



## INDUSTRIAL DEVELOPMENT AGENCY

### APPLICATION FOR FINANCIAL ASSISTANCE

DATE: 4/20/2020

APPLICATION OF: The Solar Village Company LLC  
Name of Owner and/or User of Proposed Project

ADDRESS: 33 Forge Ave Geneva, NY 14456

Type of Application:  Tax-Exempt Bond  Taxable Bond  
 Straight Lease  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): The Solar Village Company LLC

Address: 212 Carter Rd Geneva, NY 14456

\_\_\_\_\_

Federal Employer ID #: 81-4768861 Website: www.solar-village.com

NAICS Code: 236110

Owner Officer Certifying Application: Tracey O. Wallace

Title of Officer: President

Phone Number: 315-521-1095 E-mail: tracey@solarhomefactory.com

B. Business Type:

Sole Proprietorship  Partnership  Limited Liability Company

Privately Held  Public Corporation  Listed on \_\_\_\_\_

State of Incorporation/Formation: NY

C. Nature of Business:

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

Residential Development Company

D. Owner Counsel:

Firm Name: Heaton and Venuti

Address: 118 Genesee St  
Geneva, NY 14456

\_\_\_\_\_

Individual Attorney: Mark Venuti

Phone Number: (315) 789-4549 E-mail: mark@heatonandvenuti.com

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

Name	Percent Owned
Tracey O'Donnell Wallace	100%
_____	_____
_____	_____

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.

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:

See Schedule E

I. List parent corporation, sister corporations and subsidiaries:

See Schedule E

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

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K. List major bank references of the Owner:

Jim King - Lyons National Bank - 315-781-5000 - jking@bankwithlnb.com

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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  Limited Liability Company

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")

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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:

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J. List parent corporation, sister corporations and subsidiaries:

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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:

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L. List major bank references of the User:

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**Part II – Operation at Current Location**

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

1. Current Location Address: 33 Forge Ave Geneva, NY 14456

2. Owned or Leased: Owned

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

Manufacturing Facility: 17.1 Acres, Zoned F-1 Industrial in City of Geneva.  
1 Building, 5000sqft

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

Manufacturing of modular housing units.

5. Are other facilities or related companies of the Applicant located within the State?

Yes  No

A. If yes, list the Address: Solar Home Factory LLC, 33 Forge Ave Geneva, NY 14456

6. Will the completion of the project result in the removal of any facility or facilities of the Applicant from one area of the state to another OR in the abandonment of any facility or facilities of the Applicant located within the State? Yes  No

A. If no, explain how current facilities will be utilized: Current facilities will continue to produce housing including new single family housing in proposed development

- 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: 19 Employees. \$40,313.94 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: 212 Carter Rd Geenva, NY 14456

B. Tax Map: District \_\_\_\_\_ Section \_\_\_\_\_ Block \_\_\_\_\_ Lot(s) \_\_\_\_\_  
323000 90.00-1-73.000

C. Municipal Jurisdiction:

- i. City/Town: Town of Geneva
- ii. Village: \_\_\_\_\_
- iii. School District: Geneva Central School District

D. Acreage: 33.7

3. Project Components (check all appropriate categories):

- A. Construction of a new building  Yes  No
  - i. Square footage: 67824
- B. Renovations of an existing building  Yes  No
  - i. Square footage: \_\_\_\_\_
- C. Demolition of an existing building
  - i. Square footage: \_\_\_\_\_
- D. Land to be cleared or disturbed  Yes  No
  - i. Square footage/acreage: 11.89 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: \_\_\_\_\_

4. Current Use at Proposed Location:

A. Does the Applicant currently hold fee title to the proposed location? **YES**

i. If no, please list the present owner of the site: \_\_\_\_\_

B. Present use of the proposed location: Singe Family Residence

C. Is the proposed location currently subject to an IDA transaction (whether through this Agency or another?)  Yes  No

i. If yes, explain: \_\_\_\_\_

D. Is there a purchase contract for the site? (if yes, explain):  Yes  No

E. Is there an existing or proposed lease for the site? (if yes, explain):  Yes  No

5. Proposed Use:

A. Describe the specific operations of the Applicant or other users to be conducted at the project site: Operation of a 72-unit, mixed income mulifamily development. All-inlcusive rents are prices to not exceed 30% of household income at 81% of Ontario County Media Household Income.

B. Proposed product lines and market demands: 72 Townhomes targeting downsizing retirees and families seeking lower maintenance costs increased community services.

C. If any space is to be leased to third parties, indicate the tenant(s), total square footage of the project to be leased to each tenant, and the proposed use by each tenant:

n/a

D. Need/purpose for project (e.g., why is it necessary, effect on Applicant's business):

The PILOT enables lower rents and faciliitates public infrasturcutre extentions for the construction of 20 single family homes that will be assessed at FULL MARKET value.

E. Will any portion of the project be used for the making of retail sales to customers who personally visit the project location? Yes  No

- i. If yes, what percentage of the project location will be utilized in connection with the sale of retail goods and/or services to customers who personally visit the project location? \_\_\_\_\_

6. Project Work:

A. Has construction work on this project begun? If yes, complete the following:

- i. Site Clearance: Yes  No  % COMPLETE \_\_\_\_\_
- ii. Foundation: Yes  No  % COMPLETE \_\_\_\_\_
- iii. Footings: Yes  No  % COMPLETE \_\_\_\_\_
- iv. Steel: Yes  No  % COMPLETE \_\_\_\_\_
- v. Masonry: Yes  No  % COMPLETE \_\_\_\_\_
- vi. Other: \_\_\_\_\_

B. What is the current zoning?: R-5

C. Will the project meet zoning requirements at the proposed location?

Yes  No

D. If a change of zoning is required, please provide the details/status of the change of zone request: \_\_\_\_\_  
\_\_\_\_\_

E. Have site plans been submitted to the appropriate planning board? Yes  No

7. Project Completion Schedule:

A. What is the proposed commencement date for the acquisition and the construction/renovation/equipping of the project?

- i. Acquisition: \_\_\_\_\_
- ii. Construction/Renovation/Equipping: July 2020

B. Provide an accurate estimate of the time schedule to complete the project and when the first use of the project is expected to occur: 17 Month Schedule. Rolling Occupancy.

1st Building Occupancy in January 2021. December 2021 Completion

*\*\* 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>133,884</u>	\$ _____
Building(s) demolition/construction	\$ <u>8,917,833</u>	\$ _____
Building renovation	\$ <u>0</u>	\$ _____
Site Work	\$ <u>1,085,581</u>	\$ _____
Manufacturing Machinery & Equipment	\$ <u>152,113</u>	\$ _____
Other Machinery and Equipment	\$ <u>0</u>	\$ _____
Legal Fees	\$ <u>64,960</u>	\$ _____
Architectural/Engineering Fees	\$ <u>148,598</u>	\$ _____
Financial Charges	\$ <u>541,430</u>	\$ _____
Other (Specify) Operating Escrow	\$ <u>575,480</u>	\$ _____
<b>Total Project Costs</b>	<b>\$ <u>10,434,298</u></b>	<b>\$ _____</b>

2. Method of Financing:

	Amount	Term	
A. Tax-exempt bond financing:	\$ _____	_____ years	
B. Taxable bond financing:	\$ _____	_____ years	1,148,950
C. Conventional Mortgage:	\$ <u>8,839,942</u>	<u>40</u> years	769,1037
D. SBA (504) or other governmental financing:	\$ _____	_____ years	
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ <u>1,331,162</u>	<b>NYSERDA</b>	
F. Other loans:	\$ _____	_____ years	
G. Owner/User equity contribution:	\$ <u>278,215</u>	_____ years	
<b>Total Financing</b>	<b>\$ <u>10,434,298</u></b>		

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)

12.7%

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:

n/a

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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:

n/a

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

n/a

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### **Part V – Project Benefits**

1. **Mortgage Recording Tax Benefit:**

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

\$ 8,839,942

B. Estimated Mortgage Recording Tax Exemption (product of Mortgage Amount above and 0.0075):

\$ 66299.56

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):

\$ 5,195,115

B. Estimated State and local Sales and Use Tax exemption (product of 7.5% and figure above):

\$ 389,633.68

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

i. Owner: \$ n/a

ii. User: \$ n/a

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: No

B. Agency PILOT Benefit:

i. Term of PILOT requested: 10 Year

ii. Upon acceptance of this application, the Agency staff will create a PILOT schedule and attach such information to Exhibit A hereto. Applicant hereby requests such PILOT benefit as described on Exhibit A.

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

**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:

Present number of employees: 19

First Year:

2020	Jan	Feb	Mar	Apr	June	July	Aug	Sept	Oct	Nov	Dec	Total
Full-time					19	19	24	26	28	40	40	
Part-time												

Second Year:

2021	Jan	Feb	Mar	Apr	June	July	Aug	Sept	Oct	Nov	Dec	Total
Full-time	40	40	40	40	40	40	40	40	40	40	40	
Part-time												

Residents of FLEDR:

Full-Time: 36

Part-Time: \_\_\_\_\_

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

\*\* Agency staff converts Part-Time jobs into FTEs for state reporting purposes by dividing the number of Part-Time jobs by two (2).

2. 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	58,160	
Commission Wage Earners	n/a	
Hourly Wage Earners	\$19.12 / \$38,240	\$13.95 / \$27,900yr
1099 and Contract Workers		

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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

A PILOT allows a direct reduction in the lease rates, thereby increasing occupancy rates and facilitating financing. Financing options are severely limited for higher-rate rentals with lower occupancy rates.

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

At least 10 existing positions will not be retained (\$600K annual ) and 25 new positions will not be creted (\$1.6M)

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5. 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 **TW** \_\_\_\_\_

6. 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 as well as may lead to other possible enforcement actions.

Initial **TW** \_\_\_\_\_

7. 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 **TW** \_\_\_\_\_

8. 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 **TW** \_\_\_\_\_

9. 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 TW

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

Initial TW

11. 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 Policy, attached hereto as Schedule C.

Initial TW

#### **Part VIII – Submission of Materials**

1. Financial statements for the last two fiscal years (unless included in the Applicant's annual report).
2. Applicant's annual reports (or 10-K's if publicly held) for the two most recent fiscal years.
3. 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.

**Pursuant to Title 19 of the New York Codes, Rules, and Regulations Part 250.1(c), the Agency must post the completed application to its website. At the request of the Applicant, the Agency may delete or redact from copy posted to the website portions of its records that are specifically exempted from disclosure pursuant to Article 6 of the Public Officers Law. The Applicant shall be responsible for requesting any such redaction, and the Agency shall not be responsible to redact or delete any information not requested by the Applicant.**



**Part X – Certification**

Tracey O. Wallace (name of representative of entities submitting application) deposes and says that he or she is the Owner (title) of The Solar Village Company LLC, the entities 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 entities 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 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.

The Applicant hereby subscribes and affirms under the penalties of perjury that the information provided in this Application is true, accurate and complete to the best of his or her knowledge

\_\_\_\_\_  
Representative of Applicant

Sworn to me before this \_\_\_\_\_  
Day of \_\_\_\_\_, 20 \_\_\_\_\_

\_\_\_\_\_  
(seal)

**\*\* Note: If the entities named in this Application are unrelated and one individual cannot bind both entities, Parts VII, IX and X of this Application must be completed by an individual representative for each entity \*\***

## **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 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 &amp; 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.

**SCHEDULE D**  
**Agency's Uniform Project Evaluation Criteria Policy**

**UNIFORM PROJECT EVALUATION CRITERIA POLICY**  
**ONTARIO COUNTY**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
**EFFECTIVE June 20, 2016**

Pursuant to Section 859-a(5) of Title 1 of Article 18-A of the New York State General Municipal Law (the “**Act**”), the Ontario County Industrial Development Agency (the “**Agency**”) is required to establish uniform criteria for the evaluation and selection of projects for each category of projects for which financial assistance will be provided by the Agency. This Uniform Evaluation Criteria Policy was adopted pursuant to resolution enacted by the members of the Agency on June 20, 2016.

**I. Steps Prior to Project Approval**

Prior to the approval of the provision of financial assistance by the Agency for any project, the following must occur:

- 1) The Agency must assess all of the material information included in connection with the application for financial assistance, as necessary to afford a reasonable basis for the decision by the Agency to provide such assistance;
- 2) The Agency must prepare a written cost benefit analysis (the “**Cost Benefit Analysis**”), identifying the following:
  - a. the retention or creation of permanent, private sector jobs attributable to the project;
  - b. the estimated value of the tax exemptions provided;
  - c. the amount of private sector investment likely to be generated by the project;
  - d. the likelihood of accomplishing the project in a timely fashion;
  - e. the extent to which the project will provide additional sources of revenue for municipalities and school districts; and
  - f. any other public benefits that might occur as a result of the project;
- 3) The applicant for assistance must state that, as of the date of the application, it is in substantial compliance with all provisions of the Act; and
- 4) If the project involves the removal or abandonment of a facility or plant within the State of New York, notification by the Agency to the chief executive officer of the municipality or municipalities in which the facility or plant was located.



## **II. Project Categories and Evaluation Criteria**

The following is a list of various project categories and the criteria by which projects will be evaluated by the Agency. The Agency, in its discretion, shall evaluate each project based on the totality of applicable factors, taking into account the total economic impact, and no one factor may be determinative. In any case where a project may be categorized by more than one category listed below, the evaluative criteria for each applicable project category should be applied to the applicable component of the project.

### **1) Manufacturing/Warehousing/Distribution Projects**

- a. For Manufacturing/Warehousing/Distribution Projects, the Agency should consider the following criteria, as applicable:
  - i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Wage rates (above median wage for the area);
  - v. Regional wealth creation (percent of sales or customers from outside the area);
  - vi. In region purchases (percentage of overall purchases for project);
  - vii. Research and development;
  - viii. Investments in energy efficiency;
  - ix. Land use factors; and
  - x. Retention/flight risk of applicant.

### **2) Agricultural/Food Processing Projects**

- a. For Agricultural/Food Processing Projects, the Agency should consider the following criteria, as applicable:
  - i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Wage rates (above median wage for the area);
  - v. Regional wealth creation (percent of sales or customers from outside the area);
  - vi. In region purchases (percentage of overall purchases for project);
  - vii. Research and development;
  - viii. Investments in energy efficiency;
  - ix. Land use factors
  - x. Retention/flight risk of applicant

### **3) Adaptive Reuse/Community Development Projects**

- a. For Adaptive Reuse/Community Development Projects, the Agency should consider the following criteria, as applicable:
  - i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Increased property value of the project site;
  - v. Increased revenue, if any, to local taxing jurisdiction;
  - vi. Distressed census tracts;
  - vii. Age of structure, designation as historic site;
  - viii. Elimination of slum or blight;
  - ix. Vacancy of sight;
  - x. LEED/Renewable resources;
  - xi. Alignment with local planning and development efforts;
  - xii. Site has delinquent taxes;
  - xiii. Project/developer's return on investment;
  - xiv. Impediments to conventionally finance project.

#### 4) Tourism Projects

- a. For Tourism Projects, the Agency should consider the following criteria, as applicable:
  - i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Regional wealth creation (percent of sales or customers from outside the area);
  - v. Increased revenue, if any, to local taxing jurisdictions;
  - vi. Market/Feasibility Study;
  - vii. Proximity/support of regional tourism attractions;
  - viii. Local official(s) support;
  - ix. In region purchases, support of local vendors;
    - x. Sales taxes, hotel taxes and other tax revenues to be generated at the Facility;
    - xi. LEED/Renewable resources.

#### 5) Other Retail Projects

- a. For Other Retail Projects, the Agency should consider the following criteria:
  - i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Regional wealth creation (percent of sales or customers from outside the area);

- v. Increased revenue, if any, to local taxing jurisdictions;
- vi. The applicable exemption to the retail restriction under the Act;
- vii. Market Study (for goods or services not readily available);
- viii. Distressed census tracts;
- ix. Urban or town center location;
- x. Elimination of slum or blight;
- xi. Alignment with local planning and development efforts;
- xii. Sales taxes and other tax revenues to be generated at the Facility.

6) Back Office/Data or Call Center Projects

- a. For Back Office/Data or Call Center Projects, the Agency should consider the following criteria, as applicable:
  - i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Wage rates (above median wage for area);
  - v. Regional wealth creation (percent of sales or customers from outside the area);
  - vi. In region purchases (percentage of overall purchases for project);
  - vii. Supports local business or cluster;
  - viii. Retention/flight risk of applicant; and
  - ix. LEED/Renewable resources.

7) Energy Production Projects

- a. For Energy Production Projects, the Agency should consider the following criteria, as applicable:
  - i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Wage rates (above median wage for area);
  - v. In region purchases (percentage of overall purchases for project);
  - vi. Advances renewable energy production/transmission goals;
  - vii. How the project advances renewable energy production/transmission goals; and
  - viii. The need being met for the municipality and/or region.

8) Affordable Housing Projects

- a. For Affordable Housing Projects, the Agency should consider the following criteria:
  - i. The information provided in the Cost Benefit Analysis;

- ii. The impact, if any, from local labor construction for the project;
- iii. The number of residents at or below median income for community;
- iv. Market/Feasibility study;
- v. Distressed census tract;
- vi. Alignment with local planning and development efforts;
- vii. Located in areas that have inadequate affordable housing supply;
- viii. Urban or town center location;
- ix. Local official(s) support;
- x. Project/developer's return on investment;
- xi. Impediments to conventionally finance project.

#### 9) Senior Housing Projects

a. For Senior Housing Projects, the Agency should consider the following criteria:

- i. The information provided in the Cost Benefit Analysis;
- ii. The capital investment being made by the applicant;
- iii. The impact, if any, from local labor construction for the project;
- iv. The number of residents at or below median income for community;
- v. Market/Feasibility study;
- vi. Distressed census tract;
- vii. Alignment with local planning and development efforts;
- viii. Urban or town center location;
- ix. Local official(s) support;
- x. Located in areas that serve below median income seniors;
- xi. Project/developer's return on investment;
- xii. Project promotes walkable community areas;
- xiii. Impediments to conventionally finance project; and
- xiv. Project provides specific senior amenities.

#### 10) Market Rate Housing Projects

a. For Market Rate Housing Projects, the Agency should consider the following criteria:

- i. The information provided in the Cost Benefit Analysis;
- ii. The capital investment being made by the applicant;
- iii. The impact, if any, from local labor construction for the project;
- iv. Market/Feasibility study;
- v. Distressed census tract;
- vi. Alignment with local planning and development efforts;
- vii. Urban or town center location;
- viii. Local official(s) support;
- ix. Located in areas that have inadequate housing supply;
- x. Project/developer's return on investment;
- xi. Project promotes transit oriented or walkable community areas; and

xii. Impediments to conventionally finance project

11) Other Projects

- a. For Other Projects, the Agency should consider the following criteria:
- i. The information provided in the Cost Benefit Analysis;
  - ii. The capital investment being made by the applicant;
  - iii. The impact, if any, from local labor construction for the project;
  - iv. Alignment with local planning and development efforts;
  - v. Other factors as determined by the Agency to be relevant to the project.