



County of Chautauqua Industrial Development Agency

**APPLICATION FOR FINANCIAL ASSISTANCE**

Please respond to all questions in this Application for Financial Assistance (the "Application") by, as appropriate: filling in blanks; checking the applicable term(s); attaching additional text (with appropriate notations, such as "see Schedule 2(A), etc.); or writing "N.A.", signifying "not applicable".

The following amounts are payable to the County of Chautauqua Industrial Development Agency (the "Agency") at the time this Application is submitted to the Agency: (i) a \$1,000 non-refundable application fee (the "Application Fee"); and (ii) a \$1,000 expense deposit for the Agency's Transaction/Bond Counsel fees and expenses (the "Counsel Fee Deposit"). The Application Fee will not be credited against any other fees or expenses which are or become payable to the Agency in connection with this Application or the project contemplated herein (the "Project"). In the event that the subject transaction does not close for any reason, the Agency may use all or any part of the Counsel Fee Deposit, to defray the cost of Transaction/Bond Counsel fees and expenses with respect to the Project. In the event that the subject transaction closes, the Counsel Fee Deposit shall be credited against the applicable expenses incurred by the Agency with respect to the Project.

- Please contact the CCIDA Main Office @ (716) 661-8900 with any questions relative to the application content and/or process.

**PART I: APPLICANT**

Name: ECR Properties Inc  
 Address: 2201 Dwyer Ave, Utica, NY 13501  
 Phone: (315) 797-1310  
 NY State Dept. of Labor Reg. #: 33-50050 4  
 Federal Employer ID #: 01-0732650  
 NAICS Code #: 333410  
 NAICS Sector: \_\_\_\_\_  
 NAICS Industry: \_\_\_\_\_  
 Website: www.ecrinternational.com  
 Nature of business (goods to be sold, manufactured, assembled or processed, services rendered):  
Manufacturer of Heating, Ventilation, and Air Conditioning (HVAC) market in both the residential and light commercial markets.  
 Contact Name: Paul Totaro  
 Title: Vice President and Chief Financial Officer  
 Phone Number: (315) 731-4116  
 E-Mail: pautot@ecrinternational.com

**Business Type:**

- Sole Proprietorship
- General Partnership
- Limited Partnership
- Limited Liability Company
- Privately Held Corporation
- Publicly Held Corporation
- Not-for-Profit Corporation

State/Year of Incorporation/Organization: New York 2002  
 Qualified to do Business in New York (Yes or No): Yes

**Owners of 20% or more of Applicant:**

Name	%
<u>ECR International Inc</u>	<u>100%</u>
<u>2201 Dwyer Ave</u>	
<u>Utica, NY 13501</u>	

**PART II: PROJECT**

Address of proposed project facility:  
85-87 Middle Rd  
Dunkirk, NY 14048  
 Tax Map Parcel Number(s): 79.12-4-64  
 City/Town/Village(s): Dunkirk  
 School District(s): Dunkirk  
 Current Legal Owner: ECR Properties, Inc  
 Contract to purchase (Yes or No): No  
 Date of purchase: NA  
 Purchase price: \$ NA

Present use of the Project site:  
Manufacturer of Heating, Ventilation, and Air Conditioning

What are current real estate taxes on the Project site?

County/Town: \$ 15,463 PILOT  
 City/Village: \$ 27,512 PILOT  
 School: \$ 38,686 PILOT

Are tax cert. proceedings currently pending with respect to the Project real property?

YES  NO

Proposed User(s)/Tenant(s) of the Facility (Complete for each User/Tenant for additional User/Tenants of the Company, use space at the end of this section)

Company Name: ECR International, Inc  
 Address: 2201 Dwyer Ave  
 City/State/Zip: Utica, NY 13501  
 Tax ID No.: 16-0414490  
 Contact Name: Paul Totaro  
 Title: Vice President and CFO  
 Phone Number: 315-731-4116  
 E-Mail: pautot@ecrinternational.com

% of facility to be occupied by User/Tenant: 100%

Relationship to the Applicant: Parent Corp 100%

**OFFICERS OF APPLICANT**

Name:	Title:
Ronald Passafaro	President and CEO
Paul Totaro	Vice President and CFO
_____	_____
_____	_____

**Owners of 20% or more of User/Tenant:**

Name	%	Corporate Title
BDR Thermea		(Parent Company - 100%)
_____	_____	_____
_____	_____	_____

**APPLICANT'S LEGAL COUNSEL:**

Firm name: Phillips Lytle LLP  
Address: One Canalside, 125 Main Street, Buffalo, NY 14203-2887  
Contact: David Murray  
Phone: (716)847-5453  
Fax: (716)852-6100  
E-Mail: dmurray@phillipslytle.com

Type of Proposed Project (check all that apply):

- New Construction of a Facility  
Square footage: \_\_\_\_\_
- Addition to Existing Facility  
Square footage of existing facility: \_\_\_\_\_  
Square footage of addition: \_\_\_\_\_
- Renovation of Existing Facility  
Square footage of area renovated: \_\_\_\_\_  
Square footage of existing facility: \_\_\_\_\_
- Acquisition of Land/Building  
Acreage/square footage of land: \_\_\_\_\_  
Square footage of building: \_\_\_\_\_
- Acquisition of Furniture/Machinery/Equipment  
List principal items or categories:  
Replacement and upgrades to manufacturing equipment and tooling
- Other (specify): Repairs to building, roof, parking lot, loading/shipping docks; and drainage system. These are all already existing.

Briefly describe the purpose of the proposed Project, the reasons why the Project is necessary to the Applicant and why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations:

ECR has been designated an R&D Center of Excellence by its parent company, the benefit of such designation is to allow ECR to grow its market share in the High Efficiency Boiler market. The project will involve ECR investing approximately \$6M over the next three years, of which over \$2.2M of it at its Dunkirk facility. Over \$300k of the investment will be to repair and upgrade the existing facilities and almost \$2M in new and replacement equipment. (See attached for further explanation).

Please list Affiliates/Parents/Subsidiary Entities to Applicant (attach organization chart if necessary)

Parent Company BDR Thermea, no subsidiary entities

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III. CAPITAL COSTS OF THE PROJECT**

A. Provide an estimate of Project Costs of all items listed below:

	<u>Item</u>	<u>Cost</u>
1.	Land and/or Building Acquisition:	\$ _____
2.	Building Demolition:	\$ _____
3.	Construction/Reconstruction/Renovation:	\$ 317,000
4.	Site Work:	\$ _____
5.	Infrastructure Work:	\$ _____
6.	Furniture, Equipment & Machinery:	\$ 1,916,000
		\$ _____
7.	Architectural/Engineering Fees:	\$ _____
8.	Applicant's Legal Fees:	\$ _____
9.	Financial Fees:	\$ _____
10.	Other Professional Fees:	\$ _____
11.	Other Soft Costs (describe):	\$ _____
12.	Other (describe):	\$ _____
	Total Project Costs:	\$ 2,233,000

B. Estimated Sources of Funds for Project Costs:

		<u>Source</u>
a.	Tax-Exempt IDA Bonds:	\$ _____
b.	Taxable IDA Bonds:	\$ _____
c.	Conventional Mortgage Loans:	\$ _____
d.	SBA or other Governmental Financing:	\$ _____
	Identify: _____	
e.	Other Public Sources (e.g., grants, tax credits):	\$ _____
	Identify: _____	
f.	Other Public Agency Loans:	\$ _____
g.	Other Private Loans:	\$ _____
h.	Equity Investment:	\$ 2,233,000
	(excluding equity attributable to grants/tax credits)	
	Total Funding:	\$ 2,233,000

What percentage of the total project costs are funded/financed from public sector sources: 0 %

C. Requested Financial Assistance

Tax-Exempt Bonds:	\$ _____
Taxable Bonds:	\$ _____
Estimated Value of Sales Tax Benefit: (i.e., gross amount of cost of goods and services that are subject to state and local sales and use taxes multiplied by [8.0%])	\$ 33,000
Estimated Value of Mortgage Tax Benefit: (i.e., principal amount of mortgage loans multiplied by [1.25%])	\$ _____

Estimated CCIDA PILOT Property Tax Benefit:

Type: PILOT

Term: 10 years

Schedule Requested: Freeze Taxes at Existing Amount

Deviation? Yes  No

Will the proposed Project utilize a property tax exemption benefit other than from the Agency: na  
(if so, please describe requested type, term and schedule)

Existing Total Annual Property Taxes on Land and Building: \$ 81,661  
(from Page 1)

Estimated Additional Property Taxes on completed Project over the requested PILOT term (without Agency financial assistance): \$ 242,352

Other (specify): \_\_\_\_\_

NOTE: Upon acceptance of this Application by the Agency, the Agency's staff will create a PILOT schedule and indicate the estimated amount of PILOT Benefit/Cost utilizing anticipated tax rates and assessed valuation, make an estimate of the allocation of PILOT payments among the affected tax jurisdictions, and attach such information as Exhibit A hereto.

The Applicant acknowledges that the transaction/bond documents may include a covenant by the Applicant to undertake and document the total amount of capital investment as set forth in this Application.

D. Status of Expenses

Have any of the above costs been paid or incurred (including contracts of sale or purchase orders) as of the date of this application? If YES, describe particulars on a separate sheet.

YES

NO

E. Existing Operations

Does the Applicant or any User(s)/Tenant(s) currently operate in Chautauqua County? If YES, describe such operations, including whether the proposed Project will result in the relocation or abandonment of such other operation(s).

ECR currently operates in Dunkirk as a manufacturer of Heating, Ventilation, and Air Conditioning (HVAC) market in both the residential and light commercial markets.

The proposed project will help to avoid the relocation or abandonment of such operations in Dunkirk, and will only ensure that the existing 70+ jobs in Dunkirk will remain a part of the current Dunkirk landscape for the long term.

**PART IV: COST-BENEFIT ANALYSIS**

Provide the current annual payroll in Chautauqua County. Then, estimate projected payroll in Years 1, 2, and 3, after completion of Project.

	Present	Year 1	Year 2	Year 3
Full-time:	\$ 3,946,000	\$ 4,064,000	\$ 4,186,000	\$ 4,312,000
Part-time: <sup>1</sup>	\$ 0	\$ 0	\$ 0	\$ 0

Provide the current number of employees in the following occupations in Chautauqua County. Then, estimate the projected Full Time Equivalent (“FTE”) employees as indicated following completion of the Project:

Current and Planned Occupations	Present Jobs Per Occupation	Est. FTEs Post-Completion:			Est. # of County Residents. by yr. 3
		1 year	2 years	3 years	
<u>Management</u>	4	4	4	4	4
<u>Professional</u>	11	11	11	11	11
<u>Administrative</u>	1	1	1	1	1
<u>Production</u>	48	48	48	48	48
<u>Supervisor</u>	7	7	7	7	7
<u>Laborer</u>					
<u>Independent Contractor</u>					
<u>Other (describe)</u>					

List the average salaries or provide ranges of salaries for the following categories of jobs (on a full-time equivalency basis) projected to be retained/created in Chautauqua County because of the proposed Project:

<u>Category of Jobs to be Retained/Created:</u>	<u>Average Salary or Range of Salary:</u>	<u>Average Fringe Benefits or Range of Fringe Benefits:</u>
Management	111,715	31%
Professional	57,947	31%
Administrative	48,500	31%
Production	45,489	53%
Supervisor	63,937	31%
Laborer		
Independent Contractor <sup>1</sup>		
Other		

Please indicate the number of temporary construction jobs anticipated to be created in connection with the acquisition, construction, and/or renovation of the Project: 10-15

Please note that the Agency may utilize the foregoing employment projections, among other things, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction/bond documents may include a covenant by the Applicant to retain the above number of jobs, types of occupations and amount of payroll with respect to the proposed project.

<sup>1</sup> NOTE: The Agency converts part-time jobs into FTE’s for evaluation and reporting purposes by dividing the number of part-time jobs by two (2).

<sup>2</sup> As used in this chart, this category includes employees of independent contractors.

What percentage of the Applicant's total dollar amount of production, sales or services (including production, sales or services rendered following completion of the Project) are made to customers outside the economic development region (i.e., Western New York)?

96 %

Describe any municipal revenues that will result from the Project (excluding any PILOT payments):

The continuation in sales tax paid by ECR and the additional business it generates for other business in the spend of the company and its employees will continue to help support the community.

What is the estimated aggregate annual amount of goods and services to be purchased by the Applicant for each year after completion of the Project, and what portion will be sourced from businesses located in Chautauqua County and New York State:

	<u>Amount</u>	<u>% Sourced in Chautauqua County</u>	<u>% Sourced in State</u>
Year 1	<u>\$ 65,000,000</u>	<u>1.1</u>	<u>21.9</u>
Year 2	<u>\$ 67,000,000</u>	<u>1.1</u>	<u>21.9</u>
Year 3	<u>\$ 69,000,000</u>	<u>1.1</u>	<u>21.9</u>

Describe, if applicable, other benefits to the Chautauqua County anticipated as a result of the Project, including a projected annual estimate of additional sales tax revenue generated, directly and indirectly, as a result of undertaking the project:

The overall impact of the project is job retention. As previously explained, ECR is competing with 30+ global suppliers in the High Efficiency Boiler market for market share and the boiler market has shifted from the historical Cast Iron Boiler where ECR competed with 5 companies. If ECR does not keep costs down and gain market share in High Efficiency market it can not compete in the marketplace and the current jobs will only decline.

If applicable, has construction/reconstruction/renovation work on the Project begun? If YES, indicate the percentage of completion:

- |    |                               |                              |  |                  |
|----|-------------------------------|------------------------------|--|------------------|
| 1. | (a) Site clearance            | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |
|    | (b) Environmental Remediation | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |
|    | (c) Foundation                | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |
|    | (d) Footings                  | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |
|    | (e) Steel                     | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |
|    | (f) Masonry                   | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |
|    | (g) Interior                  | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |
|    | (h) Other (describe below):   | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | _____ % complete |

If NO to all of the above categories, what is the proposed date of commencement of construction, reconstruction, renovation, installation or equipping of the Project? Spring 2020

Provide an estimated time schedule to complete the Project and when first use of the Project is expected to occur:

Starting in Spring of 2020 and completing in Fall of 2023.

**PART V: QUESTIONS**

Please answer the following questions. If an answer is "YES" to any question, please provide details in the space provided at the end of the section.

1. Is the Project reasonably necessary to preserve the competitive position of the Applicant, or of a proposed user, occupant or tenant of the Project, in its industry?

YES  NO

2. Is the Project reasonably necessary to discourage the Applicant, or a proposed user, occupant or tenant of the Project, from removing such plant or facility to a location outside of the State of New York?

YES  NO

3. Is there a likelihood that the proposed Project would not be undertaken by the Applicant but for the granting of the financial assistance by the Agency? (If yes, explain; if no, explain why the Agency should grant the financial assistance with respect to the proposed Project).

YES  NO

4. The Applicant certifies that the provisions of Section 862(1) of the General Municipal Law will not be violated if financial assistance is provided by the Agency for the proposed Project.

YES  NO

5. Is an environmental impact statement required by Article 8 of the N.Y. Environmental Conservation Law (i.e., the New York State Environmental Quality Review Act)? If "yes" please complete and attach to the Application.

YES  NO

\*\* Applicants should consult **Exhibit B** in order to determine which version of the New York State Environmental Assessment Form must be submitted with this Application.

6. Will customers personally visit the Project site for "retail sales" of Goods and/or Services? "Retail Sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State primarily engaged in the retail sale of tangible personal property, as defined in section 1101(b)(4)(i) of the Tax Law of the State, or (ii) sales of a service to such customers.

Sales of Goods: YES  NO

Sales of Services: YES  NO

\*\* If the answer to both is "No" please continue to the next page; if the answer to either is "Yes" please answer the four (4) remaining questions.

7. What percentage of the cost of the Project (including that portion of the cost to be financed from equity or sources other than Agency financing) will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? \_\_\_\_\_%

8. Is the Project likely to attract a significant number of visitors from outside the economic development region (i.e., Western New York) in which the Project is or will be located?

YES  NO

9. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services?

YES  NO

10. Will the Project be located in one of the following: (a) an area designated as an empire zone pursuant to Article 18-B of the General Municipal Law; or (b) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (i) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of the households receiving public assistance, and (ii) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates?

YES  NO

**CERTIFICATIONS AND ACKNOWLEDGMENTS  
OF THE APPLICANT**

The undersigned, being duly sworn, deposes and says, under penalties of perjury, as follows: that I am the chief executive officer or other representative authorized to bind the Applicant named in the attached application for financial assistance (“Application”) and that I hold the office specified below my signature at the end of this Certification and Agreement, that I am authorized and empowered to deliver this Certification and Agreement and the Application for and on behalf of the Applicant, that I am familiar with the contents of said Application (including all schedules, exhibits and attachments thereto), and that said contents are true, accurate and complete to the best of my knowledge and belief.

The grounds of my belief relative to all matters in the Application that are not based upon my own personal knowledge are based upon investigations I have made or have caused to be made concerning the subject matter of this Application, as well as upon information acquired in the course of my duties and from the books and records of the Applicant.

As an authorized representative of the Applicant, I acknowledge and agree on behalf of the Applicant that the Applicant hereby releases the County of Chautauqua Industrial Development Agency, its members, officers, servants, attorneys, agents and employees (collectively, the “Agency”) from, agrees that the Agency shall not be liable for and agrees to indemnify, defend (with counsel selected by the Agency) and hold the Agency harmless from and against any and all liability, damages, causes of actions, losses, costs or expenses incurred by the Agency in connection with: (A) examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the financial assistance requested therein are favorably acted upon by the Agency, (B) the acquisition, construction, reconstruction, renovation, installation and/or equipping of the Project by the Agency, and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, (i) all fees and expenses of the Agency’s general counsel, bond counsel, economic development consultant, real property tax valuation consultant and other experts and consultants (if deemed necessary or advisable by the Agency), and (ii) all other expenses incurred by the Agency in defending any suits, actions or proceedings that may arise as a result of any of the foregoing. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails within a reasonable or specified period of time to take reasonable, proper or requested action or withdraws, abandons, cancels, or neglects the Application or if the Applicant is unable to find buyers willing to purchase the total bond issue required or is unable to secure other third party financing or otherwise fails to conclude the Project, then upon presentation of an invoice by the Agency, its agents, attorneys or assigns, the Applicant shall pay to the Agency, its agents, attorneys or assigns, as the case may be, all fees and expenses reflected in any such invoice.

As an authorized representative of the Applicant, I acknowledge and agree on behalf of the Applicant that each of the Agency’s general counsel, bond counsel, economic development consultant, real property tax valuation consultant and other experts and consultants is an intended third-party beneficiary of this Certification and Agreement, and that each of them may (but shall not be obligated to) enforce the provisions of the immediately preceding paragraph, whether by lawsuit or otherwise, to collect the fees and expenses of such party or person incurred by the Agency (whether or not first paid by the Agency) with respect to the Application.

**FIRST:**

The Applicant hereby certifies that, if financial assistance is provided by the Agency for the proposed project, no funds of the Agency (i) shall be used in connection with the Project for the purpose of preventing the establishment of an industrial or manufacturing plant or for the purpose of advertising or promotional materials which depict elected or appointed government officials in either print or electronic media, (ii) be given to any group or organization which is attempting to prevent the establishment of an industrial or manufacturing plant within the State.



**SECOND:**

The Applicant hereby certifies that no member, manager, principal, officer or director of the Applicant or any affiliate thereof has any blood, marital or business relationship with any member of the Agency (or any member of the family of any member of the Agency).

**THIRD:**

The Applicant hereby certifies that neither the Applicant nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners (other than equity owners of publicly-traded companies), nor any of their respective employees, officers, directors, or representatives (i) is a person or entity with whom United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury, including those named on OFAC's Specially Designated and Blocked Persons List, or under any statute, executive order or other governmental action, or (ii) has engaged in any dealings or transactions or is otherwise associated with such persons or entities.

**FOURTH:**

The Applicant hereby acknowledges that the Agency shall obtain and hereby authorizes the Agency to obtain credit reports and other financial background information and perform other due diligence on the Applicant and/or any other entity or individual related thereto, as the Agency may deem necessary to provide the requested financial assistance.

**FIFTH:**

The Applicant hereby certifies, under penalty of perjury, that each owner, occupant or operator that would receive financial assistance with respect to the proposed Project is in substantial compliance with applicable federal, state and local tax, worker protection and environmental laws, rules and regulations.

**SIXTH:**

The Applicant hereby acknowledges that the submission to the Agency of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the recapture from the Applicant of an amount equal to all or any part of any tax exemption claimed by reason of the Agency's involvement in the Project.

**SEVENTH:**

The Applicant hereby certifies that, as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the General Municipal Law, including, but not limited to, the provisions of Section 859-a and Section 862(1) thereof.

**EIGHTH:**

Upon successful closing of the required bond issue or other form of financing or Agency assistance, the Applicant shall pay to the Agency an administrative fee set by the Agency (which amount is payable at closing) in accordance with the following schedule:

- (A) All Initial Transactions - One-Hundred basis points (1.00%) of Total Project Costs
  - a. This fee applies to all Initial Transactions except for certain small solar or wind energy systems or farm waste energy systems under RPTL §487, for which the Agency collects no fee (other than Counsel fees).
- (B) Refundings/Assumptions/Modifications: Agency fee shall be determined on a case-by-case basis.

The Agency's bond counsel fees and expenses are payable at closing and are based on the work performed in connection with the Project.

The Agency's bond counsel's fees, general counsel fee and the administrative fees may be considered as a cost of the Project and included as part of any resultant financing, subject to compliance with applicable law.

Regardless of the success of this Application or whether the hoped-for Financial Assistance is realized, Applicant agrees to pay all costs in connection with any efforts by the Agency on behalf of the Applicant including any fees and expenses of the Agency's general counsel, bond counsel, and all applicable recording, filing or other related fees, taxes and charges upon receipt and review of the Application, securing necessary approvals, closing the necessary transaction, and/or terminating any transaction entered into by the Applicant and the Agency.

**NINTH:**

The Applicant authorizes the Agency to make inquiry of the United States Environmental Protection Agency, the New York State Department of Environmental Conservation or any other appropriate federal, state or local governmental agency or authority as to whether the Project site or any property adjacent to or within the immediate vicinity of the Project site is or has been identified as a site at which hazardous substances are being or have been used, stored, treated, generated, transported, processed, handled, produced, released or disposed of. The Applicant will be required to secure the written consent of the owner of the Project site to such inquiries (if the Applicant is not the owner), upon request of the Agency.

I further acknowledge and agree on behalf of the Applicant that, in the event the Agency shall have used all of its available tax-exempt bond financing allocation from the State of New York, if applicable, and shall accordingly be unable to obtain an additional allocation for the benefit of the Applicant, the Agency shall have no liability or responsibility as a result of the inability of the Agency to issue and deliver tax-exempt bonds for the benefit of the Applicant.



Name: Paul Totaro

Title: Vice President and Chief Financial Officer

Subscribed and affirmed to me this 4th  
day of June, 2020



Notary Public

**Deborah A. Usyk**  
Notary Public, State of New York  
No. 01US6264995  
Qualified in Herkimer County  
Commission Expires July 9, 2020

The Agency's acceptance of this Application for consideration does not constitute a commitment on the part of the Agency to undertake the proposed Project, to grant any financial assistance with respect to the proposed Project, or to enter into any negotiations with respect to the proposed Project.

Information provided herein may be subject to disclosure under the New York Freedom of Information Law (New York Public Officers Law § 84 et seq.) ("FOIL"). If the Applicant believes that a portion of the material submitted with this Application is protected from disclosure under FOIL, the Applicant should mark the applicable section(s) or page(s) as "confidential" and state the applicable exception to disclosure under FOIL.

6/4/2020

**DATE**

**EXHIBIT A**

Financial Assistance Schedule

Agency staff will indicate the amount of PILOT, sales and mortgage recording tax benefits based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for the term of the PILOT as depicted below.

This section of this Application will be: (i) **completed by IDA Staff** based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of the completed Application.

A. PILOT Estimate Table Worksheet

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value on Improvements of Property Subject to IDA*	County Tax Rate/\$1,000	Local Tax Rate (Town/City/Village)/\$1,000	School Tax Rate/\$1,000
317,000	0	51.68	Included in County	Included in County

\*Apply equalization rate to value

PILOT Year	% Payment	PILOT Amount	Full Tax Payment without PILOT	Estimated Net Exemption
1.	--	81,661	105,896	24,235
2.	-	81,661	105,896	24,235
3.	-	81,661	105,896	24,235
4.	-	81,661	105,896	24,235
5.	-	81,661	105,896	24,235
6.	-	81,661	105,896	24,235
7.	-	81,661	105,896	24,235
8.	-	81,661	105,896	24,235
9.	-	81,661	105,896	24,235
10.	-	81,661	105,896	24,235
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				
TOTAL				

\*Estimates provided are based on current property tax rates and assessment values

B. Sales Tax Exemption Benefit:

Estimated Sales Tax exemption for facility construction: \$ 33,000  
 Estimated Sales Tax exemption for fixtures and equipment: \$ combined  
 Estimated duration of Sales Tax exemption: 3 years Estimated Start Date: 2020

C. Mortgage Recording Tax Exemption Benefit:

Estimated value of Mortgage Recording Tax exemption: \$ 0

D. Other Benefit(s): NA

## Exhibit B

### State Environmental Quality Review Act Compliance Checklist

The County of Chautauqua Industrial Development Agency ("CCIDA"), pursuant to the State Environmental Quality Review Act ("SEQRA"), must evaluate the environmental impacts of a project before deciding whether to undertake the project. The below checklist is intended to aid Applicants in determining which version of NYSDEC's Environmental Assessment Form ("EAF"), available on NYSDEC's website, to submit as a part of a complete application package to the CCIDA.

If one or more of the below items applies to the project, then a Full EAF must be prepared for submission. If none of the below items apply, then a Short EAF may be submitted. Please note that the below list is not exhaustive, and Applicants who have completed a short EAF may be required to fill out a Full EAF upon review of the project information by the CCIDA. Applicants should consult with their engineers and consultants to aid them in preparing the EAF.

Does the project involve:

activities, other than the construction of residential facilities, that meet or exceed any of the following thresholds:

- a project or action that involves the physical alteration of 10 acres?
- a project or action that would use ground or surface water in excess of 2,000,000 gallons per day?
- parking for 500 vehicles?
- a facility with more than 100,000 square feet of gross floor area?

the expansion of existing nonresidential facilities that meet or exceed any of the following thresholds:

- a project or action that involves the physical alteration of 5 acres?
- a project or action that would use ground or surface water in excess of 1,000,000 gallons per day?
- parking for 250 vehicles?
- a facility with more than 50,000 square feet of gross floor area?

activities which meet at least one of the criteria in **both** Columns A **and** B below:

○ Column A:

- occurring wholly or partially within an agricultural district certified by Agriculture and Markets?
- occurring wholly or partially within, or substantially contiguous to, any historic building, structure, facility, site or district or prehistoric site that is listed on the State or National Register of Historic Places, or has been determined by the Commissioner of the Office of Parks, Recreation and Historic Preservation to be eligible for listing?
- occurring wholly or partially within or substantially contiguous to any publicly owned or operated parkland, recreation area or designated open space, including any site on the Register of National Natural Landmarks?

○ Column B:

- activities, other than the construction of residential facilities, that meet or exceed any of the following thresholds:
  - a project or action that involves the physical alteration of 2.5 acres?
  - a project or action that would use ground or surface water in excess of 500,000 gallons per day?
  - parking for 125 vehicles?
  - a facility with more than 25,000 square feet of gross floor area?
- the expansion of existing nonresidential facilities that meet or exceed any of the following thresholds:
  - a project or action that involves the physical alteration of 1.25 acres?
  - a project or action that would use ground or surface water in excess of 250,000 gallons per day?
  - parking for 63 vehicles?
  - a facility with more than 12,500 square feet of gross floor area?

## Addendum

### PART V: Questions - Number 3.

In absence of financial assistance from the CCIDA, the company may not have the resources to move forward with the proposed capital project.

---