

5/3/2024

1. Project	Old Thompson Road, LLC	:	2. Project Number	3103-24-04C
3. Location	DeWitt		4. School District	East Syracuse-Minoa
5. Tax Parcel(s)	02205-14.1		6. Project Type Village -	Expansion
		42.550.000	O. Tabilitate	466
7.Total Project Cost	\$	13,650,000	8. Total Jobs	166
Land Acquisition			8A. Job Retention	141
Site Work/Demo			8B: Job Creation	25
Building Construction & Renovation	\$	10,350,000	(Next 5 Years)	
Furniture & Fixtures				
Equipment	\$	3,300,000		
Project Soft Cost	•	, .		

<b>Community Investment / Abatement</b>	Old Thompson Road, LLC	Project Description
Fisca	il Impact (\$)	
Abatement Summary	\$1,553,798	
Sales Tax Abatement	\$640,000	
Mortgage Tax Abatement	\$83,100	
Property Tax Relief (PILOT)	\$830,698	
Community Investment	\$132,374,246	Old Thompson Road, LLC is proposing to design and construct an approximate 82,320 SF extension to their existing facility.
PILOT Payments	\$3,423,046	or execusion to their existing rulinty.
Project Salaries and Benefits Estimated (10 yrs)	\$113,560,000	
Construction Benefit Estimate	\$1,741,200	
Total Project Cost	\$13,650,000	
Investment:Abatement Ratio	85.19 :1	

# Old Thompson Road, LLC A) PILOTS Estimate Table Worksheet

\$	7,993,500
1	
\$	10,350,000
,	,,
	4.744.400
\$	4,744,102
\$	12,737,602
¢	2,697,178
Ψ	2,001,110
\$	3,423,046
	\$

PILOT YEAR	Year	Exemption %	Co	County PILOT Amount		i lown i		School District		Total PILOT		Full Tax Payment w/o PILOT		t Exemption
Existing PILOT	2024	Existing PILOT	\$	21,963.00	\$	20,143.00	\$	104,908.00	\$	147,014.00	\$	247,971.15	\$	100,956.33
Existing PILOT	2025	Existing PILOT	\$	25,479.00	\$	23,368.00	\$	121,703.00	\$	170,550.00	\$	252,930.57	\$	82,380.36
1	2026	100%	\$	29,127.00	\$	26,714.00	\$	139,127.00	\$	194,968.00	\$	337,123.80	\$	142,155.80
2	2027	90%	\$	34,707.96	\$	32,439.15	\$	167,647.78	\$	234,794.89	\$	365,293.92	\$	130,499.02
3	2028	80%	\$	40,499.81	\$	38,382.51	\$	197,253.47	\$	276,135.78	\$	394,454.89	\$	118,319.12
4	2029	70%	\$	46,510.13	\$	44,550.95	\$	227,976.17	\$	319,037.25	\$	424,637.06	\$	105,599.81
5	2030	60%	\$	49,347.28	\$	47,835.15	\$	243,622.96	\$	340,805.39	\$	433,129.80	\$	92,324.41
6	2031	50%	\$	52,279.32	\$	51,232.90	\$	259,804.43	\$	363,316.65	\$	441,792.39	\$	78,475.74
7	2032	40%	\$	55,308.90	\$	54,747.43	\$	276,535.71	\$	386,592.03	\$	450,628.24	\$	64,036.21
8	2033	30%	\$	58,438.75	\$	58,382.04	\$	293,832.31	\$	410,653.11	\$	459,640.81	\$	48,987.70
9	2034	20%	\$	61,671.67	\$	62,140.14	\$	311,710.17	\$	435,521.99	\$	468,833.62	\$	33,311.64
10	2035	10%	\$	65,010.53	\$	66,025.21	\$	330,185.61	\$	461,221.36	\$	478,210.29	\$	16,988.93
TOTAL			\$	492,901.35	\$	482,449.49	\$	2,447,695.60	\$	3,423,046.45	\$	4,253,744.82	\$	830,698.38

Year								
	0	1	2	3	4	5		
Jobs								
Current/Actuals								
Creation Goals		10	15					
Total								
Employment Goals								
Goals	141	151	166	166	166	166		



# ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPLICATION FOR FINANCIAL ASSISTANCE

- 1. Fill in all blanks using "none", "not applicable" or "not available". If you have any questions about the way to respond, please call the Onondaga County Industrial Development Agency (the "Agency" or "OCIDA") at 315-435-3770.
- 2. In accordance with Section 224-a(8)(d) of Article 8 of the New York Labor Law, the Agency has identified that any "financial assistance" (within the meaning of Section 858 of the General Municipal Law) granted by the Agency to the Applicant consisting of sales and use tax exemption benefits, mortgage recording tax exemption benefits and real property tax exemption benefits, constitutes "public funds" within the meaning of Section 224-a(2)(b) of Article 8 of the New York Labor Law and such funds are not excluded under Section 224-a(3) of Article 8 of the New York Labor Law. The Agency hereby notifies the Applicant of the Applicant's obligations under Section 224-a (8)(a) of Article 8 of the New York Labor Law.
- 3. If the OCIDA Board approves benefits, it is the company's responsibility to obtain and submit all necessary forms and documents.
- 4. All projects approved for benefits by the OCIDA Board will close with the Agency within 6-months of the OCIDA Board approval date. If this schedule cannot be met, the Applicant will need to submit a closing schedule modification written request to the Executive Director that will be presented to OCIDA Board for consideration.
- 5. The Agency will not give final approval for this Application until the Agency receives a completed NYS Full Environmental Assessment Form concerning the project which is the subject of this Application. The form is available at <a href="https://extapps.dec.ny.gov/docs/permits\_ej\_operations\_pdf/feafpart1.pdf">https://extapps.dec.ny.gov/docs/permits\_ej\_operations\_pdf/feafpart1.pdf</a>
- 6. Public Officers Law stipulates all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and reproduction. Should the Applicant believe there are project elements which are trade secrets if publicly disclosed or otherwise widely disseminated, would cause substantial injury to the Applicant's competitive position, the Applicant must identify such elements in writing and request that such elements be kept confidential. In accordance with Article 6 of the Public Officer's Law, the Agency may also redact personal, private, and/or proprietary information from publicly disseminated documents.
- 7. The completed Application and associated fees MUST be received 10 business days prior to the upcoming OCIDA Board meeting in order to be placed on the agenda. A signed application may be submitted by mail, fax or electronically in PDF format to Nate Stevens at <a href="mailto:natestate-nates-nate
  - A check payable to the Agency in the amount of \$1,000
  - A check payable to Barclay Damon LLP in the amount of \$2,500

This Application was adopted by the OCIDA Board on February 15, 2024.

#### Return completed application to:

Onondaga County Industrial Development Agency 335 Montgomery Street, Floor 2M Syracuse, NY 13202 Phone: 315-435-3770 | Fax: 315-435-3669

natestevens@ongov.net

## Section I: Applicant Information

Submittal Date: April 26, 2024 A) Applicant/Project Operator information (company receiving benefits): 1. Applicant/Project Operator: Old Thompson Road, LLC Applicant/Project Operator Address: 6800 Townline Road, Syracuse, NY 13211 Phone: 315-454-8608 Fax: 315-454-3701 Website: www.feldmeier.com Email: colby@feldmeier.com Federal ID#: 82-1321143 NAICS: 332420 State of Incorporation: New York See link for your NYS incorporation information. <a href="https://apps.dos.ny.gov/publicInquiry">https://apps.dos.ny.gov/publicInquiry</a> 2. Owner (if different from Applicant/Project Operator): Owner Address: Federal ID#: State of Incorporation: List of stockholders, members, or partners of Owner: B) Applicant Business Organization (check appropriate category): Corporation Partnership ☐ Joint Venture ☐ Public Corporation Limited Liability Company Sole Proprietorship Other, explain List all stockholders, members, or partners with % of ownership greater than 5%: Name % of ownership \*See Attached

C) Applicant Business Description:	
Estimated % of sales within Onondaga County Estimated % of sales outside Onondaga Count Estimated % of sales outside New York State I Estimated % of sales outside the U.S.: (*Perce	y but within New York State: 10% out within the U.S.: 84%
Applicant /Owner History:	
<ol> <li>Is the Owner and/or Applicant or any managed plaintiff or defendant in any civil or criminal</li> </ol>	ger or owner of the Owner and/or Applicant now a litigation? • No Yes, explain
2. Has any owner of manager of the Owner and criminal offense (other than a minor traffic v	d/or Applicant listed above ever been convicted of a violation)?  No Yes, explain
3. Has any person listed in Section I ever been No Yes, explain	in receivership or declared bankruptcy?
D) Has the Applicant/Owner received assistant	ce from Onondaga County Industrial Development
Agency (OCIDA, Syracuse Industrial Develo	pment Agency (SIDA), New York State or the
Onondaga Civic Development Corporation (	OCDC) in the past?
No ● Yes, explain (Provide year, project*See Attached 2017 PILOT	ct name, benefit description, amounts, address)
E) Individual Completing Application:	
Name: Amy Lawler	Title: Chief Financial Officer
Address: 6715 Robert Feldmeier Parkway, Syracuse, NY 1321	Phone: 315-454-8608 x4020
Cell Phone:	E-mail: alawler@feldmeier.com
F) Company Contact (if different from individual)	dual completing application):
Name: Colby Clark	Title: President & Chief Executive Officer
Address: 6715 Robert Feldmeier Parkway, Syracuse, NY 1321	Phone: 315-454-8608
Cell Phone:	Email: colby@feldmeier.com

# G) Company Counsel:

Name of Attorney: Kevin R. McAuliffe, Esq.
Firm Name: Barclay Damon LLP
Address: 125 East Jefferson Street, Syracuse, NY 13202
Phone: 315-382-8703
Cell Phone:
Email: kmcauliffe@barclaydamon.com

# Section II: Project and Site Information

A) Project Location is where the investment will take place. If Applicant is moving, the new location should be entered here and the current location should be in Section I. Address: 6715 Robert Feldmeier Parkway Legal Address (if different): City:\_\_\_\_\_ Town: DeWitt Village: School District: East Syracuse-Minoa Zip Code: 13211 Tax Map Parcel ID(s): 022.-05-14.1 7,993,500 Square Footage of Existing Building(s): 125,684 Full Market Value: \$ B) Project Activity (Check all that apply): Acquisition of existing facility New construction New constructionExpansion to current facilities ☐ Brownfield/Remediated Brownfield Renovation of existing facility Demolition and construction ☐ Purchase of machinery/equipment C) Select Project Type or Project End Use at site (you may check more than one): Manufacturing Mixed Use Retail (see Section V) ☐ Facility of Aging ☐ Housing Project (see Section VII) ☐ Distribution/Wholesale ☐ Civic Facility (not for profit) ☐ Commercial ☐ Industrial Renewable Energy Project (see Section VI) Other, explain D) Project Narrative: Please check one of the two boxes below and attach statement. • A statement that the Project described in this application would not be undertaken but for the financial assistance provided by the Agency. ☐ If the Project is going to advance regardless of any financial assistance from the Agency, please provide a statement indicating why the project should be considered by the Agency for any financial assistance.

E)	Description of Project: Please attach a detailed narrative of the proposed Project. Please attached copies of site plans, sketches or maps. This narrative should include, but is not limited to:
	(i) a description of your Company's background, customers, goods and services and the principal products to be produced and/or the principal activities that will occur on the Project site;
	(ii) the size of the Project in square feet and a breakdown of square footage per each intended use;
	[ (iii) the size of the lot upon which the Project sits or is to be constructed;
	(iv) the current use of the site and the intended use of the site upon completion of the Project;
	(v) describe your method for site control (Own, lease, other).
F)	Will the completion of the Project result in the removal of an industrial or manufacturing plant of the company 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 company located within the state?  No Yes *See Attached
G)	Please describe any compelling circumstances the Agency should be aware of while reviewing this application.
H)	Local Approvals (Site Plan and Environmental Review)
	Have site plans been submitted to the appropriate town or local planning department?  No. When will the plans be submitted?  Yes, what is the status?  Pending  Has the project received site plan approval from the town or local planning board?  No, anticipated approval date.  6/2024  Yes, date
	If yes, provide the Agency with a copy of the Planning Board's approval resolution along with the related SEQR determination. (NOTE: SEQR determination is required for final approval and sales tax agency appointment.)
	<ol> <li>Environmental Review Information</li> <li>a. Please attach the appropriate Environmental Impact Forms to your application. Here is a link to the SEQR forms: <a href="https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf">https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf</a></li> <li>b. Has Lead Agency been established? <a href="https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf">https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf</a></li> <li>b. Has Lead Agency been established? <a href="https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf">https://extapps.dec.ny.gov/docs/permits_ej_operations_pdf/feafpart1.pdf</a></li> </ol>
	c. Have any environmental issues been identified on the property?  No Yes, explain

# Section III: FINANCIAL AND EMPLOYMENT INFORMATION

# A) Project Costs and Finances

Description of Costs	Total Budget Amount
Land Acquisition	
Site Work/Demo	
Building Construction & Renovation	\$10,350,000
Furniture & Fixtures	
Equipment	\$3,300,000
Project Soft Cost	
<b>Total Project Cost</b>	\$13,650,000

Please have documentation available upon request. Do not include OCIDA fees, OCIDA application fees or OCIDA legal fees as part of the Total Project Cost.

Oui	ces of rulids for Project Costs.	
1.	Bank Financing	\$ 13,650,000.00
2.	Equity	\$
3.	Tax Exempt Bond Issuance (if applicable)	\$
4.	Taxable Bond Issuance (if applicable)	\$
5.	Total Sources of Funds for Project Costs	\$
6.	Public Sources (Include sum total of all state and federal grants and tax credits)  -Identify each state and federal grant/credit:	\$
		\$
		\$
		\$

### B) Employment and Payroll Information

Full Time Equivalent (FTE) is defined as one employee working no less than 35 hours per week or two or more employees together working a total of 35 hours per week.

1.	Are there people currently employed at the project site?			
	No Yes, provide number of FTE jobs at the project site	117		
	If you are relocating, are all employees moving to new site? $\Box$	No, explain	• Y	/e

### 2. Complete the following:

Estimate the number of FTE jobs to be retained as a result of this Project:	141 (24 to move from Townline Rd. to Feldmeier Parkway facility)
Estimate the number of construction jobs to be created by this Project:	60
Estimate the average length of construction jobs to be created (months):	8-9 months
Current annual payroll including the benefit cost:	\$12,000,000
Average salary amount that is an employee benefit (%):	10%
Average annual growth salary/wage rate (%)	4%-5%
Provide an estimate of the number of residents in the Economic Development Region (Onondaga, Madison, Cayuga, Oneida, Oswego, and Cortland Counties) to fill new FTE jobs:	25

#### C) New Employment Benefits

Complete the following chart indicating the number of FTE jobs currently employed by the Applicant, FTE jobs currently employed at the Project and the number of FTE jobs that will be created at the Project site at the end of the first, second, and third, years after the Project is completed. Jobs should be listed by title of category (see below), including FTE independent contractors or employees of independent contractors that work at the Project location. Do not include construction workers.

All employees both current and future will be employees of Feldmeier Equipment, the tenant and affiliate of the applicant.

Please use this chart to illustrate the current employment:

Job Title/Category	Current Annual Pay	Current Employment (FTE)
Production	\$62,000	112
Corporate/Administration	\$110,000	29

Please use this chart to illustrate the projected employment growth:

Job Title/Category	Projected Annual Pay	FTE Jobs Created Year 1	FTE Jobs Created Year 2	FTE Jobs Created Year 3	FTE Jobs Created Year 4	FTE Jobs Created Year 5
Production	\$52,000	10	15	0	0	0

D) Financi	al Assistance sought:
	Real Property Tax Abatement (PILOT): Agency Staff will provide draft and final LOT schedule:
•	Mortgage Recording Tax Exemption (.75% of mortgage): \$83,100
	G. 1
	Sales and Use Tax Exemption (4% Local, 4% State): \$640,000
	Tax Exempt Bond Financing (Amount Requested):
	Taxable Bond Financing (Amount Requested):

E) Mortgage Recording Tax Exemption Benefit Calculator: Amount of mosubject to mortgage recording tax:	ortgage that would be
Mortgage Amount (include sum total of construction/permanent/bridge financing):	\$ 11,080,000
Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above, multiplied by .0075):	\$ 83,100
F) Sales and Use Tax Benefit Calculator: Gross amount of costs for good subject to State and local Sales and Use Tax:	s and services that are
Estimated State and local Sales and Use Tax Benefit (product of 8% mu above):	altiplied by the figure, \$_640,000

# Section IV: Estimate of Real Property Tax Abatement Benefits

This section of the Application will be: (i) completed by Agency Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application prior to the completed application being provided to the OCIDA Board.

#### A) PILOTS Estimate Table Worksheet

OCIDA estimate of current value	
New construction and renovation costs	
OCIDA estimate of increase in value	
OCIDA estimated value of completed project	
OCIDA estimate of taxes that would have been collected if the project did not occur	
Scheduled PILOT payments	

PILOT Year	Exemption %	County PILOT mount	Local PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	100						
2	90						
3	80						
4	70						
5	60						
6	50						
7	40						
8	30						
9	20						
10	10						
TOTAL							

Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff.

# SECTION: V For Retail Projects Only

1.	Will the cost of the retail portion of the Project exceed one-third of the total project cost?  Yes No
	If yes, please answer, questions 2, 3 and/or 4 below.  If yes, please explain how much the project will exceed one-third of the total project cost.
2.	Is the Project located in a distressed area? A distressed area is a census tract that has a) A poverty rate of at least 20% or at least 20% of households receiving public assistance, and (b) an unemployment rate of least 1.25 times the statewide unemployment rate for the year to which the date relates.  Yes No  If yes, please provide the data and explain.
3.	Is the Project likely to attract a significant number of visitors from outside of the economic development region?  Yes No
	If yes, please provide a third party market study.
4.	Is the predominate purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the Town, City, County or Village of where the Project will be located.  Yes No
	If yes, please provide data and explain.

# SECTION VI: For Solar Projects Only

Please answer all the questions as an addendum to this application:

1.	Describe the reasons why the Agency's financial assistance is necessary. Describe how the Project would be affected if these benefits were not provided. [see Section II (C)]
2.	Is the Applicant leasing the property?  Yes, please provide a copy of the lease No, purchased the property. Please provide documentation.
3.	Has the Applicant provided written communication to the affected taxing jurisdictions notifying them of its intent to construct a renewable energy project?  Yes No
4.	Has the Applicant received a letter of support for the megawatt cost to be used as a basis for the PILOT from the town, city, and village where the Project is located?
	<ul><li>☐ Yes, please provide copy of the letter.</li><li>☐ No</li></ul>
5.	Has the Applicant received a letter of support for the megawatt cost to be used as a basis for PILOT from the school district?
	☐ Yes, please provide copy of the letter. ☐ No
6	Is the entire parcel being used for the solar project?
0.	Yes
	No, have you reached out to the town assessor to discuss a subdivision or slash parcel? Explain:
7.	Will the Applicant enter into a decommissioning plan with the host community, including financial assurance the plan can be executed?
	Yes, explain.
	□ No

\*PLEASE SEE FOLLOWING PAGE FOR OCIDA SOLAR GUIDANCE & BEST PRACTICE

# OCIDA Solar PILOTs Guidance and Best Practice

#### OCIDA SOLAR PILOTS GUIDANCE AND BEST PRACTICE

To be placed on the Agency meeting agenda, proposed solar projects must provide the Agency with the following in advance of the Project's first OCIDA Board meeting:

- 1. Fully completed OCIDA application.
- 2. Copy of Environmental Assessment Form.
- 3. A SEQR resolution approved by a local municipality indicating the municipality that is lead agency, the type of action (I, II, or unlisted) and, if completed, the SEQR determination made by the municipality.
- 4. Copies of your zoning applications submitted to the local municipality.
- 5. Verification of parcel subdivision process with the town (if the entire parcel will not be used for the solar project).
- 6. A statement clarifying whether the applicant will lease or purchase the real property on which the Project is situated. If leased, provide a copy of the proposed or executed lease. If lease parcel is less than entire parcel then see 5 above.
- 7. A supporting document from the local town, village, city, and/or school district outlining the agreed upon cost per megawatt to be used as a basis for the PILOT. The Agency cannot create the PILOT schedule without this information.
- 8. Absent a showing otherwise by the Company, deemed acceptable by the Agency in the sole and absolute discretion, the Company must close with the Agency on a project prior to consideration of any requested organizational structure or project entity ownership changes.

You will receive a draft Cost Benefit Analysis and a Draft PILOT schedule from this office. You may use these documents as your Project progresses through the Agency approval process. Agency staff are available to update these two documents as needed.

# SECTION VII: For Housing Projects Only

Please answer all the questions as an addendum to this application:

#### **Defined terms:**

"Market Rate Housing": Housing units priced at the current rental rate for the area.

"Workforce Housing": Housing consisting of a specified percentage of units (at least 10-15% per the PILOT Exemption Scale) with rent rates designated to an 80% household AMI as identified in the Workforce Housing AMI chart located on the Agency's website: (Housing Exhibit A) Income levels for individuals living in the specified Workforce Housing units shall not exceed 120% AMI.

"Senior Lifestyle Communities": Housing communities for individuals 55 years or older. Communities may offer a variety of amenities, including but not limited to pools, community rooms, fitness centers, playgrounds, firepits, bocce/pickleball/tennis courts, picnic areas, spaces for relaxation and entertainment, safety amenities, on-site medical services, entertainment and dining, walkability, bike trails, and dog parks, playgrounds.

- 1. Describe the reasons why the Agency's financial assistance is necessary. Describe how the project would be impacted if these benefits were not provided. {Section II (D)}
- 2. Describe how the proposed housing project fulfills an unmet need in the community.
- 3. Please provide a market study documenting a need for the proposed project.
- 4. Describe how the proposed project aligns with the Plan Onondaga County comprehensive plan. (Plan Onondaga)
- 5. Is the Project considered infill in a populated area? If yes, please explain.
- 6. Is there additional infrastructure necessary to service the project? If yes, please explain.
- 7. Is the project a part of a larger mixed-use development? If yes, please describe.

Please refer to the Housing Exhibit A (Housing Exhibit A)

## Section VIII: Local Access Policy Agreement

In absence of a waiver permitting otherwise, every project seeking the assistance of the Onondaga County Industrial Development Agency (Agency) must use local general contractors, subcontractors, and labor for one-hundred percent (100%) of the construction of new, expanded, or renovated facilities. The project's construction or project manager need not be a local company.

Noncompliance may result in the revocation and/or recapture of all benefits extended to the project by the Agency. Local Labor is defined as laborers permanently residing in the State of New York counties of Cayuga, Cortland, Herkimer, Jefferson, Madison, Oneida, Onondaga, Oswego, Tompkins, and Wayne. Local (General/Sub) Contractor is defined as a contractor operating a permanent office in the State of New York counties of Cayuga, Cortland, Herkimer, Jefferson, Madison, Oneida, Onondaga, Oswego, Tompkins and Wayne. The Agency may determine on a case-by-case basis to waive the Local Access Policy for a project or for a portion of a project where consideration of warranty issues, necessity of specialized skills, significant cost differentials between local and non-local services or other compelling circumstances exist. The procedure to address a local labor waiver can be found in the OCIDA handbook, which is available upon request.

In consideration of the extension of financial assistance by the Agency of Tomoson Rd UC the Company understands the Local Access Policy and agrees to abide by it. The Company understands that an Agency tax-exempt certificate is typically valid for 12 months from the effective date of the project inducement and extended thereafter upon request by the Company. The Company further understands that any request for a waiver to this policy must be submitted in writing and approved by the Agency.

I agree to the conditions of this agreement and certify all information provided regarding the construction and employment activities for the project as of 51204 (date).

If there are two applicants (Real Estate Holding and Operating Company) both need to complete this page.

Applicant(s) Company: Old Thomas	in Road UC	
Representative for Contract: C'albu Cla		
Address: 6800 Townline Rd	City: Sylacuse	State: NY Zip: [32]
Phone: 315-454-8608	Email: Colou @ tol	
Project Address: 6715 hobout Foldmeir	City: Syradise	State: NV Zip: 13211
Signature: Pw		
General Contractor:		
Contact Person:		
Address:	_City:	_State:Zip:
Phone:	Email:	
Authorized Representative:	7	Title:
Signature:		

At this time we have not substance contractor.

# Section IX: Agency Fee Schedule

* Minimum Fee to be applied to all project re ACTIVITY	FEES	COMMENTS
Non- refundable Application Fee (All projects except Solar Projects)	\$1,000	Due at time of
Non-refundable Application Fee (Solar Projects Only)	\$10,000	application
Legal Deposit (All projects except Solar Projects)	\$2,500	Due at time of application
Legal Deposit (Solar Projects Only)	\$5,000	
Minimum Fee of 1% of TPC		
1. Sales and Use Tax Exemption	.01 X TPC	Due at closing
2. Mortgage Recording Tax		
3. PILOT is an additional fee	.0025 X TPC (total X .0125)	
4. Bond refinancing	.0025 X TPC (total X .015)	
Projects that exceed \$250,000,000 in Total Project Cost and/or create in excess of 500 new jobs, may be eligible to negotiate a nonstandard Agency fee with the Executive Director.	TBD based on Executive Director determination	Due at closing
Agency Legal Fees		×
Fee for first \$20 million	.0025 X of the project cost or bond amount	Due at closing
Fee for expenses above \$20 million	.00125 X of project cost or bond amount	
Amendment or Modification of IDA documents, including but not limited to name or organization change, refinancing, etc.  Consent to the amendment or modification of IDA documents prior to closing on the project shall be given at OCIDA's sole and absolute discretion.	\$2500 All Projects (except Solar Project) \$4500 Solar Projects Attorney fees determined by OCIDA Legal Representative.	Due at time of Request

OCIDA reserves the right to modify this schedule at any time and assess fees and charges in connection with other transactions such as grants of easement or lease or sale of OCIDA-owned property.

# Section X: Recapture of Tax Abatement/Exemptions

<u>Information to be Provided the Company:</u> Each Company agrees that to receive benefits from the Agency it must, whenever requested by the Agency or required under applicable statutes or project documents, provide and certify or cause to be provided and certified such information concerning the Company, its finances, its employees and other topics which shall, from time to time, be necessary or appropriate, including but not limited to, such information as to enable the Agency to make any reports required by law or governmental regulation.

Please refer to the OCIDA Uniform Tax Exemption Policy (<u>UTEP</u>).

I have read the foregoing and agree to comply with all the terms and conditions contained therein as well as policies of the Onondaga County Industrial Agency.

If there are two applicants (Real Estate Holding and Operating Company) both need to complete this page.

Name of Applicant(s) Company	Feldmeier Equipment, Inc.
Signature of Officer or Authorized Representative:	Clich
Name & Title of Officer or Authorized Representative:	Colby Clark
Date: 4/29/24	

### Section XI: Conflict of Interest

#### Agency Board Members

- 1. Patrick Hogan, Chairperson
- 2. Janice Herzog, Vice Chairperson
- 3. Sue Stanczyk, Director
- 4. Kevin Ryan, Director
- 5. Fanny Villarreal, Director
- 6. Cydney Johnson, Director
- 7. Elizabeth Dreyfuss, Director

#### Agency Officers/Staff

- 1. Robert M. Petrovich, Executive Director
- 2. Nathaniel Stevens, Treasurer
- 3. Karen Doster, Recording Secretary
- 4. Alexis Rodriguez, Assistant Treasurer

### Agency Legal Counsel & Auditor

- 1. Jeffrey Davis, Esq., Barclay Damon LLP
- 2. Amanda Fitzgerald, Esq., Barclay Damon LLP
- 3. Michael G. Lisson, CPA, Grossman St. Amour Certified Public Accountants PLLC

The Applicant(s) has received a list of members, officers and staff of the Agency. To the best of my knowledge, 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:

If there are two applicants (Real Estate Holding and Operating Company) both need to complete this page.

Name of Applicant(s) Company	Feldmeier Equipment, Inc.
Signature of Officer or Authorized Representative:	Cliff
Name & Title of Officer or Authorized Representative:	Colby Clark, President & Chief Executive Officer
Date: 4/29/24	

### Section XII: Representations, Certifications, and Indemnification

If there are two applicants (	Real Estate Holding and	Operating Company)	both need to complete this
page.			

Colby Clark	_ (Name of	CEO or	other auth	orized repre	esentative of
Applicant)(s) confirms and says	that he/she	is the	President &	Chief Executive Office	r (title) of
Feldmeier Equipment, Inc. (na	me of corpor	ration or	other entity	) named in	the attached
Application (the "Applicant"), that	t he/she has	read the f	oregoing A	oplication an	d knows the
contents thereof, and hereby repres	sents, understa	inds, and c	therwise ag	rees with the	Agency and
as follows:			*		

- A. First Consideration for Employment: In accordance with §858-b (2) of the New York General Municipal Law, the Applicant understands and agrees that if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the Applicant will first consider persons eligible to participate in WIA programs who shall be referred by the CNY Works for new employment opportunities created as a result of the Project.
- **B.** Annual Sales Tax Filings: In accordance with §874(8) of the New York General Municipal Law, the Applicant understands and agrees that if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant. For additional information on NYS sales and use tax see here.
- C. Outstanding Bonds: The Applicant understands and agrees to provide on an annual basis any information regarding bonds, if any, issued by the Agency for the project that is requested by the Comptroller of the State of New York.
- **D.** Employment Reports: The Applicant understands and agrees that, if the Project receives any financial assistance from the Agency, the Applicant agrees to file with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, "Employment Reports") that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an event of default under the Project closing documents. Please see this page for <a href="ST-340">ST-340</a> form required in the above referenced employment report.

Name of Applicant	Company:		Feldmeier Equipment, Inc.
Signature of Office	r or Authorized Representative	e:	- Clili-
Name & Title of O	fficer or Authorized Represent	tative:	Colby Clark, President & Chief Executive Officer
STATE OF N	EW YORK	)	
COUNTY OF	ONONDAGA	) ss.;	
		, being fir	rst duly sworn, deposes and says:
			e Officer) of Feldmeier Equipment, Inc. chalf of the Applicant to bind the Applicant.
best of			now the contents thereof, and that to the ion and the contents of this Application
Subscr perjury	ibed and affirmed to me under this Quite day of L	29 20 24	
	(Notary Public)		JENNIFER ANN BULLOCK NOTARY PUBLIC-STATE OF NEW YORK No. 01BU6427602 Qualified in Onondaga County My Commission Expires 01-03-2026

End of Application

#### "Attachment A"

#### Feldmeier – 2024 Syracuse Expansion Project

#### **Project Narrative**

The applicant is an affiliated entity of Feldmeier Equipment, Inc. Feldmeier has undertaken multiple expansion projects in NY in an effort to expand its hi-tech facilities and address the challenges it faces with decreased supply of raw materials, increased costs of machinery and equipment, significant supply chain issues, increasing customer demand and the difficulty of attracting and retaining skilled workers in the current economic climate. As the company seeks to undertake another expansion to stabilize operations, meet its customer needs and expand its market share, the Project economics require assistance from the state and local municipalities to make the proposed project feasible. The applicant had considered moving its operations and expanding in Iowa, however they chose to keep their operations in New York State considering OCIDA's financial incentives. In order to protect their competitive position in the local industry and foster efficient operations, consolidation of the company at one location is critical. Without the assistance of OCIDA, Feldmeier will be forced to proceed with its expansion in Iowa.

The PILOT requested through OCIDA is a critical component for this Project, and without the assistance, Feldmeier will not be able to proceed with its expansion project. The consolidation of Feldmeier's main operation at the Robert Feldmeier Parkway, and the movement of the employees currently at Townline Road to the Robert Feldmeier Parkway facility is essential in meeting the goals defined above. Feldmeier will be adding the employees as we have outlined in the application.

#### **Description of Project**

Feldmeier was founded in 1952 with the development of the world's first Triple TubeTM Heat Exchanger. From this revolutionary advancement grew a family inspiration to expand ingenuity and forward thinking to a variety of industries. Feldmeier has since become a respected supplier to some of the most elite companies worldwide in their respective trades. Feldmeier is the largest manufacturer of stainless steel in Northern America. From pharmaceutical, biotech, and cosmetic clients to brewers and food, dairy, and beverage processing facilities, the Feldmeier name has become a trusted resource for quality, dependable stainless steel processing equipment. As Feldmeier has grown from a single facility in Syracuse, NY to now seven manufacturing facilities in four states with global reach, there continues a constant theme that keeps us true to our original principles; The Feldmeier name and family which remains the backbone of the company today, now three generations strong. With a constant focus on researching and developing new products, innovation continues to be a family tradition.

Feldmeier's product lines include tanks, vessels, agitators and specialty equipment, specifically suited for the dairy industry and pharmaceutical applications, with capabilities from 5 liter lab R&D vessels to production scale process vessels, reactors and WFI tanks up to 120,000 liters. Feldmeier designs agitators for demanding process variables and sanitation requirements. Specialty equipment includes everything from unique process tanks and vessels, adapters, carts, tubs and bins, to custom process solutions. Feldmeier's standards for custom design and quality control are unparalleled.

To accomplish Feldmeier's expansion plan, the Company will design and construct an approximately 82,320 SF extension of Feldmeier's existing facility at 6715 Robert Feldmeier Parkway in DeWitt, where its Townline operations would also be consolidated. 10,000 square feet of space is for storage, and the remaining 71,320 square feet is for production in the one-story expansion.

Feldmeier needs to expand its manufacturing processes, including its automated equipment lines, in order to (1) meet the current demands for its existing products and (2) enable it to develop new component products currently being outsourced for production in other states. New product lines will focus on aseptic techniques and products, a new focus for many key providers in the dairy industry. The new facility will also be equipped to manufacture larger vessels than Feldmeier is currently able to produce, and necessary component parts, thereby increasing its product offerings. Expanding its automation capabilities and improving efficiencies are essential, as Feldmeier continues to face significant challenges in attracting and retaining skilled production workers in the Syracuse area. The combination of these requirements for maintaining competitive advantage are the factors which have led to the determination that operations must be moved from the Townline Road location to the new expanded facility.

The cost of the project is projected at \$13.6 million, with \$10.3 million in construction costs and \$3.3 million in new production equipment. The expansion will allow for increased production of its highly specialized tank and vessel product lines, with the consolidated facility and new equipment increasing efficiency and quality control. In addition, the Project will result in the creation by Feldmeier of 25 full-time jobs in the first two years of the project, and will allow Feldmeier to retain its existing employment of approximately 290 full-time employees in New York, with more than half in the Syracuse area. Of equal importance, the location of this current expansion will lay the groundwork for future expansion and job growth.

With the DeWitt expansion, the Applicant anticipates that it would retain VIP under a Design/Build agreement to design and construct the new manufacturing facility that will house new automated manufacturing equipment. The existing building is owned by the applicant Old Thompson Road, LLC, and this entity will undertake the building expansion with Feldmeier equipping the facility and adding the employees. The combined investment by the two related entities will exceed \$13.6 million.

Currently Feldmeier has over 120 active customers in NY with annual revenue averaging \$8 million annually. Feldmeier is a key provider to the dairy industry meeting the critical requirements of major producers: Chobani, Fage, HP Hood, Belgioioso Cheese, Byrne Dairy, Cayuga Milk Ingredients, Steuben Foods and fairlife. Feldmeier's products are found at major pharmaceutical, food, beverage, and personal care industries across NY. With four manufacturing plants in Upstate, Feldmeier, is a key provider to the supply chain of these critical industries, allowing for lower freight costs and availability of key personnel to resolve issues. This market continues to grow in New York due to the affordability of real estate, low energy costs, available raw milk, and a large supply of quality water. If supported Feldmeier is poised to grow with this market but will require addition manufacturing space to participate.

#### **Company Ownership**

Old Thompson Road, LLC is 100% owned by FHC Holding Company, LLC:

Robert Feldmeier 1/3
Lisa Clark 1/3
Jeanne Jackson 1/3

Feldmeier stock ownership is as follows:

Name	Voting	Non-Voting
Longroad, LLC*	33 1/3	633 1/3
Robert Feldmeier	33 1/3	-0-

Lela Feldmeier	-0-	633 1/3
Jennifer Jackson Donahoe	33 1/3	633 1/3

 $<sup>\</sup>ast$  Owned 50% by the Colby Clark Family 2024 Irrevocable Trust and 50% by the Perrin Hickey 2024 Irrevocable Trust

