Application for Financial Assistance

County of Clinton Industrial Development Agency (CCIDA) 137 Margaret Street, Suite 209 Plattsburgh, NY 12901 infoatIDAs@gmail.com

A nonrefundable administrative application fee of \$1500 must be submitted at the time of the application, of which, \$750 will be applied to the project's closing cost. Checks may be made payable to: **The County of Clinton IDA**.

Please submit one (1) electronic copy and two (2) hard copies of the application (and any attachments) and SEQR (if applicable) to the address above. Include the check with the hard copies.

ALL APPLICATIONS <u>MUST BE</u> SUBMITTED TWO WEEKS PRIOR TO THE REGULAR SCHEDULED CCIDA MEETING

For a copy of the meeting schedule as well as the Uniform Tax Exempt Policy (UTEP) go to www.clintoncountyida.com

Application Updated: 7/2016

Note to Applicant:

The information requested by this application is necessary to determine the eligibility of your project for Clinton County Industrial Development Agency (CCIDA) benefits. Please answer all questions, inserting "none" or "not applicable" where appropriate. If you are providing an estimate, please indicate by inserting "est." after the figure. Attach additional sheets if more space is needed for a response than provided.

Please submit two (2) hard copies of the application (and any attachments) and SEQR (if applicable) to CCIDA, 137 Margaret Street, Suite 209, Plattsburgh, NY 12901 ATTN: Executive Director. In addition, please send an electronic version of the entire application and SEQR (if applicable) as well as all attachments to infoatIDAs@gmail.com. Include within the hardcopy, a check made payable to the County of Clinton Industrial Development Agency in the amount of \$1500. Submissions must be made two (2) weeks prior to the regular scheduled meetings of the CCIDA (2nd Monday of each month unless otherwise noted).

Upon submission of this application to the CCIDA, the application becomes a public document. Be advised that any action brought before the CCIDA is public information. All agendas are issued and posted on the CCIDA's website seven (7) days prior to Board meetings. If there is information that the applicant feels is of a proprietary nature, please identify as such, and that information will be treated confidentially to the extent permitted by the law.

By signing and submitting this application, the Applicant acknowledges that it has received a copy of the CCIDA's Uniform Tax Exempt Policy (UTEP) and all other policies mentioned. Policies can be obtained at www.clintoncountyida.com.

A project financed through the CCIDA involves the preparation and execution of significant legal documents. These documents not only comply with New York State law but also conform to CCIDA policies in effect at time of closing (all policies are posted on the website). Please consult with an attorney before signing any documents in connection with the proposed project.

The applicant will receive an engagement letter from the CCIDA's legal counsel. The applicant will then be asked to sign the engagement letter acknowledging it understands that the project is responsible for <u>all</u> CCIDA legal costs related to the project, including when the project is reconveyed. In addition, should the project not close and legal services have been rendered by the CCIDA legal counsel, the applicant will still be responsible for those costs.

If the project requires a public hearing, a representative from the applicant's organization is required to be present. A date will be coordinated by the CCIDA's legal counsel and/or Executive Director. If you have any questions regarding the application or the process, feel free to contact the CCIDA's Executive Director at (518) 565-4600 or infoatIDAs@gamil.com.

PART I: Project Information

PROJECT'S CCIDA APPLICATION # _____(Official Use)

Section A: Assistance

Type of Financial Assistance Requested - [Check One]

Straight Lease - [X	Bond Financing - [Both - []	Other -	-[]
If "Other," Explain	:			
1	Type of Benefits Project is S	Seeking – [Check All	that Apply]	
Real Estate		Mortgage		
Exemption/	Sales Tax Exemption -	~ ~	Tax-Exempt	Other - []
PILOT - [X]	[]	Exemption- [X]	Bonds -	0.000
*Note: If applicant is	seeking bonds, a PILOT and/or			ording tax
additional information	will be required in Part II of th	is application.		
If Other, Explain:				
ii Other, Explain.				
	Section B	: Background		
	Ų-			
1.)				
	he Development Corporation			
Company Point of C	Contact: David Champagne			
	55, Morrisonville, NY 129	62 - 672 Rte 3, Platts	sburgh, NY 1290	1
Phone Number: (5)	18) 563-3100			
Point of Contact's e	e-mail: dfchampagne@thed	evelopcorp.com		
Company Website:	thedevelopcorp.com			

Company NAICS Code: 54199

Employer Identification Number (EIN): 14-1463640

2.) Business Type [Check One]:
[] Private or Public Corporation
If Public, on what exchange is it listed?
[] Subchapter S
[] Sole Proprietorship
[] General Partnership
[] Limited Partnership
[] Limited Liability Company/Partnership
[] DISC
[X] Not-for-profit
[] Other:
State of Incorporation (if applicable): New York 3.) Describe the nature of your business and its principal products and/or services:
The Development Corporation (TDC) is a private not-for-profit organization that owns and manages industrial buildings in two industrial parks in the Greater Plattsburgh regoin. TDC does this with an overarching mission to attract and retain quality jobs and investments in the community.
3a.) Will the project move its facility from another location in New York to Clinton County? Yes [] or No [X]
3b.) Will the project result in the abandonment of an existing facility in New York? Yes [] or No [X]
3c.) If "Yes" to 3a and/or 3b, is the reason for moving to another location in the state to remain competitive in your industry or the state? Yes [] or No []
If "Yes," please explain

4.) Applicant's Stockholders, Directors and Officers (or Partners):

Stockholders/Directors/Officers	Name	Address	Business Affiliation/Percentage Ownership	
President	David Champagne	672 Rte 3, Plattsburgh	Staff - 0% Ownership	
Chairperson	Nate Wilson		Board Member- 0%Ownership	
Secretary	Jesse Ringer	672 Rte 3, Plattsburgh	Board Member- 0%Ownership	
Treasurer	Brian Gladwin	672 Rte 3, Plattsburgh	Board Member- 0%Ownership	

4a.) Has anyone on this list been convicted of a Felony?Yes [] or No [X]

If "Yes," Explain:

4b.) Has anyone on this list filed Bankruptcy? Yes [] or No [X]

If "Yes," Explain:

5.) Applicant's Counsel, Accountant and Bank References:

Applicant's Counsel

Name: Dean Schneller

Firm: Law Offices of Dean Schneller

Address:121 Bridge Street, Plattsburgh, NY 12901

Phone: 518-647-8877

E-mail: dean@schnellerlaw.com

Applicant's Accountant

Name: Rick Martindale

Firm: Martindale Keysor and Company

Address: 24 Margaret Street, Suite #4, Plattsburgh, NY 12901

Phone: 518-563-7717

E-mail: mkc1@westelcom.com

Applicant's Bank Reference(s)

Bank Name: Glens Falls National Bank

Address: 20 Smithfield Blvd, Plattsburgh, NY 12901

Phone: 518-566-6650 Website: gfnational.com

6.) Project Type [Ch	eck All that Apply]:					
[X] Manufacturing	[X] Warehousing	[X] R & D	[] Tax-Exempt			
[] Wind Farm	[] Commercial	[] Retail	[] Medical			
[] Residential	[] Recreation	[] Adaptive Reuse	[] Other			
[] Small Alternative Energy	[] Distributive Service	[] Tourism Destination Facility	•			
*See CCIDA E	Eligible Project Policy j	for definitions <u>www.cli</u>	control) ntoncountyida.com			
If "Other," please exp	lain:					
6a.) Retail Pro	ll the project's facility l	be used in making retai	l sales of physical goods to			
Wi phyIs t	physically visit the facility? Yes [] or No [] o If "Yes" to either of the above, how much of the project's facility will be devoted to said use?					
 Has the project been endorsed by the local municipal chief executive officer or the local municipal governing body? Yes [] or No [] Is the project located in a former Empire Zone? Yes [] or No [] Is the project located in a Distressed Census track (based on the latest decennial Census)? Yes [] or No [] 						
(*Ce	nsus Track Data Available at www	census.gov)				
6b.) Tourism Destination Facility Projects:						
con Clin Con • Is th Con	ne from outside the econton, Essex, Franklin, Funties)? Yes [] or No o If Yes, attach mark the project linked to oth unty? Yes [] or No []	nomic development regardamilton, St. Lawrence [] tet analysis that demonstrate Tourism Facility De	strates said attraction stinations in Clinton			
• Wil	 Will the project agree to pay sales tax and occupancy taxes related to the 					

operation of the facility? Yes [] or No []

• If not operated by a not-for-profit, will the project agree to pay real estate taxes and/or PILOT payments on said facility? Yes [] or No []

7.) Scope of Project [Check All that Apply]:
[X] Construction of a new building
[] Acquisition of land
[] Acquisition of existing building
[] Renovations to existing building
[] Construction of addition to existing building
[] Acquisition of machinery and/or equipment
[] Installation of machinery and/or equipment
[] Other (specify)
7a.) Have you filled out any environmental assessment forms with other government entities? Yes [] or No [X] (If "yes," attach)
7b.) Has SEQR already been commenced by a lead government agency? Yes [] or No [X] (If yes, please attach)
*Note: All projects involving construction, expansion or modification of an existing site <u>must</u> fill out Part III - SEQR of this application. If SEQR has already been determined and approved by the municipality please attached to Part III of this application.
8.) Explain your proposed project in detail. This description should include explanation of all of the activities/operations which will occur due to this project; the location (address) and tax map data of the site; the dimensions of new/modifications building(s) & type of construction. Also attach photo of the site, preliminary plans, sketches and/or floor plans of proposed project:
New construction of a 60,000 SF building partitioned for three tenants. The building is planned with office area and entrances in the front of the building and warehousing/manufacturing area with truck access in the back of the building, all with associated site improvements. The new construction will occur on Industrial Blvd. in the Town of Plattsburgh in the Air Industrial Park. The parcel number is 2202-2
Additional Information:
(8a) Estimated Start Date: Spring 2020

(8b)	Estimated	Completion	Date:	XXX
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- (8c) Zoning Classification of the Project: XXX
- (8d) Legal owner of the site or building: The Development Corporation
- (8e) Most Recent use of the site and/or building: Vacant/Undeveloped
- 8(f) Municipality Project is located in: Town of Plattsburgh
- 8(g) School District Project is located in: Beekmantown
- 8(h) Is there an existing or proposed lease for this project? Yes [] or No [X] (If yes, attach a copy)
- 8(i) Is there a purchase option or other legal or common control in the project? Yes [] or No [X] If yes, attach copy or describe participation:
- 8(j) List the major equipment to be acquired as part of the project. Please provide a detailed inventory of said equipment when one becomes available.

N/A			

8(k) Is there now or does the applicant believe there will be significant opposition to the proposed project? Yes [] or No [X]

If "Yes," Explain:

9.) On-site Utilities and Providers:

Type:	Provider:		
Water	Town of Plattsburgh		
Sewer	Town of Plattsburgh		
Electric	NYSEG		
Gas	NYSEG		
Broadband	Primelink		

Section C: Project Costs

10.) What is the estimated Total Project Cost? (Note: More in-depth information will be required in Part II of this application)

Category	Costs		
Land	\$ 1,622,000		
Building	\$ 4,001,000		
Equipment	\$ 0		
Other	\$ 0		
Total:	\$ 5,623,000		

If citing "Other," Explain:

10(a) Both Clinton County and the CCIDA have policies that encourage the use of local labor. Is the applicant willing to consider the use of local labor? Yes [X] or No []

11.) Financing Sources:

11(a) State the sources reasonably necessary for the financing of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

Description of Sources	Amount
Private Sector Financing	\$_4,000,000 est.
Public Sector	\$ _0
Federal Programs	\$_0
State Programs	\$_0 -
Local Programs	\$
Applicant Equity	\$_1,623,000 est.
Other (specify, e.g., tax credits)	
	\$
	\$
TOTAL AMOUNT OF PROJECT FINANCING SOURCES	\$_5,623,000

11(b) Have any of the above expenditures already been made by the applicant? Yes; No X If yes, indicate particulars.
11(c) Amount of loan requested: \$_0; Maturity requested:N/A_years.
11(d) Has a commitment for financing been received as of this application date, and if so, from whom?
Yes; NoX . Institution Name:
Name: Phone:
11(f) The percentage of Project costs to be financed from public sector sources is estimated to equal the following:0%
11(g) The total amount estimated to be borrowed to finance the Project is equal to the following: \$_4,000,000 est.

*Note: Attach an outline of the financing package that is expected to be utilized for this project including dollar amounts and funding sources

Section D: Employment Information

12.) Employment Impact

12(a) Indicate the number of people presently employed at the Project site and the additional number that will be employed at the Project site at the end of the first and second years after the Project has been completed, using the tables below for (1) employees of the Applicant, (2) independent contractors, and (3) employees of independent contractors. (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

TYPE	OF E	MPI	LOYM	ENT
Emp	loyees	of a	Applic	ant

	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	0	0	0	0	0
Present Part Time	0	0	0	0	0
Present Seasonal	0	0	0	0	0
First Year Full Time	TBD	TBD	TBD	TBD	TBD
First Year Part Time	TBD	TBD	TBD	TBD	TBD
First Year Seasonal	TBD	TBD	TBD	TBD	0TBD
Second Year Full Time	TBD	TBD	TBD	TBD	TBD
Second Year Part Time	TBD	TBD	TBD	TBD	TBD
Second Year Seasonal	TBD	TBD	TBD	TBD	TBD

TYPE OF EMPLOYMENT
Independent Contractors

	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	0	0	0	0	0
Present Part Time	0	0	0	0	0
Present Seasonal	0	0	0	0	0

First Year Full Time	TBD	TBD	TBD	TBD	TBD
First Year Part Time	TBD	TBD	TBD	TBD	TBD
First Year Seasonal	TBD	TBD	TBD	TBD	TBD
Second Year Full Time	TBD	TBD	TBD	TBD	TBD
Second Year Part Time	TBD	TBD	TBD	TDB	TDB
Second Year Seasonal	TBD	TBD	TBD	TBD	TBD

TYPE OF EMPLOYMENT Employees of Independent Contractors					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	0	0	0	0	0
Present Part Time	0	0	0	0	0
Present Seasonal	0	0	0	0	0
First Year Full Time	TBD	TBD	TBD	TBD	TBD
First Year Part Time	TBD	TBD	TBD	TBD	TBD
First Year Seasonal	TBD	TBD	TBD	TBD	TBD
Second Year Full Time	TBD	TBD	TBD	TBD	TBD
Second Year Part Time	TBD	TBD	TBD	TBD	TBD
Second Year Seasonal	TBD	TBD	TBD	TBD	TBD

B. Indicate below (1) the estimated salary and fringe benefit averages or ranges and (2) the estimated number of employees residing in the North Country Economic Development Region for all the jobs at the Project site, both retained and created, listed in the tables described in subsection A above for each of the categories of positions listed in the chart below.

	RELATED EMPL	OYMENT INFO	RMATION	
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled
Estimated Salary and Fringe Benefit Averages or Ranges	See Attached Letter			
Estimated Number of Employees Residing in the North Country Economic Development Region ¹	See Attached Letter			

C. Please describe the projected timeframe for the creation of any new jobs with respect to the undertaking of the Project:

This project is targeted to be completed by the end of 2020. This facility is being built on speculation and it is difficult to determine the number of employees without having a confirmed tenant for the space. It is anticipated that there will be tenants within one year of construction completion.

* FTE: Any combination of (2) two or more part-time jobs that when combined together, constitute the equivalent of a job of at least 35 hours per week.

¹ The North Country Economic Development Region consists of the following counties: Clinton, Essex, Franklin, Hamilton, Jefferson, Lewis, and St. Lawrence.

Section E: Representations and Certification by Applicant

David F. Champagne, III (name of authorized representative of the Applicant submitting application) deposes and says that he/she is President and CEO (Title) of The Development Corporation (hereinafter referred to as the "Applicant"), the corporation/partnership/limited liability company named in this Application; that he/she has read the foregoing Application and knows the content thereof, that the same is true to his/her knowledge.

Deponent further says that the reason this verification is made by the deponent and not by the Applicant is because the said Applicant is a legal entity - corporation/partnership/limited liability company - as opposed to an actual person. The grounds of the deponent's belief relative to all matters in said Application which are not upon his/her own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of the Application as well as acquired by the deponent in the course of his/her duties, as an officer and from the books and papers of the Applicant.

On behalf of said Applicant, deponent acknowledges and agrees that the Applicant shall be and is responsible for all costs incurred by the County of Clinton Industrial Development Agency (hereinafter referred to as the "Agency") acting on behalf of the attached application whether or not the application, the project it describes, the attendant negotiations and financial assistance is carried to successful conclusion. 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 that application (or if in cases of bonds the Agency or the Applicant are unable to find buyers willing to purchase the total bond issue requested), then, and in that event, upon presentation of invoice, the Applicant shall pay to the Agency, its agents or assigns all actual costs involved in conduct of the application, up to that date and time, including fees of Agency counsel. A nonrefundable filing fee of \$1,500 is required with this application, of which, \$750 will be applied to the project closing costs (Make check payable to: County of Clinton IDA). Upon successful closing of the transaction and/or sale of the required bond issue, the Applicant shall pay to the Agency an administrative fee set by the Agency not to exceed an amount equal to .75% of the total benefited transaction. The cost incurred by the Agency and paid by the Applicant, including the Agency's counsel and the administrative fee, may be considered as a cost of the project and included as part of the resultant transaction. The Applicant should also be aware that the Applicant is responsible for all fees and legal costs incurred by the Agency for re-conveyance of titles at the end of the project. The Agency reserves the right to visit the project site on an annual basis during the benefit period.

Agency Financial Assistance Required for Project. The Project would not be undertaken but for the Financial Assistance provided by the Agency or, if the Project could be undertaken without the Financial Assistance provided by the Agency, then the Project should be undertaken by the Agency for the following reasons:

N/A

<u>Relocation or Abandonment</u>. The provisions of subdivision one of Section 862 of the General Municipal Law will not be violated if Financial Assistance is provided for the Project.

Compliance with Article 18-A of the New York General Municipal Law. The applicant confirms and hereby acknowledges that as of the date of this application, the applicant is in substantial complaince with all provisions of

Article 18-A of the New York General Munucipal Law, including, but not not limited to, the provision of Section 859-a and Section 862(1) thereof.

<u>Compliance with Federal, State, and Local Laws</u>. The applicant is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.

<u>False or Misleading Information</u>. The applicant understands that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemptions claimed by reason of Agency involvement in the Project.

Absence of Conflicts of Interest. The applicant acknowledges that the members, officers and employees of the Agency are listed on the Agency's website. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

Additional Information. Additional information regarding the requirements noted in this Application and other requirements of the Agency is included the Agency's Policy Manual which can be accessed at http://www.clintoncountyida.com/.

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.

(CEO/President of Company)

NOTARY

Sworn to before me this

(seal)

BARBARA SHUTE

Notary Public, State of New York No. 01SH6191934

Qualified in Clinton County

Commission Expires Aug/25/20

Note to Applicant:

The 2013 New York State Budget, enacted on March 28, 2013, established new recordkeeping, reporting, and recapture requirements for industrial development agency projects that receive New York State ("NYS") sales tax exemptions, including projects granted assistance by County of Clinton Industrial Development Agency ("CCIDA").

These new NYS sales tax recording and reporting requirements for industrial development agency projects include the following requirements:

- 1. CCIDA must keep records of the amount of sales tax benefits provided to each project and make those records available to NYS upon request.
- CCIDA must report to NYS, within 30 days after providing financial assistance to a
 particular project, the amount of sales tax benefits expected to be provided to such
 project.
- 3. CCIDA must post on the internet and make available without charge copies of its resolutions and project agreements.

The legislation now requires that CCIDA to recapture NYS sales tax benefits where:

- 1. The project is not entitled to receive those benefits;
- 2. The exemptions exceed the amount authorized by CCIDA, or are claimed for unauthorized property or services; or
- 3. The project operator failed to use property or services in the manner required by its agreements with CCIDA.

What this means for CCIDA Projects:

- 1. Companies requesting a sales tax exemption from CCIDA must include in their application the value of the savings they anticipate receiving. Note that the new regulations require that CCIDA must recapture any benefit that exceeds the amount listed in a company's application. Accordingly, please ensure that you provide a realistic estimate of the sales tax exemptions which you are requesting.
- 2. Projects subject to recapture must remit payment within 20 days of a request from CCIDA.
- 3. All project agreements and resolutions will now be publicly available on CCIDA's website.
- 4. CCIDA's policy has always been to allow project operators to request certain information be redacted if the project can demonstrate that its release would result in substantial harm to the project's competitive position.

^{*}Note: Per the CCIDA UTEP, all Project receiving sales tax benefits are required to submit their ST-340s or risk losing said benefit.

PART II: COST BENEFIT ANALYSIS

Please answer all questions either by filling in blanks or by attachment

$\underline{\textbf{SECTION F-FINANCING STRUCTURE:}}$

1. Tax-Exempt Financing Requested [Check	
X	Straight Lease Transaction
	Tax-Exempt Bonds
	Sales Tax Exemption Until completion date
X	Mortgage Tax Abatement
X	Real Property Tax Abatement/PILOT Other -
	Explain:
	Scoring Criteria (see attachment C); indicate the mine the Type of real property tax abatement the
Tyne III Tyne II XI Tyne	HII[] Deviation[](check one)
	The state of the s
Describe: See attached UTEP Methodology	
SECTION C. BROL	ECT OHECTIONNAIDE
SECTION G - PROJ	ECT QUESTIONNAIRE:
1. Name of Project Beneficiary ("Company")	The Development Corporation
2. Municipality Project is Located	Town of Plattsburgh
3. School District Project is Located	Beekmantown
4 Estimated Amount of Project Benefits Sou	oht:

A. Amount of Bonds Sought:	\$_0
 B. Value of Sales Tax Exemption Sought	\$
C. Value of Real Property Tax Exemption Sought	\$_186,877.94
D. Value of Mortgage Recording Tax Exemption Sought (Clinton County MRT = 1%; as of 9/1/13)	\$_20,000 - 40,000

SECTION H - PROJECTED PROJECT INVESTMENT:

A.	Land-Related Costs	
1.	Land acquisition	\$_0
2.	Site preparation	\$ 1,622,000
3.	Landscaping	\$_Included in Site
4.	Utilities and infrastructure development	\$_Included in Site
5.	Access roads and parking development	\$_Included in Site
6.	Other land-related costs (describe)	\$

B.	Building-Related Costs	
1.	Acquisition of existing structures	\$_0
2.	Renovation of existing structures	\$_0
3.	New construction costs	\$_3,232,000 est.
4.	Electrical systems	\$_340,000 est.
5.	Heating, ventilation and air conditioning	\$ <u>216,000</u> est.
6.	Plumbing	\$_213,000 est.
7.	Other building-related costs (describe)	\$_0
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	\$0
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	\$_Included in building cost
2.	Accounting/legal	\$0
3.	Other service-related costs (describe)	\$ <u>0</u>
G.	Other Costs	
1.	Mortgage Amount not included in above costs	\$
2.	·	\$

H. Summary of Expenditures	
1. Total Land Related Costs	\$_1,622,000
2. Total Building Related Costs	\$_4,001,000
3. Total Machinery and Equipment Costs	\$_0
4. Total Furniture and Fixture Costs	\$_0
5. Total Working Capital Costs	\$_0
6. Total Professional Service Costs	\$ N/A
7. Total Other Costs	\$ 0
TOTAL PROJECT COSTS	\$_5,623,000

SECTION I - PROJECTED CONSTRUCTION EMPLOYMENT IMPACT:

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

Year	Construction Jobs	Construction Jobs		
	(Annual wages and benefits \$40,000 and under)	(Annual wages and benefits over \$40,000)		
Current Year	0	42		
Year 1	TBD	TBD		
Year 2	0	0		
Year 3	0	0		
Year 4	0	0		
Year 5	0	0		

2. 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	\$_2,116,000	\$TBD		
Year 1	\$TBD	\$TBD		
Year 2	\$_0	\$0		
Year 3	\$_0	\$_0		
Year 4	\$_0	\$_0		
Year 5	\$_0	\$_0		

SECTION J - PROJECTED PERMANENT EMPLOYMENT IMPACT:

1. Please provide estimates of total existing permanent jobs (FTE) to be preserved or retained as a result of the Project: FTE: Any combination of (2) two or more part-time jobs that when combined together, constitute the equivalent of a job of at least 35 hours per week.

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

2. Please provide estimates of total new permanent jobs (FTE) to be created at the Project:

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

3. 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

4. Provide estimates for the Creation of New Job Skills relating to permanent jobs. List the projected new job skills for the new permanent jobs to be created as a result of the undertaking of the project by the applicant

Number of Positions Created	Wage Rate	
*See Note Below	*See Note Below	

^{*}This facility is being built on speculation and it is difficult to determine the number of positions that will be created, what new job skills will be created or what the wage rate will be without having a confirmed tenant for the space

SECTION K - PROJECTED OPERATING IMPACT:

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

Additional Purchases (1st year following project completion)	\$_* See note below
Additional Sales Tax Paid on Additional Purchases	\$
Estimated Additional Sales (1 st full year following project completion	\$
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$

^{*} This building is being built on speculation and it is difficult to determine the projected operating impact without having a confirmed tenant for the space.

2. Please provide estimates for impacts of other economic benefits expected to be produced as a result of the Project not mentioned in this application:

The Development Corporation (TDC) is a non-profit organization with a nearly 60-year history of bringing new jobs and investment to, and growing existing companies in, Clinton County, NY. The building being constructed does not yet have tenants identified for its occupancy. TDC has a long history of hosting companies that bring higher skill jobs and value-added investments to the area, including those within the transportation equipment and aerospace manufacturing cluster. TDC facility occupancy rates have exceeded 90% for several years, therefore the organization is confident that the building being constructed will quickly be filled by a tenant who aligns with TDC's mission of bringing quality jobs and investment to the area. The identified parcel for this project is adjacent to other recent developments including Norsk Titanium and Monaghan Medical. This portion of the "Air Industrial Park" on Industrial Blvd. in the Town of Plattsburgh is also near planned construction of road infrastructure, funded in part by support of TDC, the Town of Plattsburgh, and Clinton County, along with federal funds. These investments will make this planned facility more attractive to prospective tenants.

CBA QUESTIONNAIRE CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire.

I affirm under penalty of perjury that all statements made in this Questionnaire are true, accurate and complete to the best of my knowledge.

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: January 28, 20 20	Name of Person Completing Project Questionnaire on behalf of the Company.
	Name: Danielle King Title: Business Development Manager
	Phone Number: 518-563-3100 Signature:

APPLICATION ATTACHMENT A:

Acknowledgements and Yearly Filings

As a condition to issuing financial assistance to the applicant the County of Clinton Industrial Development Agency is required by the New York State Comptroller's office to obtain the following supplementary information <u>yearly</u> for the duration of the transaction:

- 1. Outstanding balance at beginning and end of year and principal payments made during year.
- 2. The current interest rate for bonds (for adjustable rate bonds the rate at the end of the year is needed).
- 3. Current year tax exemptions for county, local (towns) and school taxes.
- 4. PILOT (Payment in lieu of taxes) payments made each year to county, local and school taxing authorities.
- 5. Documentation and affidavits regarding the use of local construction workers in the construction phase of the Project. See Use of Local Labor Policy and Attachment D of this application.
- 6. Once project is authorized, report the number of full-time, part-time and seasonal workers employed in terms of FTE (as defined in this application).
- 7. Submit NY-45 Form (with employee identification blacked-out) showing 4Q monthly data regarding salary and employment levels. Also include an average salary.

In addition to the above, in reporting the first year the CCIDA need:

- 1. An amortization schedule showing the planned principal reduction each year for the life of the issue.
- 2. The amount exempted for:
 - (a) sales tax
 - (b) mortgage recording tax
- 3. Each year of construction Sale tax and documents (ST-60, ST-340, ST-123, etc.).

This information is required by January 31st of each succeeding year and shall be submitted in writing to the County of Clinton Industrial Development Agency, 137 Margaret Street, Suite 209, Plattsburgh, NY 12901. (Fax: 518-565-4616)

We have reviewed, understand and will comply w	ith the above, as required by the New York State
Comptroller's Office.	
Name: De Very	_ Title: _ Coulent (CEO
Date: 28 January 2020	

APPLICATION ATTACHMENT B

County of Clinton IDA Fee Schedule:

Adopted: 5/13/13 Revised 3/21/16 Revised 2/13/17

Туре	Cost	Description	
Application Fee	\$1500	The Agency will charge a nonrefundable administrative application fee for finance transactions equal to \$1500 upon submission of an application by a project. \$750 is a non-refundable administrative fee. The remaining \$750 will be applied to the project's closing costs.	
Fee Issuances for Bonds, Refinancing or Straight Lease Transactions	.75 of 1%	The Agency will charge said fee on the total benefited project costs. Such fee shall be payable upon the successful conclusion of the sale of obligations (bonds) or upon the execution and delivery of the documents providing financial assistance (straight lease not involving bonds). Fees shall be applied towards administrative costs to the Agency and are non-refundable.	
Modification/Amendment Transactions Fees	\$500	The Agency will charge a nonrefundable modification/amendment transaction fee per instance (post-closing) equal to \$500 upon the submission of a letter to the Agency explaining in detail the requested action to modify or amend existing documents previously executed by the Agency. Fees shall be applied towards administrative costs to the Agency and are non-refundable.	
Reconveyance of a Straight Lease Fees Not Involving New Financial Assistance	\$500	The Agency will charge a nonrefundable reconveyance administrative fee for straight lease transactions. The project is responsible for paying all legal costs and/or other third party costs incurred by the Agency on behalf of the project. Fees shall be applied towards administrative costs to the Agency and are non-refundable	
Special Meeting Fee	\$500	The Agency will charge a nonrefundable administrative fee for a special meeting of the IDA held at the project's request.	
IDA Legal Fees	Varies	The project is responsible for paying all legal costs and/or other third party costs incurred by the Agency on behalf of the project. Fees shall be applied towards administrative costs to the Agency and are non-refundable.	

^{*}The Agency Board reserves the right to determine and impose other administrative fees on Agency projects in consideration for financial assistance being granted by the Agency and/or the costs incurred by the Agency. The Agency may provide for a different application fee and/or a different administrative fee for a particular project by resolution duly adopted by the Agency Board.

APPLICATION ATTACHMENT C

CCIDA UTEP PILOT Scoring Criteria

Variable/ Threshold	Permanent Payroll Level in Terms of # of Jobs Created	% of Average County Wage	# of Potential Spin-off Jobs	Local Business Impact and/or Community Investment Reviewing appropriate level yearly	Educational Benefits Reviewing appropriate levels/year	Value of Real Property	Totals:
Level 1 (1 point)	Less than 100 jobs within 5 years	At least 75% for new jobs	Less than 100 verifiable Spin off jobs	Need for local industry/services is low e.g. insurance, banking, trucking Belong to Chamber	Low level such as school visits/ school-to-work	\$500k-\$1.5x10 ⁶	
Level 2 (2 pts)	100 - 300 jobs	At least 100% for new jobs	100-300 verifiable Spin off jobs	Use local industrial suppliers & services/rav materials/parts Or Reuse abandoned facility	Limited Support/ Learn to Earn Internships underwrite facilities or programs	\$1.5 - 5.0 x 10 ⁶	
Level 3 (3 pts)	300+ jobs within 5 years	At least 150% for new jobs	300+ verifiable Spin off jobs	Demonstrate synergy with local services, suppliers and manufacturers Or Reclaim brownfield/adaptive re-use of facilities.	Major support to schools and colleges Scholarships (NMSQT); internships; sponsorships underwrite faculty \$10,000	\$5.0 x 10 ⁶ +	
Totals:							

Scoring

6 points or less - Category 1 benefits
7-11 points - Category 2 benefits
12 points or more - Category 3 benefits

APPLICATION ATTACHMENT D

CONSTRUCTION EMPLOYMENT AGREEMENT

Recognizing the mission of County of Clinton Industrial Development Agency (the "Agency") to promote construction employment opportunities for residents of Clinton County, New York and in consideration of the extension of financial assistance by the Agency for the project which is the subject of this application (the "Project"), The Development Corporation (the "Company") understands that it is the Agency's policy that benefiting private entities should employ New York State residents and agrees to provide the information requested below as a way to provide local construction opportunities. The Company also agrees to provide an estimate of the number, type and duration of construction jobs to be created through Agency assistance, whether employment is gained directly through the Company, its general contractor, or individual vendors.

Upon completion of the Project, the Company shall, if requested by the Agency, submit to the Agency a Construction Completion Report in which is identified names and business addresses of the prime contractor, subcontractors and vendors engaged in the construction of the Project.

Relevant Company Information:	General Contractor, if determined:		
Company: The Development Corporation Company representative for Contract Bids and Awards: Roger Livernois	Contractor: Luck Builders, Inc. Representative: Ron Nolland		
Mailing Address: PO Box 955 Morrisonville, NY 12962	Mailing Address: 73 Trade Road Plattsburgh, NY 12901		
Phone: 518-563-3100 Fax: 518-562-2232 Email: ralivernois@thedevelopcorp.com	Phone: 518-561-4321 Fax: 518-561-9028 Email: ron@luckbros.com		

Construction start date is estimated to be April 2020 with occupancy to be taken on (estimated)?

Construction	Duration of	# to be
Phase or	Construction	employed
Process	Phase	
Site Work	TBD	TBD
Exterior Structure	TBD	TBD
nterior Work	TBD	TBD
Punch List	TBD	TBD
Substantial Comp	etion TBD	TBD
Cert. Occupancy	TBD	TBD

Construction Phase or Process	Duration of Construction Phase	# to be employed

January	28,	2020	
Dated			

The Development Corporation

Signed Danielle King Business Development Mgr

Printed Name and Position

CCIDA UTEP Methodology for TDC Building 23 Project

Permanent Payroll Level in Terms of # Jobs Created

Score: 1

Less than 100 jobs within 5 years. Being a spec building, we can not speculate on the total number of jobs a tenant will create.

% of Average County Wage

Score: 0-1

It is difficult to determine what tenant might lease the space and the value of wages they would provide.

Potential Spin-Off Jobs

Score: 1

Less than 100 verifiable spin-off jobs.

Local Business Impact and/or Community Investment

Score: 3

TDC strives to use local industrial suppliers and services/raw materials for its construction projects and repairs to existing buildings when possible.

Educational Benefits Score: 3

TDC invests in the community through its Education and Workforce Development Committee. They provide funding to educational programs in the amount of approximately \$40,000. In addition, TDC is developing a new workforce development initiative budgeted at \$100,000 to support the development of a skilled labor pool and the training needs of our tenants.

Value of Real Property

Score: 2-3

The total project is valued at over \$5,600,000. However it is unknown at what value the property will be assessed at once completed.



January 28, 2020

Ms. Renee McFarlin
Executive Director
County of Clinton Industrial Development Agency
137 Margaret Street, Suite 209
Plattsburgh, NY 12901

Dear Ms. McFarlin,

The Development Corporation (TDC) is a not-for-profit organization with a nearly 60-year history of attracting investment to, and growing existing companies in, Clinton County, NY. The building proposed to be constructed on Industrial Boulevard in the Air Industrial Park does not yet have a confirmed tenant. TDC is proposing to construct the building because of its consistently high (>90%) occupancy rate and the lack of industrial space throughout Clinton County. TDC cannot continue to seek and grow investment without sufficient, quality, building inventory.

TDC's buildings across two industrial parks in the Greater Plattsburgh consist of nearly 700,000 square feet of industrial space which house 19 companies, employing several hundred people. Because of this, combined with ongoing interest from new and expanding companies for industrial space in Clinton County, we can conservatively estimate that at least five new manufacturing jobs will be created in this new building, including higher-level and skilled positions. It can be assumed, based on wage data, that these positions will be above the average salary in the county – given that the average annual wage in Clinton County is \$44,871 across all industries, and \$52,026 in the manufacturing sector.

The identified parcel for this project is adjacent to other recent developments including Norsk Titanium and Monaghan Medical. This portion of the Air Industrial Park on Industrial Blvd. in the Town of Plattsburgh is also near planned construction of road infrastructure, funded in part by support of TDC, the Town of Plattsburgh, and Clinton County, along with federal funds. These investments will make this planned facility more attractive to prospective tenants and will support business attraction efforts through the growing cluster effect. Along with consistently high TDC facility occupancy rates, the organization is confident that the building being constructed will quickly be filled by a tenant who aligns with TDC's mission of bringing quality jobs and investment to the area.

Sincerely,

David F. Champagne, III President/CEO

Short Environmental Assessment Form Part 1 - Project Information

Instructions for Completing

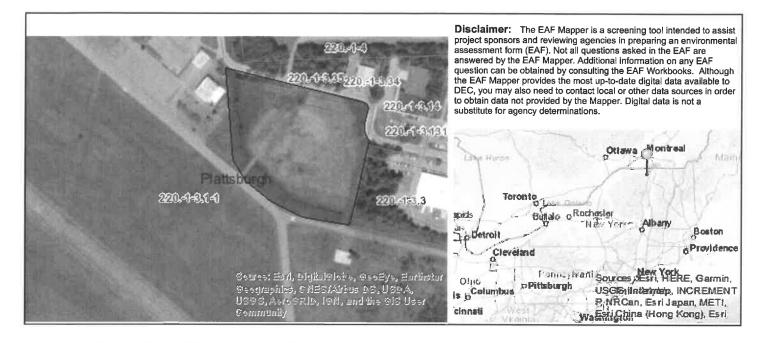
Part 1 – Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 – Project and Sponsor Information			
Name of Action or Project:			
The Development Corp Site Plan Amendment 2020			
Project Location (describe, and attach a location map):			
Northwest comer of Tax Map Parcel 2202-2			
Brief Description of Proposed Action:			
Construct a new 5,000 square foot office facility on a site that has recently been approved for the construction of a 60,000 SF facility with related site improvements. The new building will be accessed from the internal site roadway with no new curb cuts and will be served by public utilities within the road right-of-way.			
Name of Applicant or Sponsor:	Telephone: 518-563-3100	0	
The Development Corp. Clinton County, New York	E-Mail:		
Address:	L Willi.		
672 State Route 3			
City/PO:	State:	Zip Code:	
Plattsburgh	NY	12901	
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that			
may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			
2. Does the proposed action require a permit, approval or funding from any other government Agency? NO YES			
If Yes, list agency(s) name and permit or approval: Town of Plattsburgh Building Permit			
3. a. Total acreage of the site of the proposed action? b. Total acreage to be physically disturbed? c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor? 8.95 acres 0.31 acres 8.95 acres			
4. Check all land uses that occur on, are adjoining or near the proposed action:			
5. Urban Rural (non-agriculture) Industrial Commercia	al Residential (subur	ban)	
☐ Forest ☐ Agriculture ☐ Aquatic ☐ Other(Spec			
☐ Parkland			

5. Is the proposed action,	NO	YES	N/A
a. A permitted use under the zoning regulations?		V	
b. Consistent with the adopted comprehensive plan?		V	
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?		NO	YES
o. Is the proposed action consistent with the predominant character of the existing built of flatural failuscape:			V
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area?		NO	YES
If Yes, identify:		\checkmark	
		NO	YES
8. a. Will the proposed action result in a substantial increase in traffic above present levels?		7	
b. Are public transportation services available at or near the site of the proposed action?		Ħ	7
c. Are any pedestrian accommodations or bicycle routes available on or near the site of the proposed action?		<u></u>	
9. Does the proposed action meet or exceed the state energy code requirements?		NO	YES
If the proposed action will exceed requirements, describe design features and technologies:			
			\checkmark
10. Will the proposed action connect to an existing public/private water supply?		NO	YES
If No, describe method for providing potable water:			
		Ш	\checkmark
11. Will the proposed action connect to existing wastewater utilities?			
		NO	YES
If No, describe method for providing wastewater treatment:			
		ш	V
12. a. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district	t	NO	YES
which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the		✓	
State Register of Historic Places?	İ		
		✓	\Box
b. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory?		بيت	_
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?		NO	YES
		Ш	V
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?		V	
If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres:			
		41.1	

14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply:		
☐ Shoreline ☐ Forest ☐ Agricultural/grasslands ☐ Early mid-successional		
☐Wetland ☐ Urban ☑ Suburban		
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or	NO	YES
Federal government as threatened or endangered?		
	V	Ш
16. Is the project site located in the 100-year flood plan?	NO	YES
	V	
17. Will the proposed action create storm water discharge, either from point or non-point sources?	NO	YES
If Yes,		\checkmark
a. Will storm water discharges flow to adjacent properties?		V
b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)?		V
If Yes, briefly describe:		
Storm Management Area		
18. Does the proposed action include construction or other activities that would result in the impoundment of water	NO	YES
or other liquids (e.g., retention pond, waste lagoon, dam)? If Yes, explain the purpose and size of the impoundment:		
Storm Water Management		
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste	NO	YES
management facility? If Yes, describe:		
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or	NO	YES
completed) for hazardous waste? If Yes, describe:		
I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BE MY KNOWLEDGE	ST OF	
Applicant/sponsor/name:		
Signature:Title:		



Part 1 / Question 7 [Critical Environmental Area]	No
Part 1 / Question 12a [National or State Register of Historic Places or State Eligible Sites]	No
Part 1 / Question 12b [Archeological Sites]	No
Part 1 / Question 13a [Wetlands or Other Regulated Waterbodies]	Yes - Digital mapping information on local and federal wetlands and waterbodies is known to be incomplete. Refer to EAF Workbook.
Part 1 / Question 15 [Threatened or Endangered Animal]	No
Part 1 / Question 16 [100 Year Flood Plain]	No
Part 1 / Question 20 [Remediation Site]	No

