



INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR FINANCIAL ASSISTANCE

DATE: 9-10-18

APPLICATION OF: 243 Gorham Street LLC
Name of Owner and/or User of Proposed Project

ADDRESS: 100 Savannah Street
Rochester, New York 14607

Type of Application: Tax-Exempt Bond Taxable Bond
 Straight Lease (Lease/Leaseback) Refunding Bond



Great opportunities grow here.

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Part I: Owner & User Data

1. Owner Data:

*** Please note, the term "Owner" refers to the owner of the real property upon which the Agency will be granting benefits. The term "User", used later in this application, refers to the operating company utilizing the real property, if different from the Owner. ***

A. Owner (Applicant for assistance): 243 Gorham Street LLC
Address: 100 Savannah Street
Rochester, New York 14607
Federal Employer ID #: 81-2487306 Website: _____
NAICS Code: 531110
Owner Officer Certifying Application: Don Lasher
Title of Officer: Member
Phone Number: 585-546-6459 E-mail: Don@capstonered.com

B. Business Type:
Sole Proprietorship Partnership Privately Held
Public Corporation Listed on _____
State of Incorporation/Formation: New York State

C. Nature of Business:
(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")
Real Estate Holding Company

D. Owner Counsel:
Firm Name: Phillips Lytle LLP
Address: 28 E. Main Street, Suite 1400
Rochester, New York 14614
Individual Attorney: Mr. Ryan Lown
Phone Number: 585-238-2056 E-mail: RLown@phillipslytle.com

E. Principal Stockholders, Members or Partners, if any, of the Owner (5% or more equity):

Name	Percent Owned
Don Lasher	50%
Ken Desrosiers	50%

F. Has the Owner, or any subsidiary or affiliate of the Owner, or any stockholder, partner, member, officer, director or other entity with which any of these individuals is or has been associated with:

- i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (if yes, please explain)

No.

- ii. been convicted of a felony, or misdemeanor, or criminal offense (other than a motor vehicle violation)? (if yes, please explain)

No.

G. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the Owner, list all other organizations which are related to the Owner by virtue of such persons having more than a 50% interest in such organizations.

Not Applicable.

H. Is the Owner related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

Not Applicable.

I. List parent corporation, sister corporations and subsidiaries:

Not Applicable.

J. Has the Owner (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

No.

K. List major bank references of the Owner:

Mr. Brendon Crossing, Vice President Commercial Services

Canandaigua National Bank

2. User Data

** (if different from Owner)**

A. User (together with the Owner, the "Applicant"): _____

Address: _____

Federal Employer ID #: _____ Website: _____

NAICS Code: _____

User Officer Certifying Application: _____

Title of Officer: _____

Phone Number: _____ E-mail: _____

B. Business Type:

Sole Proprietorship Partnership Privately Held

Public Corporation Listed on _____

State of Incorporation/Formation: _____

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

D. Are the User and the Owner Related Entities? Yes No

i. If yes, the remainder of the questions in this Part I, Section 2 (with the exception of "F" below) need not be answered if answered for the Owner.

ii. If no, please complete all questions below.

E. User's Counsel:

Firm Name: _____

Address: _____

Individual Attorney: _____

Phone Number: _____

E-mail: _____

F. Principal Stockholders or Partners, if any (5% or more equity):

Name	Percent Owned
_____	_____
_____	_____
_____	_____

G. Has the User, or any subsidiary or affiliate of the User, or any stockholder, partner, officer, director or other entity with which any of these individuals is or has been associated with:

i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (if yes, please explain)

ii. been convicted of a felony or criminal offense (other than a motor vehicle violation)? (if yes, please explain)

H. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the User, list all other organizations which are related to the User by virtue of such persons having more than a 50% interest in such organizations.

I. Is the User related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

J. List parent corporation, sister corporations and subsidiaries:

K. Has the User (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

L. List major bank references of the User:

Part II – Operation at Current Location

*****(if the Owner and the User are unrelated entities, answer separately for each)*****

1. Current Location Address: _____

2. Owned or Leased: _____

3. Describe your present location (acreage, square footage, number buildings, number of floors, etc.):

4. Type of operation (manufacturing, wholesale, distribution, retail, etc.) and products and/or services:

5. Are other facilities or related companies of the Applicant located within the State?
Yes No

A. If yes, list the Address: _____

6. If yes to above ("5"), will the completion of the project result in the removal of such facility or facilities from one area of the state to another OR in the abandonment of such facility or facilities located within the State? Yes No

A. If no, explain how current facilities will be utilized: _____

- B. If yes, please indicate whether the project is reasonably necessary for the Applicant to maintain its competitive position in its industry or remain in the State and explain in full:

7. Has the Applicant actively considered sites in another state? Yes No

A. If yes, please list states considered and explain: _____

8. Is the requested financial assistance reasonably necessary to prevent the Applicant from moving out of New York State? Yes No

A. Please explain: _____

9. Number of full-time employees at current location and average salary: _____

Part III – Project Data

1. Project Type:

A. What type of transaction are you seeking?: (Check one)

Straight Lease (Lease-Leaseback) Taxable Bonds

Tax-Exempt Bonds Equipment Lease Only

B. Type of benefit(s) the Applicant is seeking: (Check all that apply)

- Sales Tax Exemption Mortgage Recording Tax Exemption
PILOT Agreement:

2. Location of project:

A. Street Address: 243 Gorham Street, Canandaigua, New York

B. Tax Map: District _____ Section _____ Block _____ Lot(s) _____

C. Municipal Jurisdiction:

- i. City/Town: Canandaigua
ii. Village: _____
iii. School District: Canandaigua

D. Acreage: 12.382

3. Project Components (check all appropriate categories):

- A. Construction of a new building Yes No
i. Square footage: _____
- B. Renovations of an existing building Yes No
i. Square footage: 79,950 SF
- C. Demolition of an existing building
i. Square footage: 40,000 SF
- D. Land to be cleared or disturbed Yes No
i. Square footage/acreage: 8 acres
- E. Construction of addition to an existing building Yes No
i. Square footage of addition: _____
ii. Total square footage upon completion: _____
- F. Acquisition of an existing building Yes No
i. Square footage of existing building: _____
- G. Installation of manufacturing machinery and/or Equipment Yes No
i. List principal items or categories of equipment to be acquired: _____
-
- H. Installation of non-manufacturing machinery and/or Equipment Yes No
ii. List principal items or categories of equipment to be acquired: _____
-

**** Please note, no benefits will be granted to the Applicant until the transaction has closed ****

Part IV – Project Costs and Financing

1. Project Costs:

A. Give an accurate estimate of cost necessary for the acquisition, construction, renovation, improvement and/or equipping of the project location:

<u>Description</u>	<u>Owner Amount</u>	<u>User Amount</u>
Land and/or building acquisition	\$ <u>498,000.</u>	\$ _____
Building(s) demolition/construction	\$ <u>544,640.</u>	\$ _____
Building renovation	\$ <u>13,392,659.</u>	\$ _____
Site Work	\$ <u>1,691,636.</u>	\$ _____
Manufacturing Machinery & Equipment	\$ _____	\$ _____
Other Machinery and Equipment	\$ _____	\$ _____
Legal Fees	\$ <u>22,000.</u>	\$ _____
Architectural/Engineering Fees	\$ <u>136,772</u>	\$ _____
Financial Charges	\$ <u>465,394.</u>	\$ _____
Other (Specify)	\$ _____	\$ _____
Total Project Costs	\$ <u>16,751,101.</u>	\$ _____

2. Method of Financing:

	Amount	Term
A. Tax-exempt bond financing:	\$ _____	_____ years
B. Taxable bond financing:	\$ _____	_____ years
C. Conventional Mortgage:	\$ <u>13,400,881.</u>	_____ years
D. SBA (504) or other governmental financing:	\$ _____	_____ years
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ _____	
F. Other loans:	\$ _____	_____ years
G. Owner/User equity contribution:	\$ <u>3,350,220</u>	_____ years
Total Financing	\$ <u>16,751,101.</u>	

i. What percentage of the project costs will be financed from public sector sources? (divide the number from "Total Project Costs" under 1A above by D and E above)

0%

3. Project Financing:

A. Have any of the above costs been paid or incurred (including contracts of sale or purchase orders) as of the date of this application? Yes No

i. If yes, provide detail on a separate sheet.

B. Are costs of working capital, moving expenses, work in progress, or stock in trade included in the proposed uses of bond proceeds? Give details or mark as not applicable:

Not Applicable.

C. Will any of the funds borrowed through the Agency be used to repay or refinance an existing mortgage or outstanding loan? Give details or mark as not applicable:

Not Applicable.

D. Has the Applicant made any arrangements for the marketing or the purchase of the bond or bonds? If so, indicate with whom:

Not Applicable.

Part V – Project Benefits

1. Mortgage Recording Tax Benefit:

A. Mortgage Amount for exemption (include sum total of construction/permanent/bridge financing):

\$ 13,400,881.

B. Estimated Mortgage Recording Tax Exemption (Mortgage Amount above multiplied by

0.75%) \$ 100,507.

2. Sales and Use Tax Benefit:

A. Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax (such amount to benefit from the Agency's exemption):

\$7,500,000. _____

B. Estimated State and local Sales and Use Tax exemption (Figure above multiplied by 7.5%):

\$562,500. _____

C. If your project has a landlord/tenant (owner/user) arrangement, please provide a breakdown of the number in "B" above:

i. Owner: \$ _____

ii. User: \$ _____

3. Real Property Tax Benefit:

A. Identify and describe if the project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit: _____

B. Agency PILOT Benefit:

i. Term of PILOT requested: 15 years

ii. Upon acceptance of this application, the Agency staff will create a PILOT schedule and indicate the estimated amount of PILOT Benefit based on anticipated tax rates and assessed valuation and attached such information to Exhibit A hereto. At such time, the Applicant will certify that it accepts the proposed PILOT schedule and requests such benefit to be granted by the Agency.

*** This application will not be deemed complete and final until Exhibit A hereto has been completed and executed.***

Part VI – Employment Data

1. List the Applicant's and each users present employment, and estimates of (i) employment at the proposed project location at the end of year one and year two following project completion and (ii) the number of residents of the Finger Lakes Economic Development Region ("FLEDR")* that would fill the full-time and part-time jobs at the end of year second year following completion:

	<u>Present</u>	<u>First Year</u>	<u>Second Year</u>	<u>Residents of FLEDR</u>
Full-Time	<u>0</u>	<u>2</u>	<u>2</u>	<u>2</u>
Part-Time	<u>0</u>	<u>2</u>	<u>2</u>	<u>2</u>

* The FLEDR includes Ontario, Monroe, Yates, Wyoming, Genesee, Orleans, Seneca, Livingston and Wayne Counties.

2. Annual Salary and Fringe Benefits:

Category of Jobs to be Retained and Created	Average Salary or Range of Salary	Average Fringe Benefits or Range of Fringe Benefits
Salary Wage Earners	\$45,000 - 55,000	\$12,000 - 15,000
Commission Wage Earners		
Hourly Wage Earners	\$30,000 - 35,000	\$12,000 - 15,000
1099 and Contract Workers		

Note: The Agency reserves the right to visit the facility to confirm that job creation numbers are being met.

Part VII – Representations, Certifications and Indemnification

1. Is the Applicant in any litigation which would have a material adverse effect on the Applicant’s financial condition? (if yes, furnish details on a separate sheet)

Yes No

2. Has the Applicant or any of the management of the Applicant, the anticipated users or any of their affiliates, or any other concern with which such management has been connected, been cited for a violation of federal, state or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution or other operating practices? (If yes, furnish details on a separate sheet)

Yes No

3. Is there a likelihood that the Applicant would not proceed with this project without the Agency’s assistance? (If yes, please explain why; if no, please explain why the Agency should grant the benefits requested)

Yes No

Without the requested benefits the project is not financially viable and the facility

would likely be left vacant and in further disrepair.

4. If the Applicant is unable to obtain financing for the project, what would be the impact on the Applicant and on the municipality?

Without financing for the project it will not occur. The facility would remain vacant

and real estate taxes would remain relatively minuscule.

5. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

Initial DL

6. The Applicant understands and agrees that in accordance with Section 858-b(2) of the General Municipal Law, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the project will be listed with the New York State Department of Labor, Community Services Division and with the administrative entity of the service delivery area created pursuant to the Job Training Partnership Act (PL 97-300) in which the project is located (collectively, the "Referral Agencies"). The Applicant also agrees, that it will, except as otherwise provided by collective bargaining contracts or agreements to which they are parties, first consider for such new employment opportunities persons eligible to participate in federal job training partnership programs who shall be referred by the Referral Agencies

Initial DL

7. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving financial assistance for the proposed project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

Initial DL

8. The Applicant confirms and acknowledges 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 exemption claimed by reason of the Agency's involvement the Project.

Initial DL

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

Initial DL

10. In accordance with Section 862(1) of the New York General Municipal Law the Applicant understands and agrees that projects which result in the removal of an industrial or manufacturing plant of the project occupant from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the project occupant within the State is ineligible for financial assistance from the Agency, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the project in its respective industry or to discourage the project occupant from removing such other plant or facility to a location outside the State.

Initial DL

11. The Applicant represents and warrants that to the Applicant's knowledge neither it nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners, and none of their respective employees, officers, directors, representatives or agents is, nor will they become a person or entity with who United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury (including those named on OFAC's Specially Designated and Blocked Persons List or under any statute, executive order including the September 24, 2001, Executive Order Block Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism, or other governmental action and is not and will not assign or otherwise transfer this Agreement to, contract with or otherwise engage in any dealings or transactions or be otherwise associated with such persons or entities.

Initial DL

12. The Applicant confirms and hereby acknowledges it has received the Agency's fee schedule attached hereto as Schedule A and agrees to pay such fees, together with any expenses incurred by the Agency, including those of Transaction Counsel, with respect to the Facility. The Applicant agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the project.

Initial DL

13. The Applicant confirms and hereby acknowledges it has received the Agency's Local Labor and Local Content Policy attached hereto as Schedule B and agrees to comply with the same.

Initial DL

14. The Applicant hereby agrees to comply with Section 875 of the General Municipal Law. The Company further agrees that the financial assistance granted to the project by the Agency is subject to recapture pursuant to Section 875 of the Act and the Agency's Recapture and Termination Policy, attached hereto as Schedule C.

Initial DL

Part VIII – Submission of Materials

1. Financial statements for the last two fiscal years (unless included in the Applicant's annual report).
2. If publicly held, Applicant's annual reports (or 10-K's if publicly held) for the two most recent fiscal years.
3. If publicly held, Quarterly reports (form 10-Q's) and current reports (form 8-K's) since the most recent annual report, if any.
4. In addition, please attach the financial information described in items A, B, and C of any expected guarantor of the proposed bond issue.
5. Completed Short or Long Environmental Assessment Form.
6. Most recent quarterly filing of NYS Department of Labor Form 45, as well as the most recent fourth quarter filing. Please remove the employee Social Security numbers and note the full-time equivalency for part-time employees.

(Remainder of Page Intentionally Left Blank)

Part IX – Certification

Dan Lashner (name of representative of company submitting application) deposes and says that he or she is the MANAGING DIRECTOR (title) of 243 GARLAND STREET LLC, the corporation (company name) named in the attached application; that he or she has read the foregoing application and knows the contents thereof; and that the same is true to his or her knowledge.

Deponent further says that s/he is duly authorized to make this certification on behalf of the entity named in the attached Application (the "Applicant") and to bind the Applicant. The grounds of deponent's belief relative to all matters in said Application which are not stated upon his/her personal knowledge are investigations which deponent has caused to be made concerning the subject matter this Application, as well as information acquired by deponent in the course of his/her duties in connection with said Applicant and from the books and papers of the Applicant.

As representative of the Applicant, deponent acknowledges and agrees that Applicant shall be and is responsible for all costs incurred by the Ontario County Industrial Development Agency (hereinafter referred to as the "Agency") in connection with this Application, the attendant negotiations and all matters relating to the provision of financial assistance to which this Application relates, whether or not ever 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 the application or if the Applicant is unable to find buyers willing to purchase the total bond issue required, then upon presentation of invoice, Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred with respect to the application, up to that date and time, including fees to bond or transaction counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion and sale of the transaction contemplated herein, the Applicant shall pay to the Agency an administrative fee set by the Agency in accordance with its fee schedule in effect on the date of the foregoing application, and all other appropriate fees, which amounts are payable at closing.

Dan Lashner
Representative of Applicant

Sworn to me before this 10th
Day of SEPTEMBER, 2019

(seal)



ROCKY GRUTTADAURIA
Notary Public - State of New York
No. 01GR6366015
Qualified in Monroe County
My Commission Expires October 23, 2021

EXHIBIT A

Proposed PILOT Schedule

Upon acceptance of the Application and completion of the Cost Benefit Analysis, the Agency will attach the proposed PILOT Schedule, together with the estimates of net exemptions based on estimated tax rates and assessment values to this Exhibit.

SCHEDULE A

**ONTARIO COUNTY INDUSTRIAL DEVELOPMENT AGENCY
FEE SCHEDULE**

Fee	Amount
Application	\$750.00
Lease/Leaseback	1.00% of benefited amount
Termination	\$500.00
Modification (<i>per occurrence</i>)	\$500.00
Annual Compliance (<i>monitoring investment & jobs, PARIS Reporting, etc. </i>)	\$1,000.00 per year for Lease/Leaseback

SCHEDULE B

Agency's Local Content/Local Labor Policy

a) Projects must use at least 80% Local Labor for the construction or renovation of new, expanded, or renovated facilities. "Local Labor" is defined as persons residing in Ontario, Monroe, Livingston, Seneca, Wayne, or Yates Counties. A waiver process will be available for projects requiring specialty contractors and/or involving significant cost increases due to local labor requirements.

b) Projects must purchase at least 80% of the building materials used by the applicant, its contractors or sub-contractors and used in connection with the acquisition, construction, and equipping of the facility are purchased from within Ontario, Monroe, Livingston, Seneca, Wayne, or Yates Counties. A waiver process will be available for projects

SCHEDULE C

Agency's Recapture Policy

The Agency, in its sole discretion and on a case-by-case basis, may determine (but shall not be required to do so) with respect to a particular project to require the project applicant to agree to the recapture by the Agency of the value of any or all exemptions from taxation granted with respect to the project by virtue of the Agency's involvement. Events that the Agency may determine will trigger termination and/or recapture may include, but shall not be limited to, the following:

- (1) sale or closure of facility;
- (2) significant employment reduction;
- (3) significant change in use of facility;
- (4) significant change in business activities of project applicant or operator; or
- (5) material noncompliance with or breach of terms of Agency transaction documents or of zoning or land use laws or regulations or federal, state or local worker protection, tax, or environmental laws or regulations.
- (6) an Event of Default under the Lease Agreement, Installment Sale Agreement, PILOT Agreement, Mortgage, Environmental Compliance and Indemnification Agreement and/or any other Agency documents.

If the Agency determines to provide for termination and/or recapture with respect to a particular project, the Agency also shall, in its sole discretion and on a case-by-case basis, determine the timing of termination and/or percentage of recapture.

In the case of the events listed above, the Agency may alternatively terminate exemptions and abatements without recapture, at its discretion.

In addition to the provisions for recapture set forth above, the Agency may, in its sole discretion and on a case-by-case basis, terminate and/or require recapture of benefits with respect to any project or project applicant for:

- (1) failure to respond to Agency inquiries concerning payments of principal and interest;
- (2) failure to respond to Agency inquiries concerning insurance coverage or failure to provide insurance certificates when and as required by the Agency transaction documents;
- (3) failure to respond to Agency inquiries regarding payment of monies in lieu of taxes;
- (4) failure to respond to Agency inquiries or to provide facts requested by the Agency in connection with any proceedings or determinations pursuant to Paragraph D or Paragraph E of this Policy;
- (5) failure to respond to inquiries of the Agency or failure to provide the Agency with any information or documents requested by the Agency in order to provide any federal, state or local agency with information or reports required under any applicable law, rule or regulation;
- (6) failure to provide any other information concerning the project or the project applicant or any project operator requested by the Agency.

