
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 # 16-1177189

Company Name: Suit-Kote Corporation

Office Address: 1911 Lorings Crossings
Cortland, NY 13045

Telephone: 607-753-1100

Company officer completing this application:

Name: Thomas Whipple

Title: Chief Financial Officer

1. Number of locations of present business facilities:

- a. County of Chautauqua: 1
- b. New York State: 16
- c. Outside New York State: 2

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>
Frank Suits, Jr.	50%	
Paul Suits	50%	

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>
Chairman of The Board and President	Frank Suits, Jr.			None
Executive Vice President and Secretary	Paul Suits			None
Chief Financial And Treasurer	Thomas Whipple			None
Senior Vice President	Mike Guerrin			None
Vice President Sales & Marketing	Scott Harris			None
Vice President Of Operations	Daniel Quinlin			None
Vice President Western Region	Steve Rebman			None

B. References (these will be contacted):

1. Banking (List names of banks, account officers address and telephone number):
Citizens Bank, 250 S. Clinton, Syracuse, NY 13202
Rich Easterly, Senior Vice President, phone: 315-471-7478

2. Business Suppliers (List three largest accounts – names, addresses, telephone numbers, and list suppliers' terms of sale):

Milton Cat, PO Box 4814, Syracuse, NY 13221 315-476-9981 Net 10 Prox
BP North America Refining, 12713 Collections Ctr Dr, Chicago, IL 60693 312-594-7304
Net 15 Days (EFT)
Tracey Road Equipment, 6803 Manlius Center Rd., E. Syracuse, NY 13057 315-437-1471
Net 30

3. Major customers (List three largest – names, addresses, telephone numbers, and show percentage (%) of gross business obtained from each):

Commercial Contractors:

4.92% - NYS DOT – 50 Wolf Road, Albany, NY 12232 (518) 457-6195
2.73% - PENNDOT – Keystone Building, 400 North Street, Harrisburg, PA 17120
(717) 214-4035
1.78% - NYS Thruway – 200 Southern Blvd., Albany, NY 12201 (518) 436-2700

Retail Customers:

13.63% - LehighHanson - 300 E John Carpenter Frwy., Suite 1645, Irving, TX 75062
(972) 653-5500
3.12% - H&K Group – 2052 Lucon Road, Skippack, PA 19474 (610) 584-8500
3.10% - Slusser Brothers – 300 Armstrong Road, Pittson, PA 18640 (570) 654-1972

4. What are your terms of sale? Net 30 Days
5. Current Landlord (List name, address and telephone number): N/A
6. Legal Counsel (List name, address and telephone number):
Ronald C Berger
Bond, Schoeneck & King
One Lincoln Center
Syracuse, New York 13202-1355
(315) 218-8000

C. Business Description

1. Describe type of business:
Heavy Highway Construction/Asphalt Retailer

2. Describe the principal products and services:
Road Repair and Road Construction

3. Describe the market(s) served:
New York and Pennsylvania

D. Present Location

1. If you rent:
 - a. What is the present annual rent (state whether firm has a gross or net lease):
N/A

 - b. When does the lease expire?

2. If you own:
 - a. What is the current annual mortgage payment? \$0

 - b. When does the mortgage terminate?

3. Describe present location (include square footage, number of buildings, number of floors, etc.) Building has been condemned. Will be demolishing in 2015.

4. List the current annual taxes by respective taxing jurisdictions:
 - a. Building(s): \$3,610.26
 - b. Land: \$

The amount above is only for the 153 Jones & Gifford Street location (tax map 387.05-2-19). However, we have 11 other tax map locations which totaled \$17,501.78 for 2014-2015 school taxes and \$28,224.84 for 2015 Jamestown City/County taxes.

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.)
Jamestown 2012 \$152,611
 2013 \$ 21,170
 2014 \$ 23,429
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. N/A

F. Types of Financial Assistance Requested
(Cross out those which are not applicable.)

1. ~~Industrial Development Revenue Bonds~~
A. ~~Tax Exempt~~
B. ~~Taxable~~
2. Tax Lease/PILOT
3. ~~Other loan(s). Describe:~~

Part 2

- A. Describe the Project**
(Include a general, functional description and prospective location.)

Next page

Demolish existing building and replace with an office and general maintenance structure with a couple of wash bays.

July 15, 2015

Carol Rasmussen
Business Development Manager
200 Harrison Street
Jamestown, NY 14701

Re: Narrative for improvements to 153 Jones and Gifford Avenue, Jamestown, NY 14782

Carol,

Suit-Kote Corporation is the current owner of a property located at 153 Jones and Gifford Avenue, in Jamestown, New York. This parcel is SBL 387.05-2-19, approximately 3 acres, with a green area on the front third of the parcel, a dilapidated 3 story office building (approximately 60' x 100') with a large parking area in the center third, and an elevated area with a vehicle fueling system and vehicle parking area in the rear third of the parcel.

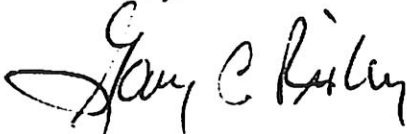
We plan to remove the office building in the center of the parcel and replace it with a larger building with steel clad siding and roof, approximately 135' x 125' or 17,000 square feet. This building would consist of approximately 8,600 square feet used as vehicle maintenance garage with 3 mechanics bays, 20' high ceilings and heated concrete floors. This building will also include 3000 square feet of office space, 3100 square feet of parts storage with a second floor storage area, and a 2000 square foot vehicle wash bay.

The front third of the parcel would continue to be green area with lawn, trees and bushes. A gate would be added for the circle driveway from Jones and Gifford Ave. The new structure would consume most of the center third with some car parking for office employees and the balance as driveways used for vehicles entering and leaving the garage area. The rear third of the parcel would remain unchanged from the current layout.

Our Vice President of Operations, Dan Quinlan sent you pictures of our Oriskany, NY Facility which was built in 2013. Though this building is larger than our Oriskany Facility, it would retain many of the same characteristics, with the addition of 1 wash bay and some other minor changes.

I hope this gives you a quick snapshot of what we have planned for this parcel. If you have any questions, or concerns, feel free to contact me any time.

Sincerely,



Gary C. Risley
General Manager, Suit-Kote Corporation
57 Lister Street
Jamestown, NY 14701
Cell: 716-866-9365

B. Reasons for Project

1. Briefly describe the reasons why this project is necessary and what effect it will have on your business:
Existing facility is condemned. The new facility will provide an office and maintenance facility our business.

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:

We would not proceed with this project without Agency assistance. Since the current building has been condemned, we need office and maintenance space. The new building will enable us to maintain the current jobs and add 2 more in Chautauqua County.

C. Type of Project

1. Check category which best describes your project:

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

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 checked="" type="checkbox"/> No |
| c. Construction of an addition to an existing building | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| d. Acquisition of an existing building | <input type="checkbox"/> Yes | <input checked="" 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):

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):

Owned by Applicant

4. Does the project site currently have existing occupant(s)?
X 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. We are the occupants.

5. Is there a relationship legally or by virtue of common control between the applicant or present owner?
X Yes No

If "Yes", provide details on a separate sheet. We are the owner and applicant.

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.)
X Yes No We already own the site.

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 X 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 \$

Building \$3,610.26

2. What is the estimated useful life of the:

a. Facility 50+ years

b. Equipment 10 years

3. Is proposed Project site served by:
- a. Transportation Rail X Truck Air
 Water
- b. Utilities X Sewer X Water X Gas
 X 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	86	88	88
Part Time*	1	1	1
Seasonal*	0	0	0

*Estimate percent that total part time or seasonal working time bears to total annual full working time 1%.

Total \$ 15,373

2. Estimate the annual payroll:

At present \$ 2,674,868 (2014 actual)

In one year \$ 2,774,868

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	\$
Building(s)	\$ 440,000
Renovation	\$
Machinery and Equipment (Do not include furniture costs)	\$ 58,960
Installation	\$

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. N/A

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

Thomas Whipple

(Name of chief executive officer of company submitting application)

deposed and says that he/she is the Chief Financial Officer
(Title)

of Suit-Kote Corporation , 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 Suit-Kote Corporation
(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.

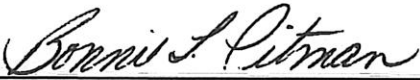
The costs incurred by the Agency and paid by the applicant, including the Agency's counsel's fees and the administrative fee, may be considered as a cost of the project and included as part of any resultant bond issue, subject to the limitations imposed by law.


(Chief Executive Officer of
company submitting application)

Notary

Sworn to before me this

10 day of July, 2015



(Seal)

Bonnie L. Pitman
Notary Public
Cortland County
Reg. No. 01P16029418
Commission Expires 8/16/17

B.	Building-Related Costs	
1.	Acquisition of existing structures	\$ _____
2.	Renovation of existing structures	\$ _____
3.	New construction costs	\$ 440,000
4.	Electrical systems	\$ 87,360
5.	Heating, ventilation and air conditioning	\$ 125,440
6.	Plumbing	\$ _____
7.	Other building-related costs (describe) Security Sys	\$ 4,480
	Equipment Rental	\$ 8,960
C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$ 35,000
2.	Packaging equipment	\$ _____
3.	Warehousing equipment	\$ _____
4.	Installation costs for various equipment	\$ _____
5.	Other equipment-related costs (describe)	\$ _____
D.	Furniture and Fixture Costs	
1.	Office furniture	\$ 22,400
2.	Office equipment	\$ _____
3.	Computers	\$ _____
4.	Other furniture-related costs (describe)	\$ _____
E.	Working Capital Costs	
1.	Operation costs	\$ _____
2.	Production costs	\$ _____
3.	Raw materials	\$ _____
4.	Debt service	\$ _____
5.	Relocation costs	\$ _____
6.	Skills training	\$ _____
7.	Other working capital-related costs (describe)	\$ _____
F.	Professional Service Costs	
1.	Architecture and engineering	\$ 14,560
2.	Accounting/legal	\$ _____
3.	Other service-related costs - Insurance	\$ 5,040
G.	Other Costs	
1.	_____ IDA, etc. _____	\$ 15,000
2.	_____	\$ _____

H. Summary of Expenditures		
1. Total Land Related Costs	\$	191,520
2. Total Building Related Costs	\$	666,240
3. Total Machinery and Equipment Costs	\$	35,000
4. Total Furniture and Fixture Costs	\$	22,400
5. Total Working Capital Costs	\$	
6. Total Professional Service Costs	\$	19,600
7. Total Other Costs	\$	15,000

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)
Current Year		
Year 1		
Year 2		
Year 3		
Year 4		
Year 5		

TBA

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

Year	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	\$	\$
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)
Current Year	57	28
Year 1	57	28
Year 2	57	28
Year 3	57	28
Year 4	57	28
Year 5	57	28

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)
Current Year	0	0
Year 1	0	2
Year 2	0	2
Year 3	0	2
Year 4	0	2
Year 5	0	2

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
Current Year	\$ 0	\$ 0
Year 1	\$ 0	\$ 0
Year 2	\$ 0	\$ 0
Year 3	\$ 0	\$ 0
Year 4	\$ 0	\$ 0
Year 5	\$ 0	\$ 0

IV. Please provide estimates for the following:

A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule 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)	\$__100,000_____
Additional Sales Tax Paid on Additional Purchases	\$__7,500_____
Estimated Additional Sales (1 st full year following project completion)	\$__unknown_____
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$__unknown_____

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
Current Year	3,610.26		
Year 1	3,610.26	4,829	
Year 2	3,610.26	4,829	
Year 3	3,610.26	9,658	
Year 4	3,610.26	9,658	
Year 5	3,610.26	14,486	
Year 6	3,610.26	14,486	
Year 7	3,610.26	19,315	
Year 8	3,610.26	19,315	
Year 9	3,610.26	24,144	
Year 10	3,610.26	24,144	

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

We plan to add two additional mechanics positions.

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>7/10</u> , 20 <u>05</u>	Name of Person Completing Project Questionnaire on behalf of the Company.
	Name: <u>Jill Holl</u>
	Title: <u>Staff Accountant</u>
	Phone Number: <u>607-753-1100 ext 325</u>
	Signature: <u>Jill Holl</u>

**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

July 15, 2015

Carol Rasmussen
Business Development Manager
200 Harrison Street
Jamestown, NY 14701

Re: Narrative for improvements to 153 Jones and Gifford Avenue, Jamestown, NY 14782

Carol,

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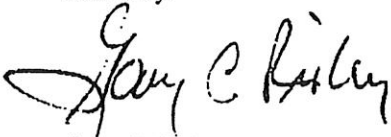
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Sincerely,



Gary C. Risley
General Manager, Suit-Kote Corporation
57 Lister Street
Jamestown, NY 14701
Cell: 716-866-9365

B. Reasons for Project

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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:

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