
INDUSTRIAL REVENUE BONDS

AND

TAX LEASE PROGRAM

APPLICATION

for assistance through

**the
County of Chautauqua
Industrial Development Agency**

**County of Chautauqua Industrial Development Agency
200 Harrison Street
Jamestown, New York 14701**

Phone: 716-661-8900

Fax: 716-664-4515

**Application for Financial Assistance
through the
County of Chautauqua
Industrial Development Agency**

The information listed on this form is necessary to determine the eligibility of the project applicant. Please fill in all blanks, using "NONE" or "NOT APPLICABLE" where necessary. If an estimate is given, put "EST" after the figure. Attach additional sheets if necessary. All information completed with this form will be treated confidentially. This application is only for the purpose of determining whether the applicant is eligible for consideration by the Board of Directors of the County of Chautauqua Industrial Development Agency. Return eight (8) copies of this application to the County of Chautauqua Industrial Development Agency at the address listed on the cover of this document.

PART 1

A. APPLICANT

Federal ID #

16-0331370

Company Name:

FANCHER CHAIR CO. INC

Office Address:

121 South Work Street
FALCONER NY 14733

Telephone:

716-665-4313

Company officer completing this application:

Name:

GARY H HENRY Sr

Title:

Treasurer

1. Number of locations of present business facilities:

- a. County of Chautauqua: 1
- b. New York State: 1
- c. Outside New York State: 0

2. Business Organization (check appropriate categories):

Corporation Partnership

Sole Proprietorship Subchapter S

Other (Specify)

3. Is business publicly or privately held? Public Private

4. List principal stockholders and percentage of ownership if applicable:

<u>Name</u>	<u>Percentage</u>	<u>Home Address</u>
GARY H Henry Jr	100%	6116 WRIGHT RD Dewittville NY 14728

5. Is the business a subsidiary of, or affiliated directly or indirectly with any other organization? Yes No If "Yes" indicate relationship and name and address of the related organization(s) on a separate sheet.

6. Complete the following information:

<u>Officers</u>	<u>Name</u>	<u>Address</u>	<u>Social Security Number</u>	<u>Other Principal Business Affiliations</u>
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CEO	GARY H Henry Jr	6116 WRIGHT Dewittville		leon chair & Table Jr
Pres	Peter Scheira	Connecticut Ave Jamestown		
Treas See	GARY H Henry Sr	6152 WRIGHT Dewittville		
Asst Treas See	Sue Freeburg	Moon Rd Jamestown		

B. References (these will be contacted):

1. Banking (List names of banks, account officers address and telephone number):

M&T Barbara Yogan 20 West Main Falconer 484-1323

- 49 761 29651
2. Business Suppliers (List three largest accounts – names, addresses, telephone numbers, and list suppliers' terms of sale): Unmossig Timber D-79098 Frelburg Germany
Valspar Corp PO1461 Minn. MN 55440
Fitz & Weller 12 Mill EllkoHoile 14731 (694-2393)
 3. Major customers (List three largest – names, addresses, telephone numbers, and show percentage (%) of gross business obtained from each):
 - ✓ Commercial Contractors Knoll Inc PO157 East Greenville Pa 18041
 - Retail Customers Agati Chicago IL
 - DWR
 4. What are your terms of sale? NET 30
 5. Current Landlord (List name, address and telephone number): None
 6. Legal Counsel (List name, address and telephone number):

BOFFAMONTE, WHIPPLE, BOTTAFARO PC
130 South Union Suite 200
Olean NY 14760 Phone: 372-1620

C. Business Description

1. Describe type of business: **MANUFACTURER OF Wood chairs, benches, Stools, Tables**
2. Describe the principal products and services:
Wood chairs, design, Testing, Samples, Production
3. Describe the market(s) served:
Commorcial market, Schools, colleges, Libraries, Business, Banking

D. Present Location

1. If you rent:
 - a. What is the present annual rent (state whether firm has a gross or net lease): **NONE**
 - b. When does the lease expire? **N/A**
2. If you own:
 - a. What is the current annual mortgage payment? **NONE**
 - b. When does the mortgage terminate? **N/A**
3. Describe present location (include square footage, number of buildings, number of floors, etc.) **The FACTORY IS wood construction. consisting of 4 Floors
285,000 square feet**
4. List the current annual taxes by respective taxing jurisdictions:
 - a. Building(s): **\$ 8573**
 - b. Land: \$

E. Previous Financial Activities

1. What were your company's estimated capital expenditures in Chautauqua County, New York, during the past three (3) years? (Specify by place, year and amount.)

Idea 5 Axis 265,000 Lighting @ 15,000 Finish System 30,000

2. Has your company ever been a recipient of funds obtained through tax-exempt or taxable bonds? Yes No If "Yes" give details below:

3. Describe your company's effort to secure assistance or financing in the County of Chautauqua, or any other area, on a separate sheet.

Business Loan thru M&T

F. Types of Financial Assistance Requested

(Cross out those which are not applicable.)

N/A

1. Industrial Development Revenue Bonds

- A. Tax Exempt
- B. Taxable

2. Tax Lease

3. Other loan(s). Describe:

Part 2

A. Describe the Project

(Include a general, functional description and prospective location.)

To build an 80x120 Warehouse. This will allow us to free up manufacturing space and to better handle finish product storage.

Warehouse will be located on present company land, adjacent to the primary factory.

B. Reasons for Project

1. Briefly describe the reasons why this project is necessary and what effect it will have on your business:

To Provide Storage and Package handling

2. If your business is unable to arrange suitable financing for this project, what will be the impact on your company and the County of Chautauqua? Would your company proceed with the project without Agency assistance and / or financing? Describe in detail:

IF we can not get financing the Project will not go forward. This will Limit our Manufacturing and hinder growth. It could result in lost business and further cause Lay-offs or Slow downs.

C. Type of Project

1. Check category which best describes your project:

- | | |
|--|---|
| <input type="checkbox"/> Manufacturing | <input checked="" type="checkbox"/> Warehousing |
| <input type="checkbox"/> Industrial Assembly | <input type="checkbox"/> Pollution Control |
| <input type="checkbox"/> Research | <input type="checkbox"/> Other (Specify) |

2. If pollution control, check appropriate items below:

- | | |
|------------------------------------|--|
| <input type="checkbox"/> Air | <input type="checkbox"/> Noise |
| <input type="checkbox"/> Water | <input type="checkbox"/> Solid Waste |
| <input type="checkbox"/> Air/Water | <input type="checkbox"/> Other (Specify) |

D. Proposed Location

1. Does the project consist of (check appropriate categories):

- | | | |
|--|---|-----------------------------|
| a. Construction of a new building | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| b. Renovations to an existing building | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| c. Construction of an addition to an existing building | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| d. Acquisition of an existing building | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

If the Company is to acquire an existing plant, attach a photograph and indicate if it is in operation, about to be abandoned or abandoned. If in operation, describe present products.

List costs or orders made by Company for the project, at the date of this application, on a separate sheet.

2. Describe the proposed location(s) of this project, including square footage, number of floors, address, etc. (If new construction is involved or expansion of existing plant, attach proposed floor plan):

Warehouse will produce 9600 sq ft on one floor
It will be located in the lot on Everett Street
in Falconer.

3. List the present owner of the project site and the owner's name, address, and phone number. (If currently owned by the applicant, indicate date of purchase, reason for purchase and current use of the site): **Fancher chair Co. Currently Foam storage and parking lot**
4. Does the project site currently have existing occupant(s)?
 Yes No
- If "Yes", list all lessees, the amount of space occupied by each, and the date of termination of such leases on a separate sheet.
5. Is there a relationship legally or by virtue of common control between the applicant or present owner?
 Yes No
- If "Yes", provide details on a separate sheet. **Owns Fancher Chair Co.**
6. Does the Company have an option to purchase the project site or has a contract of sale been executed for such purchase? (If so, attach particulars.) **w/A**
 Yes No
7. Has the Company placed any purchase orders or entered into any other agreements or contracts with respect to proposed project costs? (If so, attach particulars.)
 Yes No

E. Location Maintenance Costs

1. What are the real estate taxes on the land and the building? (If current rate is not available, give assessed value for each and so state.)
- Land \$ **273 est.**
- Building \$ **650 est.**
2. What is the estimated useful life of the:
- a. Facility **30 years**
- b. Equipment **N/A**

Fanchar Chair

	220,000	
	8800	
	1	880
	2	880
	3	1760
	4	1760
	5	2640
	6	2640
	7	3520
	8	3520
	9	4400
	10	4400
	total	26400
	tax	88000
	savings	61600

3. Is proposed Project site served by:

- a. Transportation Rail Truck Air
 Water
- b. Utilities Sewer Water Gas
 Electric Power

F. Employment

1. Employment at present time, if Company is now in existence within Chautauqua County, and an estimate of such employment at the proposed location at the end of one and two years:

	<u>Present</u>	<u>First Year</u>	<u>Second Year</u>
Full Time	110	112	115
Part Time*	10	10	12
Seasonal*	0		

*Estimate percent that total part time or seasonal working time bears to total annual full working time 3 %.

Total \$ 40,000 2

2. Estimate the annual payroll:

At present \$ 2,000,000
In one year \$ 2,050,000

G. Project Costs

1. List the costs necessary for the construction, acquisition or renovation of the project. (The project costs should **not** include working capital needs or moving expenses.)

<u>Description</u>	<u>Amount</u>
Land	\$ 10,000
Building(s)	\$ 206,290
Renovation	\$ 25,000
Machinery and Equipment (Do not include furniture costs)	\$
Installation	\$

(G. Continued)

Fees (Do not include your own counsel fees)	\$
Architectural Fees	\$
Financial Charges (specify) Application fee	\$
Other (specify)	\$
Subtotal	\$
Agency Administrative Fee	\$
<u>Total Project Cost</u>	\$

2. What is the amount of funds and term requested for financing through the County of Chautauqua Industrial Development Agency?

\$205,000 Years 20

H. Project Schedule

1. Indicate the estimated days for:
- a. Financing of the project 30
 - b. Commence of construction 60
 - c. Completion of construction 180
2. List the date(s) and in what amount(s) the estimated funds will be required:

1/1/12

I. Other Agency Involvement

1. Have you contacted any other governmental agency in reference to this project?
 Yes No

If "Yes", please indicate the agency and the nature of the inquiry below:

2. Have you contacted any financing institutions or other industrial development agencies in New York State, or elsewhere, for financial assistance in reference to this project or one of a similar nature?
 Yes No

If "Yes", please indicate below the institution and / or agency and the present status of the inquiry:

J. Financial Information (attach the following)

1. Certified financial statements for the last three (3) fiscal years.

For Industrial Development Bonds (IDB) complete Questions 2, 3 & 4.

2. Pro forma sheet as at start of operations at project site.
3. Project profit and loss statements for first two (2) years of operation at projected site.
4. Projected "cash flow" statement, by quarters, for first year of operation at project site.

Certification

GARY H HENRY Jr
(Name of chief executive officer of company submitting application)

deposed and says that he/she is the CEO
(Title)

FANCHER CHAIR
of _____, the corporation named in attached application;
(Company name)

that he has read the foregoing application and attachments and knows the contents thereof; that the same is true to his knowledge, contains no information or data that is false or incorrect and is truly descriptive of the project which is intended as security for the requested financing.

Deponent further says the reason for this verification is made by the deponent and not by FANCHER CHAIR CO.
(Company name)

is because the said company is a corporation. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge, are investigations which deponent has caused to be made concerning the subject matter of this application as well as information required by deponent in the course of his duties as an officer of and from the books and papers of said corporation.

As an officer of said corporation (hereinafter referred to as the "applicant") deponent acknowledges and agrees that applicant shall be and is responsible for all costs incurred by the non-profit County of Chautauqua Industrial Development Agency (hereinafter referred to as the "Agency") acting in connection with the attendant negotiations and ultimately the closing of the project and (or) financing. If, for any reason whatsoever, the applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels, or neglects the application, then upon presentation of invoice, applicant shall pay to the Agency, its agents or assigns all actual costs involved in conduct of the application and the drafting of documents up to that date and time, including fees of counsel for the Agency.

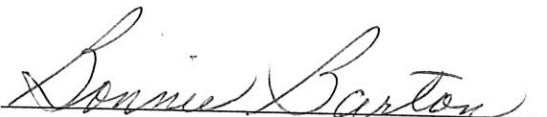
The costs incurred by the Agency and paid by the applicant, including the Agency's counsel's fees and the administrative fee, may be considered as a cost of the project and included as part of any resultant bond issue, subject to the limitations imposed by law.


(Chief Executive Officer of
company submitting application)

Notary

Sworn to before me this

19th day of January, 2012


(Seal)

BONNIE BARTON
No. 01BA5059342
Notary Public, State of New York
Qualified in Chautauque County
Commission Expires April 22, 14

TO: Project Applicants
 FROM: County of Chautauqua Industrial Development Agency
 RE: Cost/Benefit Analysis Questionnaire

In order for the County of Chautauqua Industrial Development Agency (the "Agency") to prepare a Cost/Benefit Analysis for a proposed project (the "Project"), the Applicant must answer the questions contained in this Project Questionnaire (the "Questionnaire") and complete the attached Schedules. This Questionnaire and the attached Schedule will provide information regarding various aspects of the Project, and the costs and benefits associated therewith.

Since we need this Questionnaire to be completed before we can finalize the Cost/Benefit Analysis, please complete this Questionnaire and forward it to us at your earliest convenience.

PROJECT QUESTIONNAIRE

1. Name of Project Beneficiary ("Company"):	Fancher Chair Co Inc
2. Brief Identification of the Project:	Warehouse
3. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ 0
B. Value of Sales Tax Exemption Sought	\$ 15,887.50
C. Value of Real Property Tax Exemption Sought	\$ 40,850
D. Value of Mortgage Recording Tax Exemption Sought	\$ 2,562.50

PROJECTED PROJECT INVESTMENT

A. Land-Related Costs	
1. Land acquisition	\$ 0
2. Site preparation	\$ 10,000.00
3. Landscaping	\$ 0

4. Utilities and infrastructure development	\$ 0
5. Access roads and parking development	\$ 0
6. Other land-related costs (describe)	\$ 0
B. Building-Related Costs	
1. Acquisition of existing structures	\$ 0
2. Renovation of existing structures	\$ 0
3. New construction costs	\$ 176,290
4. Electrical systems	\$ 40,000
5. Heating, ventilation and air conditioning	\$ 10,000
6. Plumbing	\$ 0
7. Other building-related costs (describe) GRAVEL	\$ 5000
C. Machinery and Equipment Costs	
1. Production and process equipment	\$ 0
2. Packaging equipment	\$ 0
3. Warehousing equipment	\$ 0
4. Installation costs for various equipment	\$ 0
5. Other equipment-related costs (describe)	\$ 0
D. Furniture and Fixture Costs	
1. Office furniture	\$ 0
2. Office equipment	\$ 0
3. Computers	\$ 0
4. Other furniture-related costs (describe)	\$ 0
E. Working Capital Costs	
1. Operation costs	\$ 10,000
2. Production costs	\$ 0
3. Raw materials	\$ 0
4. Debt service	\$ 0
5. Relocation costs	\$ 0
6. Skills training	\$ 0
7. Other working capital-related costs (describe)	\$ 0

F. Professional Service Costs		
1. Architecture and engineering		\$ 0
2. Accounting/legal		\$ 2,000
3. Other service-related costs (describe)		\$ 0
G. Other Costs		
1. _____		\$ _____
2. _____		\$ _____
H. Summary of Expenditures		
1. Total Land Related Costs		\$ 10,000
2. Total Building Related Costs		\$ 217,290
3. Total Machinery and Equipment Costs		\$ 0
4. Total Furniture and Fixture Costs		\$ 0
5. Total Working Capital Costs		\$ 10,000
6. Total Professional Service Costs		\$ 2,000
7. Total Other Costs		\$ 0

PROJECTED CONSTRUCTION EMPLOYMENT IMPACT

I. Please provide estimates of total construction jobs at the Project:

Year	Construction Jobs (Annual wages and benefits \$40,000 and under)	Construction Jobs (Annual wages and benefits over \$40,000)
2012		
Current Year	0	
Year 1	5	
Year 2	0	
Year 3	0	
Year 4	0	
Year 5	0	

II. Please provide estimates of total annual wages and benefits of total construction jobs at the Project: **\$40,000**

Year	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	\$ <u>N/A</u>	\$ _____
Year 1	\$ _____	\$ _____
Year 2	\$ _____	\$ _____
Year 3	\$ _____	\$ _____
Year 4	\$ _____	\$ _____
Year 5	\$ _____	\$ _____

PROJECTED PERMANENT EMPLOYMENT IMPACT

- I. Please provide estimates of total existing permanent jobs to be preserved or retained as a result of the Project:

Year	Existing Jobs (Annual wages and benefits \$40,000 and under)	Existing Jobs (Annual wages and benefits over \$40,000)
<u>2012</u>		
Current Year		
Year 1	<u>10</u>	
Year 2	<u>10</u>	
Year 3	<u>10</u>	
Year 4	<u>10</u>	
Year 5	<u>10</u>	

II. Please provide estimates of total new permanent jobs to be created at the Project:

Year	New Jobs (Annual wages and benefits \$40,000 and under)	New Jobs (Annual wages and benefits over \$40,000)
2012		
Current Year		
Year 1	46,000	
Year 2	0	
Year 3	0	
Year 4	0	
Year 5	26,000	

III. Please provide estimates of total annual wages and benefits of total permanent construction jobs at the Project:

Year	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
2012		
Current Year	\$ - 0 -	\$
Year 1	\$	\$
Year 2	\$	\$
Year 3	\$	\$
Year 4	\$	\$
Year 5	\$	\$

IV. Please provide estimates for the following:

A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule A.

N/A

PROJECTED OPERATING IMPACT

i. Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1 st year following project completion)	\$ 20,000
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Additional Sales Tax Paid on Additional Purchases	\$ <u>1600.00</u>
Estimated Additional Sales (1 st full year following project completion)	\$ <u>500.00</u>
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$ <u>500.00</u>

II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("Pilot Payments"):

Year	Existing Real Property Taxes	New Pilot Payments	Total
2012			
Current Year	8573		
Year 1	10,000		
Year 2	10,500		
Year 3	11,000		
Year 4	11,500		
Year 5	12,000		
Year 6	}		
Year 7			
Year 8			
Year 9			
Year 10			

III. Please provide estimates for the impact of other economic benefits expected to be produced as a result of the Project:

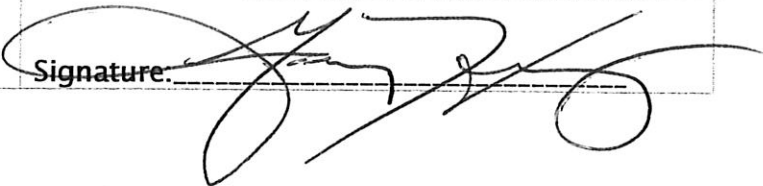
NEW EMPLOYEES WILL SHOP IN TOWN

THE CONTINUED EXISTENCE OF FANCHER WILL POUR SEVERAL MILLION INTO LOCAL ECONOMY

CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge, such responses are true, correct and complete.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

Date Signed: <u>1/17</u> , 2002	Name of Person Completing Project Questionnaire on behalf of the Company. Name: <u>GARY H HENRY Sr</u> Title: <u>Treasurer</u> Phone Number: <u>716-665-4313 Ext 32</u> Signature: 
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**County of Chautauqua
Industrial Development Agency**

FINANCIAL FEE
STRUCTURE

REVOLVING LOAN FUNDS

1% of total loan

CIVIC FACILITIES BONDS

1% of total IDA project cost

INDUSTRIAL REVENUE BONDS

1% of total IDA project cost

TAX LEASES

1% of total IDA project cost

AN APPLICATION FEE OF \$250 IS DUE UPON SUBMISSION OF ALL LOAN APPLICATIONS
AN APPLICATION FEE OF \$1,000 IS DUE UPON SUBMISSION OF ALL BOND AND TAX
LEASE APPLICATIONS