEEDS	0	0	0	0	842,298	875,990
NET OPERATING INCOME (Before Linkage	0	0	0	0	83,973	174,665
Or Turning Costs) LINKAGE					0	0
TURNING COSTS: Brokerage Fees Tenant Refurbishment					0	0
DERT SERVICE					0	(106,079)
PROJECT SALE PROCEEDS						
BEFORE TAX CASH FLOW	(44,418)	(48,694)	(195,898)	0	903,011	569,380
	######################################	=======================================		**********		**********
Before Tax Cash Flow Income Tax./Ben. From Operations Income Tax./Ben. From Project Sale	(44,419) Ú 0	(48,694) 0 0	(195,898) 0 0	0 0 0	903,011 (151,466) 0	569,380 (174,752) 0
AFTER TAX CASH FLOW	(44,418)	(48,594)	(195,898)	0	751,545	394,628
***************************************			**********	*********	************	**********
COMPOSITION OF AFTER TAX CASH FLOM: Investment Cash Flow From Operations Taxes/Benefits From Operations Cash Flow On Sale Taxes/Benefits From Sale	(44,418) 0 0 0 0	(48,594) 0 0 0 0	(195,898) 0 0 0	(0) 0 0 0	703,011 (151,466) 0	569,380 (174,752) 0 0
AFTER TAX CASH FLOW	(44,418)	(48,694)	(195,898)	0	751,545	394,628
CUMULATIVE AFTER TAX CASH FLOW	(44,418)	(93,111)	(289,010)	(289,010)	462,535	857,163
Breakeven Debt Coverage Ratio						65.497 164.657
COMPOSITON OF AFTER TAX NPV: Investment Cash Flow From Operations Taxes /Benefits From Operations Cash Flow On Sale Taxes / Benefits From Sale	(257,456) 1,470,347 (360,757) 546,368 (197,627)		PV Components As Of Investment -100.00% 578.88% -140.12% 212.22% -76.76%		NPV Components Per Rentable/Salable SP (1.44) 8.36 (2.02) 3.07 (1.11)	•
TOTAL AFTER TAX NPV @ 8.00%	1,220,876		474.21%		6.85	
***************************************	************	**********			**************	*********

	(5,436,432) 0 0 0 0 0 0 0 (5,436,432)	(51,939,499) -14.56% -85.44%	(2,850,760) (2,850,760) 0 0 0 (2,850,760) (2,850,760) (54,790,259)		18,385,92( 22,988,07) (2,988,07) (6 (15,397,849)
0 0 0 0 0 2,232,581) 2,232,581) 7,121,775) 1,786,983) 3,910,758)	0 0 0 0 (5,436,432)	(34,270,486) (51,939,499) -14.562 -85.442	(2,850,760)	43,331,469 (3,472,766) 0 0 	15,397,849
7,121,775) 1,788,983) 3,910,758) 7,788,057	, ,	(51,939,499) -14.56% -85.44%			
7,121,775) 1,788,983)  3,910,758) 7,788,057	(17,669,013)	-14.56% -85.44%	(54,790,259)	(14,931,556)	466,29
3,910,758) 7,788,057	-	-85.44%			
7.788.057	-				
3,154,477)	_	-100.002 163.132 -20.432 114.682 -26.892			
3,817,510		130.48%			
	***********	14444444444	**********	***********	
2,232,581) 2,232,581)	(5,436,432) (5,436,432)	(34,270,486) (34,270,486)	(2,850,760) (2,850,760)	39,858,703 39,532,986	15,397,84° 14,279,625
0	0	0	0	325,717	1,118,22
		***********	************	************	11212244444
2,592,297) 1,341,921) 3,566,993) 1,726,797) (960,155) (44,418)	(1,066,297) (1,758,588) (1,271,170) (239,994) (1,052,589) (48,694)	(2,994,078) (20,825,119) (3,188,045) (2,832,705) (4,234,640) (195,898)	(2,570,839) 0 (279,922) 0 0	13,233,271 14,650,508 3,215,815 529,940 10,798,924 903,011	12,821,25 734,09 372,90 36,10 3,852,18 569,38
,232,581)	(5,436,432)	(34,270,486)	(2,850,760)	43,331,469	18,385,92
(6,569) (11,737) (7,832) (1,596) (6,485) (300)	(13,402) (23,944) (15,977) (3,255) (13,229) [612]	(169,940) (154,624) (207,547) (21,295) (157,117) (7,254)	(372,036) (341,544) (455,987) (47,057) (345,018) (15,916)	8,792,352 775,716 (120,541) (49,432) 2,477,125 456,842	8,685,09 (2,757,04) (292,93) (134,946 2,547,88) 499,293
(34,519) 12,082 (12,082)	(70,418) 24,646 (24,646)	(717,877) 251,257 (251,257)		12,322,561 (4,312,896) (0)	8,537,345 (2,988,07)
12,082	36,728	287,985	840,130	070,130	
0	0	0	0	(3,472,766)	{2,988,07
				0 0 0	:
	2,232,581) 0 184444489 (2,592,297) (34,7921) (36,797) (960,155) (44,418) (11,737) (17,832) (1,596) (1,596) (34,519) 12,082 (12,082) 0 12,082 0 0	2,232,581) (5,436,432)  0 0  1848444444444444444444444444444444444	2,232,581) (5,436,432) (34,270,486)  0 0 0 0  1.543434343434343434343434343434343434343	2,232,581) (5,436,432) (34,270,486) (2,850,760)  0 0 0 0 0  1,341,921) (1,758,588) (20,825,119) (2,570,838) (7,566,793) (1,271,170) (3,188,045) (2,850,760) (1,052,589) (4,234,640) 0 (44,418) (48,694) (195,898) 0  2,232,581) (5,436,432) (34,270,486) (2,850,760)  1,766,977) (1,052,589) (4,234,640) 0 (44,418) (48,694) (195,898) 0  1,766,155) (1,052,589) (4,234,640) 0 (44,418) (48,694) (195,898) 0  1,766,155) (1,052,589) (4,234,640) 0 (44,418) (48,694) (195,898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,758,7898) (1,759,779) (1,759,7898) (1,759,779) (1,759,7898) (1,759,779) (1,759,7898) (1,759,779) (1,759,7898) (1,759,7898) (1,759,7898) (1,759,7898) (1,759,7898) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,87988) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,8798) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1,759,87988) (1	2,232,581) (5,436,432) (34,270,486) (2,850,760) 37,858,703 27,232,581) (5,436,432) (34,270,486) (2,850,760) 37,532,986    0

PIER 4 Boston, Massachusetts

************	**********	**********		Boston, Massa	chusetts		*********	*********
***************		*************	**************	PHASE 1 PERF	ORMANCE	************	**************************************	OTAL
7	8	9	10	0PERATE	12	13	14	15
OPERATE	OPERATE	OPERATE	OPERATE		OPERATE	OPERATE	OPERATE	SALE
(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
0 4,982,691 0 0	6,423,365 0 0 0	7,401,288 0 0 0	6,919,899 (742,579) 0	8,307,767 (2,046,058) 0	10,727,457 (2,258,093) 0	0 11,237,353 (2,481,036) 0 0	0 11,767,645 (2,715,565) 0 0	0 11,273,953 (3,339,402) 164,745,004 (38,637,247)
4,982,691	6,423,366	7,401,288	6,177,319	6,261,709	8,469,364	8,756,317	9,052,080	134,042,308
5,448,985	11,872,351	19,273,639	25,450,959	31,712,668	40,182,032	48,938,350	57,990,430	

INTERNAL RATE OF RETURN

************			**********	*******	**********	********	*********	**********
4,982,691 4,929,702	6,423,366 6,304,773	7,401,288 7,214,059	6,177,319 6,654,682	6,261,709 7,161,339	8,469,364 8,713,820	8,756,317 8,784,329	9,052,080 9,092,236	134,042,308 134,107,805
52,989	118,593	187,229	(477,362)	(899,630)	(244,456)	(28,011)	(30,156)	(65,496)
*************	***********	**********	**********	**********	**********	***********	,,,,,,,,,,,,,,	***********
0 1,997,032 1,771,785 224,527 913,776 75,572	0 3,352,186 1,694,518 224,689 1,069,136 82,838	0 4,241,167 1,614,160 224,957 1,230,710 90,395	0 4,601,963 720,585 100,350 1,398,747 98,254	0 4,977,191 1,469,926 180,717 1,573,506 106,427	0 5,367,428 3,097,224 392,623 1,755,255 114,927	0 5,773,275 3,003,217 392,820 1,944,274 123,768	0 6,195,355 2,905,449 393,025 2,140,654 132,961	0 82,032,285 54,676,854 6,881,439 30,681,068 1,747,310
4,982,691	6,423,366	7,401,288	6,919,899	8,307,767	10,727,457	11,237,353	11,767,645	176,018,957
(1,465,148) (334,770) (130,093) 95,635 55,762	(67,876) (376,818) (124,861) 274,979 63,859	0 866,673 (418,943) (119,220) 462,621 72,320	0 2,165,495 374,350 (30,071) 676,074 81,690	3,532,149 1,233,107 69,365 919,167 92,092	0 3,965,465 1,181,878 74,450 1,128,330 101,572	0 4,418,699 1,130,950 80,032 1,347,504 111,489	0 4,892,905 1,080,569 86,160 1,577,255 121,867	0 5,389,207 2,013,891 187,133 1,818,186 132,732
(1,778,615) 622,515 (622,515) 0 622,515	(230,718) 80,751 (80,751) 0 703,267	863,451 (302,208) (0) 302,208 401,059	3,267,537 (1,143,638) (0) 401,059 0	5,845,880 (2,046,058) (0) 0	6,451,695 (2,258,093) (0) 0	7,088,673 (2,481,036) (0) 0	7,758,756 (2,715,565) (0) 0	9,541,148 (3,339,402) (0) 0
0	0	0	(742,579)	(2,046,058)	(2,258,093)	(2,481,036)	(2,715,565)	(3,339,402)
0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
0	0	0	(742,579)	(2,046,058)	(2,258,093)	(2,481,036)	(2,715,565)	(3,339,402)
***********	**********		***********	*********	************	***********	***********	**********

8-7-86 ********************************	************	PHASE 1 PERF	**********	***********	***********	DTAL
YEAR SALE FROCEEDS: Condos Hotel Office Retail Sarage Marina	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED
TOTAL SALE PROCEEDS	0	0	0	0	0	(
GAIN ON SALE: Condos Hotel Office Retail Garage Marina						
TOTAL GAIN ON SALE	0	0	0	)	0	0
FAX / BENEFIT @ 35.00%	0	0	0	0	0	
Before Tax Cash Flow From Oper. Taxes/Benefits From Oper. Cash Flow On Sale Taxes/Benefits On Sale	(12,232,581) 0 0 0	(5,436,432) 0 0 0	(34,270,486) 0 0 0	(2,850,760) 0 0 0	43,331,469 (3,472,766) 0	18,385,920 (2,988,071
AFTER TAX CASH FLOW	(12,232,581)	(5,436,432)	(34,270,486)	(2,850,760)	39,858,703	15,397,849
Land Equity Available Land Equity Contributed	7,121,775 7,121,775	0	0	0	0	
ASH CONTRIBUTION REQUIRED	5,110,806	5,436,432	34,270,486	2,850,760	0	0
FIER TAX CASH FLOW BY COMPONENT: Condos Hotel Office Retail Garage Marina	(2,592,297) (4,341,921) (3,566,993) (726,797) (960,155) (44,418)	(1,066,297) (1,758,598) (1,271,170) (239,094) (1,052,589) (49,694)	(2,994,078) (20,825,119) (3,188,045) (2,832,705) (4,234,640) (195,898)	(2,570,839) 0 (279,922) 0 0	10,355,954 14,565,155 3,215,815 529,940 10,114,577 751,545	9,781,467 734,093 372,909 36,100 2,960,428 394,628
TOTAL AFTER TAX BY COMPONENT	(12,232,581)	(5.436.432)	(34,270,486)	(2,850,760)	39,532,986	14,279,625

PIER 4 Boston. Massachusetts

1! SALE	OPERATE	13 OPERATE	OPERATE	OPERATE	10 OPERATE	9 OPERATE	0PERATE	7 OPERATE
75,397,966 52,783,92 6,622,55 28,335,77 1,604,78								
164,745,00	0	0	0	0	0	0	0	0
43,678,20 49,459,03 31,933,90 899,01 26,441,68 1,658,48								
110,392,13	0	0	0	0	0	0	0	0
(38,637,24	0	0	0	0	0	0	0	0
176,018,95 (3,339,40 164,745,00 (38,637,24	. 11,767,845 (2,715,565) 0 0	11,237,353 (2,481,036) 0	10,727,457 (2,258,093) 0 0	8,307,767 (2,046,058) 0 0	6,919,899 (742,579) 0 0	7,401,289 0 0 0	6,423,366 0 0 0	4,982,691 0 0
298,787,31	9,052,080	8,756,317	8,469,364	6,261,709	6,177,319	7,401,298	6,423,366	4,982,691
	0	0	0	0	0	0	0	0
•	0	0	0	0	0	0	0	0
62,835,39 42,795,12: 6,566,79: 20,790,11: 1,120,38:	0 4,482,839 2,527,250 393,025 1,588,814 90,308	0 4,226,730 2,607,384 392,820 1,472,647 84,746	0 3,979,515 2,901,965 392,623 1,360,339 79,377	0 4,184,704 1,469,926 180,717 1,251,798 74,195	4,601,963 720,585 100,350 1,162,122 69,662	0 4,241,167 1,614,160 224,857 1,068,773 65,083	0 3,352,186 1,694,518 224,689 972,893 60,487	0 1,997,032 1,771,785 224,527 880,304 56,055
134,107,80	9,082,236	8,784,329	8,713,820	7,161,339	6,654,682	7,214,059	6,304,773	4,929,702

# TABLE 1:

# Sensitivity of Year 6 Cumulative Cash Flow To Selling Prices and Hard Costs

PHASE 1 -- CONDOS

# Selling Price per net square foot:

		350	375	400
Hard				
Cost	102.5	11,993,878	14,550,622	17,107,367
per	112.5	10,308,054	12,864,798	15,421,543
gross	122.5	8,622,364	11,179,108	13,735,853
square	132.5	6,936,803	9,493,548	12,050,293
foot	142.5	5,251,368	7,808,112	10,364,857

# TABLE 2:

# Sensitivity of Internal Rate of Return To Absorption

#### PHASE 1 -- CONDOS

		Condo IRR
	0	37.11%
Absorption	12	32.67%
Term	24	29.16%
in	36	26.43%
Months	48	24.22%

# TABLE 3:

# Sensitivity of Cumulative Cash Flow From Condo Sales To Absorption

#### PHASE 1 -- CONDOS

		Year	. 6	8
		= 2 5 # 4 B B B B B B B		
Absorption Term With 25% Presales	6 18 30 42		11,421,076 11,179,108 5,900,278 3,640,121	11,421,076 11,179,108 10,960,925 10,722,015

# TABLE 4:

Sensitivity of Cumulative Cash Flow at Year 6, Net Present Value and Internal Rate of Return To Months of Absorption with Presales at 0%

# PHASE 2 -- CONDOS

		Cash	Cash NPV	
	0	19,064,317	10,974,376	29.29%
Months of	12	18,354,207	9,561,204	24.48%
Absorption	24	10,024,633	8,212,515	20.82%
With	36	1,943,274	6,940,430	18.03%
Presales	48	(2,093,090)	5,726,670	15.79%
at 0%	60	(4,513,527)	(2,815,556)	0.65%

TABLE 5:
Sensitivity of Hotel Takeout Needed and Permanent Mortgage
To Equity Percentage

PHASE 1 -- HOTEL

		Takeout	Mortgage	Difference
Equity	10 20	69,901,846 61,478,870	(44,000,000) (44,000,000)	(25,901,846) (17,478,870)
Percentage Used	30 40	53,068,548 44,670,882	(44,000,000) (44,000,000)	(9,068,548) (670,882)
	50	36,647,209	(44,000,000)	7,352,791

# TABLE 6:

# Sensitivity of Cumulative Cash FLow at Year 6 and Net Present Value To Retail Sales Per Square Foot

#### PHASE 1 -- RETAIL

		Cash	NPV
Retail	100	(6,377,597)	(2,116,426)
Sales	200	(4,298,429)	(476,547)
Per	300	(2,219,260)	1,156,845
Square	400	(1,044,545)	2,684,659
Foot	500	1,001,518	4,238,349

# TABLE 7:

Sensitivity of Cumulative at Year 6, Net Present Value and Internal Rate of Return To Allocation of Foundation To Nongarage Uses

#### PHASE 1 -- GARAGE

		Cash	NPV	IRR
Allocation of Foundation To Nongarage	0% 25% 50% 75%	(8,261,619) 3,771,058 15,422,569 27,074,080	6,388,594 13,697,445 20,867,262	14.22% 31.78% 73.79%
Uses	100%	38,725,591	28,037,080 35,206,897	ERR ERR

# TABLE 8:

Sensitivity of Cumulative Cash Flow at Year 6, Net Present Value and Internal Rate of Return To Car Spaces

# PHASE 1 -- GARAGE

Cash	NPV	IRR
********		=========
(2,825,017)	7,583,909	18.95%
3,771,058	13,697,445	31.78%
10,367,134	19,802,731	46.98%
16,963,209	25,908,018	61.74%
	(2,825,017) 3,771,058 10,367,134	(2,825,017) 7,583,909 3,771,058 13,697,445 10,367,134 19,802,731

# TABLE 9:

Sensitivity of Cumulative Cash Flow at Year 6, Net Present Value and Internal Rate of Return To Allocation of Breakwater to Nonmarina Uses

#### PHASE 1 -- MARINA

		Cash	NPV	IRR
Allocation	0%	(825,989)	146,423	10.03%
of	25%	(387,794)	402,963	15.06%
Breakwater	50%	(16,120)	647,493	22.76%
To Nonmarina	75%	355,554	891,681	35.75%
Uses	100%	727,228	1,135,869	56.10%

# TABLE 10:

Sensitivity of Cumulative Cash Flow at Year 6, Net Present Value and Internal Rate of Return To Number of Marina Slips

#### PHASE 1 -- MARINA

			Cash	NPV	IRR
		80	465,219	690,424	43.11%
Number	of	90	596,223	913,146	49.99%
Marina		100	727,228	1,135,869	56.10%
Slips		110	858,232	1,358,591	61.65%
		120	1,918,157	1,652,978	ERR

TABLE 11:

# Comparison of Takeout Needed And Permanent Mortgage

# PHASE 1 -- ALL USES

Takeout	Mortgage	Difference
		*****
36,647,209	44.000.000	7,352,791
41,716,666	· · · · · · · · · · · · · · · · · · ·	(1,716,666)
5,062,872		(62,872)
24,292,272	•	3,707,728
747,177	1,000,000	252,823
108,466,196	118,000,000	9,533,804
	36,647,209 41,716,666 5,062,872 24,292,272 747,177	36,647,209 44,000,000 41,716,666 40,000,000 5,062,872 5,000,000 24,292,272 28,000,000 747,177 1,000,000

# 3 # 4 # 4 # 8 # # 4 # 8 # 4 # 4 # 4 # 4 #	**********	۲۱:۲۸ Boston, Mass: ۱۹۹۹:۲۹:۲۹:۲۹:۲۹:۲۹:۲۹:۲۹:۲۹:۲۹:۲۹:۲۹:۲۹:	achusetts		************	
3-7-95 ####################################	/() 	ERALL AFTER TA			*************	TOTAL
YEAR	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	5 LEASE-UP	STABILIZED 6
AFTER TAX CASH FLOW - PHASE 1 AFTER TAX CASH FLOW - PHASE 2 AFTER TAX CASH FLOW - PHASE 3	(12,232,591) 0 0	(5,435,432) 0 0	(38,670,087) 0 0	(3,484,212) (6,999,251) 0	30,038,943 (3,225,713 0	14,396,997 (11,940,457) 0
ESCALATED ATCF - PHASE 1 - 0 YRS. @ 4.0% ESCALATED ATCF - PHASE 2 - 3 YRS. @ 4.0% ESCALATED ATCF - PHASE 3 - 6 YRS. @ 4.0%	(12,232,581) 0 0	(5,436,432) 0 0	(38,670,087) 0 0	(3,484,212) (7,873,205) 0	30,038,963 (3,628,488	14,396,997 (13,431,390) 0
TOTAL ESCALATED ATCF - ALL PHASES	(12,232,581)	(5,436,432)	(39,670,097)	(11,357,417)	26,410,475	965,607
LAND CONTRIBUTIONS ESCALATED LAND CONTRIBUTIONS	7,121,775 7,121,775	0 0	0	4,433,894 4,987,516	0 0	0 0
SIMPLIFIED FAN PIER SROUND LEASE - CONDOMINIUM SALES:						
Unescalated Land 972,973 CPI Escalation 1.249 Escalated Land 1,215,243 Acreage 10.5 Sales Price 12,760,054				ħ	IPV @ 8.0%	8,316,701
Balance Outstanding	12,760,054	12,760,054	9,059,639	9,059,639	9,059,639	9,059,539
CASH DOWN PAYMENT 27.00% PRINCIPLE PAYMENTS (Assumed 10%/Year) TAXES ON SALE (Assumed 0 Basis, 35% Rate) INTEREST (@ 10%) TAXES ON INTEREST (35% Rate)		3,700,416 (1,295,146)	905,964 (317,087)	905,964 (317,087)	905,964 (317,087	905,954 (317,087) 905,964 (317,087)
ATCF - CONDO SALES BEFORE PARTICIPATION	0	2,405,270	588,877	588,877	588,877	1,177,753
SIMPLIFIED FAN PIER GROUND LEASE - HOTEL, MARINA, & COMMERCIAL LEASES:  Unescalated Land 972,973 CPI Esc. @ 50% - 91 1.3129 Escalated Land 1,277,416 Acreage 8.0 Total Land Value 10,219,330				ħ	ŧΡV € 9.0%	#\$\$\$\$\$\$\$\$\$#\$## 6,911,067 #\$\$\$\$#######
PRE-NORTHERN AVE. BRIDGE HOTEL CONSTRUCTION GROUND LEASE & 9.02 BEFORE PARTICIPATION TAXES (352 Rate)	250,000 (87,500)	250,000 (87,500)	350,000 (122,500)	350,000 (122,500)	919,740 (321,909)	938,134 (328,347)
ATCF - HOTEL, MARINA, & COM. BEFORE PART.	162,500	162,500	227,500	227,500	597,831	609,787
AFTER TAX CASH FLOW SUMMARY: Fhase 1 Phase 2	(12,232,581)	(5,436,432)	(38,670,087)	(3,484,212) (7,973,205)	30,039,963 (3,629,489)	14,396,997
Phase 3 Land Contributions Ground Lease - Condominium Sales Ground Lease - Other Leases	7,121,775 0 162,500	0 0 2,405,270 162,500	0 0 598,877 227,500	4,987,516 589,877 227,500	0 0 588,877 597,931	1,177,753 609,787
AFTER TAX CASH FLOW	(4,948,306)	(2,868,662)	(37,853,711)	(5,553 <u>,</u> 524)	27,597,182	2,753,147
AFPROXIMATE CUMULATIVE ATCF	(4,948,306)	(7,816,968)	(45,670,579)	(51,224,203)	(23,627,021)	(20,873,874)
F## FEH# F## F## F## F## F## F## F## F## F## F	***********	***********	**********	**********		************

12	**********	*********	***********	*******	***
OPERATÉ OPE	OPERATE	10 OPERATE	9 OPERATE	9 OPERATE	7 OPERATE
9,632,426 8,919 712,102 698 8,913,325 2,531	6,424,770 673,321 12,245,350	6,829,564 7,098,387 (60,498)	7,401,288 14,577,953 (8,885,939)	6,423,366 18,137,127 (2,691,680)	4,982,691 0 (6,510,058)
8,632,426 801,018 11,278,200 3,203	6,424,770 757,395 15,494,274	5,829,554 7,984,720 (76,549)	7,401,288 16,398,215 (11,243,548)	6,423,366 20,401,801 (3,405,834)	4,982,691 0 (8,237,300)
20,711,643 12,908	22,676,439	14,737,735	12,555,955	23,419,333	(3,254,609)
SALE OPEI 18	OPERATE 17	OPERATE	ESCALATED ATCF	<u> </u>	4,366,758 5,525,342
0 15,624,149 4,852,063 4,756	1,084,511 2,430,122	1,031,264 1,583,709	PHASE 2	F	
20,476,213 4,756	3,514,633 	2,614,973 	:		
3,623,955 2,717	4,529,819	5,435,783	6,341,747	7,247,711	9,153,675
905,964 905 (317,087) (317 362,386 271 (126,835) (95	905,964 (317,087) 452,982 (158,544)	905,964 (317,087) 543,578 (190,252)	905,964 (317,087) 634,175 (221,961)	905,964 (317,087) 724,771 (253,670)	705,964 (317,087) 815,367 (285,379)
824,427 765	883,315	942,202	1,001,090	1,059,978	1,118,865
1,056,492 1,077 (369,772) (377	1,035,776 (362,522)	1,015,467 (355,413)	995,556 (348,445)	976,035 (341,612)	956,897 (334,914)
686,720 700	673,255	660,054	647,111	63 <b>4,42</b> 3	621,983
8,632,426 8,919 801,018 785 11,278,200 3,203	6,424,770 757,395 15,494,274	6,829,564 7,984,720 (76,549)	7,401,288 16,399,215 (11,243,548)	6,423,366 20,401,901 (3,405,834)	4,982,691 0 (8,237,300)
824,427 765 686,720 700	983,315 673,255	942,202 660,054	1,001,090 647,111	1,059,978 634,423	5,525,342 1,118,865 621,983
22,222,790 14,374 95,251,387 99,625	24,233,008 63,029,597	16,339,991 38,795,589	14,204,157 22,455,598	25,113,734 8,251,441	4,011,582
8,632,426 8,919 8,632,426 8,919 11,278,200 3,203 20,711,643 12,908  SALE OPEL 18 0 15,624,149 4,852,063 4,756 20,476,213 4,756 20,476,213 4,756 3,623,955 2,717 905,964 905 (317,087) (317,362,386 271 (126,835) (95 824,427 765 824,427 765 824,427 765 686,720 700 22,222,790 14,374	6,424,770 757,395 15,494,274 22,676,439  DPERATE 17  1,084,511 2,430,122 3,514,633 4,529,819  905,964 (317,087) 452,982 (158,544) 883,315  673,255  6,424,770 757,325 673,255  24,233,008	(60,498)  5,829,564 7,984,720 (76,549)  14,737,735  DPERATE 16 1,031,264 1,583,709 2,614,973  5,435,783  905,964 (317,087) 543,578 (190,252) 942,202  660,054  16,339,991	39) 88 15) 155 17CF 47 (47 (47 (487) 75) (47) 75) 11 11 11 11 11 11 11 11 11 11 11 11 11	(8,885,9 7,401,2 16,3798,2 111,243,5 12,555,9 ESCALATED A CONTINUED: PHASE 1 PHASE 2 PHASE 3  6,341,7 7,401,2 16,3794,1 (221,9 1,001,0 434,1 (221,9 1,001,0 437,1 14,204,1	7,247,711 6,341,7  905,964 905,9  (317,087) (317,087) (317,087)  7,247,771 6,341,7  905,964 905,963 (317,087)  (317,087) (317,087)  724,771 634,1  (253,670) (221,9  1,059,978 1,001,0  1,059,978 1,001,0  1,059,978 1,001,0  1,059,978 1,001,0  1,059,978 1,001,0  1,059,978 1,001,0  1,059,978 1,001,0  20,401,891 16,378,2  3405,834 647,1  25,113,734 14,204,1

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等等的共產業計畫的資格等等有效在計畫與有限的關係有限的有限的有限的基礎的 YEAR	######################################	:# <b>4#########</b> 2	3	<b>                                    </b>	::::::::::::::::::::::::::::::::::::::	6
	DESIGN	DESIGN	CONSTRUCT	CONSTRUCT	LEASE-UP	STABILIZED
AFTER TAX CASH FLOW - PHASE 1 AFTER TAX CASH FLOW - PHASE 2 AFTER TAX CASH FLOW - PHASE 3	(12,232,581) 0 0	(5,436,432) 0 0	(38,670,087) 0 0	(3,484,212) (6,999,251) 0	30,039,963 (3,225,713)	14,396,797 (11,940,457) 0
ESCALATED ATCF - PHASE 1 - 0 YRS. @ 4.0% ESCALATED ATCF - PHASE 2 - 3 YRS. @ 4.0% ESCALATED ATCF - PHASE 3 - 6 YRS. @ 4.0%	(12,232,591) 0 0	(5,436,432) 0 0	(38,670,097) 0 0	(3,484,212) (7,873,205) 0	30,038,963 (3,628,488) 0	14,396,997 (13,431,390) 0
TOTAL ESCALATED ATCF - ALL PHASES	(12,232,581)	(5,436,432)	(38,670,087)	(11,357,417)	26,410,475	965,607
LAND CONTRIBUTIONS ESCALATED LAND CONTRIBUTIONS	7,121,775 7,121,775	0 0	0 0	4,433,884 4,987,516	0 0	0
SIMPLIFIED FAN PIER GROUND LEASE - CONDOMINIUM SALES:						
Unescalated Land 972,973 CPI Escalation 1,249 Escalated Land 1,215,243 Acreage 0 Sales Price 0				N	PV & 8.0%	0
Balance Outstanding	0	0	0	0	0	0
CASH DOWN PAYMENT 29.00% PRINCIPLE PAYMENTS (Assumed 10%/Year)		0				0
TAXES ON SALE (Assumed O Basis, 35% Rate) INTEREST (0 10%) TAXES ON INTEREST (35% Rate)		0	0 0 0	0 0 0	0 0 0	0 0
ATCF - CONDO SALES BEFORE PARTICIPATION	0	0	0	0	0	0
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SIMPLIFIED FAN PIER GROUND LEASE - HOTEL, MARINA, & COMMERCIAL LEASES:						
Unescalated Land 972,973 CPI Esc. @ 50% - 91 1,3129 Escalated Land 1,277,416 Acreage 18.5				NI	PV 9 8.0%	15,078,049
Total Land Value 23,632,201	754 444	850 000				
PRE-NORTHERN AVE. BRIDGE HOTEL CONSTRUCTION	250,000	250,000	350,000	350,000	2 124 000	7 140 474
GROUND LEASE @ 9.0% BEFORE PARTICIPATION TAXES (35% Rate)	(87,509)	(87,500)	(122,500)	(122,500)	2,126,898 (744,414)	2,169,436 (759,303)
ATCF - HOTEL, MARINA, & COM. BEFORE PART.	162,500	162,500	227,500	227,500	1,382,484	1,410,133
AFTER TAX CASH FLOW SUMMARY: Phase 1 Phase 2	(12,232,581)	(5,436,432)	(39,670,087)	(3,484,212) (7,873,205)	30,038,963 (3,628,488)	14,396,997 (13,431,390)
rnase 2 Fhase 3 Land Contributions	7,121,775	0	0	4,987,516	0	0
Ground Lease - Condominium Sales Ground Lease - Other Leases	162,500	0 162,500	0 227,500	227,500	1,382,484	0 1,410,133
ACTED TAY CASH ELON			(30 442 507)			
AFTER TAX CASH FLOW APPROXIMATE CUMULATIVE ATCF	(4,948,306) (4,948,306)	(5,273,932) (10,222,238)	(38,442,587)	(6,142,401) (54,807,225)	27,792,958 (27,014,268)	2,375,740
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OPERATÉ	0PERATE	OPERATE	0PERATE	OPERATE	0PERATE	13 OPERATE	0PERATE	15 SALE
4,982,691	6,423,366 18,137,127	7,401,288 14,577,953	6,829,564 7,098,387	6,424,770 673,321	8,632,426	8,919,379	9,215,141	. 138,986,957
(6,510,058)	(2,691,680)	(8,885,939)	(60,498)	12,245,350	712,102 8,913,325	498,057 2,531,986	757,368 2,464,325	839,818 2,393,958
4,982,691 (8,237,300)	6,423,366 20,401,801 (3,405,834)	7,401,288 16,398,215 (11,243,548)	6,829,554 7,984,720 (76,549)	6,424,770 757,395 15,494,274	8,632,426 801,018 11,278,200	8,919,379 785,219 3,203,770	9,215,141 951,936 3,118,157	138,886,857 944,681 3,029,121
(3,254,609)	23,419,333	12,555,955	14,737,735	22,676,439	20,711,643	12,908,368	13,185,234	142,860,658
							=======================================	
4,366,758 5,525,342		ESCALATED ATCF	OPERATE 16	OPERATE 17	SALE 18	OPERATE 19	OPERATE 20	SALE 21
	PHASE 1 PHASE 2 PHASE 3		0 1,031,264 1,583,709	1,084,511 2,430,122	0 15,624,149 4,852,063	0 0 4,755,696	0 0 4,655,855	0 0 78,643,192
		•	2,614,973	3,514,633	20,476,213	4,756,696	4,655,855	78,643,192
. 0	0	0	0	0	0	0	٥	•
•	•	v	V	V	v	v	0	0
0 0 0	0 0 0	0 0 0 0	0 0 0	0	0 0 0	0	0	0 0 0
				0	<u>0</u>	0 0	0	0
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							YR. 16 LEASE CAP. RATE SALE PRICE TAXES (352) AT PROCEEDS	2,644,530 10.002 26,445,304 (9,255,856) 17,189,448
2,212,825 (774,489)	2,257,081 (789,978)	2,302,223 (805,778)	2,348,267 (821,894)	2,395,233 (838,331)	2,443,137 (855,098)	2,492,000 (872,200)	2,541,840 (889,644)	2,592,677 (907,437)
1,439,336	1,467,103	1,496,445	1,526,374	1,556,901	1,588,039	1,619,800	1,552,196	18,874,689
							************	
4,982,691 0 (8,237,300) 5,525,342	5,423,366 20,401,801 (3,405,834) 0	7,401,288 16,398,215 (11,243,548) 0	6,829,564 7,984,720 (76,549) 0	6,424,770 757,395 15,494,274 0	8,632,426 901,019 11,278,200 0	8,919,379 785,219 3,203,770	9,215,141 851,936 3,118,157 0	138,886,857 944,691 3,029,121
1,438,336	1,467,103	1,496,445	1,526,374	1,556,901	1,588,039	1,619,800	0 1,652,196	0 18,874,688
3,709,069	24,896,436	14,052,400	16,264,109	24,233,340	22,299,682	14,528,168	14,837,430	161,735,346
(20,929,459)	3,956,977	18,009,377	34,273,486	58,506,826	89,806,509	95,334,677	110,172,107	271,907,453