

**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY
APPLICATION**
(Revised 10-26-2020)

IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from the Town of Bethlehem Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.

TO: Town of Bethlehem Industrial Development Agency
 Town Hall—Room 203
 445 Delaware Avenue
 Delmar, New York 12054

This application by applicant respectfully states:

APPLICANT: Cannon Development LLC

APPLICANT'S STREET ADDRESS: 5 Veterans Memorial Drive

CITY: Green Island STATE: NY ZIP: 12183 PHONE: 518-271-6858

FAX: 518-271-6938 EMAIL: Thomas Scheib tavs@burtcrane.com; Bridget Hubal
 (bhubal@burtcrane.com)

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO THIS APPLICATION: Bridget A. Hubal

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF FIRM: Law Office of Debra J. Lambek PLLC

NAME OF ATTORNEY: Debra J. Lambek Esq.

ATTORNEY'S STREET ADDRESS: 302 Washington Avenue Extension

CITY: Albany STATE: NY ZIP: 12203 PHONE: 518-491-1628

FAX: 518-862-9443 EMAIL: dlambek@lambeklaw.com

NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 BEFORE FILLING OUT THIS APPLICATION.

INSTRUCTIONS

1. The Agency will not approve any application unless in the judgment of the Agency said application contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using “none” or “not applicable” or “N/A” where the question is not appropriate to the project which is the subject of this application (the “Project”).
3. If an estimate is given as the answer to a question, put “(est.)” after the figure or answer which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency has received a completed environmental assessment form concerning the Project which is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets which if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant’s competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein (to the extent such expenses are not paid out of the proceeds of the Agency’s bonds issued to finance the project). The applicant will also be expected to pay all costs incurred by general counsel and bond counsel to the Agency. The costs incurred by the Agency, including the Agency’s general counsel and bond counsel, may be considered as a part of the project and included as a part of the resultant bond issue.
9. The Agency has established a general Agency fee to be paid by the applicant upon closing. Such fee is to be in the amount of $\frac{3}{4}$ of one percent of the bond amount for a tax-exempt issue, $\frac{3}{4}$ of one percent of the bond amount for a taxable issue, $\frac{3}{4}$ of one percent of the cost of the project for a straight lease, and $\frac{1}{2}$ of one percent of the bond amount for a not-for-profit.
10. The Agency will charge annually an administrative fee of 5 basis points computed on (i) on the original bond amount or (ii) in the case of a straight lease on the cost of the project; the fee shall be payable on January 1 of each year until all the financing documents shall terminate and be discharged and satisfied.

11. The Agency requires a non-refundable administrative fee of FIVE HUNDRED DOLLARS (\$500.00) TO BE PAID UPON SUBMISSION OF THE APPLICATION.

12. Two (2) hard copies and one (1) electronic copy are required by the Agency.

FOR AGENCY USE ONLY

1. Project Number	_____
2. Date application Received by Agency	_____, 20__
3. Date application referred to attorney for review	_____, 20__
4. Date copy of application mailed to members	_____, 20__
5. Date notice of Agency meeting on application posted	_____, 20__
6. Date notice of Agency meeting on application mailed	_____, 20__
7. Date of Agency meeting on application	_____, 20__
8. Date Agency conditionally approved application	_____, 20__
9. Date of mailing Notice of Public Hearing to affected taxing jurisdictions	_____, 20__
10. Date of posting Notice of Public Hearing	_____, 20__
11. Date of publication Notice of Public Hearing	_____, 20__
12. Date Public Hearing held	_____, 20__
13. Date Environmental Assessment Form ("EAF") received	_____, 20__
14. Date Agency completed environmental review	_____, 20__
15. Date of Town Board Approval	_____, 20__
16. Date of final approval or rejection of application	_____, 20__

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

I. INFORMATION CONCERNING THE PROPOSED OCCUPANT OF THE PROJECT (HEREINAFTER, THE "COMPANY").

A. Identity of Company:

1. Company Name:
Scheib Corporation dba Burt Crane & Rigging

Present Address:
5 Veterans Memorial Drive

Town/City: Green Island State: NY Zip Code: 12183

Employer's ID No.: 03-0241299

Phone: 518-271-6858 Fax: 518-271-693 8 Email: tavs@burtcrane.com

2. If the Company differs from the Applicant, give details of relationship:
affiliated company

3. Indicate type of business organization of Company:

- a. Corporation. If so, incorporated in what country? USA ;
 What October 1974 State? VT Date Incorporated: October 1974 ;
 Type of Corporation? S-Corp ;
 Authorized to do business in New York? Yes X ; No .
- b. Partnership. If so, indicate type of partnership: ;
 Number of general partners ; Number of limited partners .
- c. Limited liability company. If so, formed in what state? .
 Date formed ; Authorized to do business in New York? Yes No .
- d. Sole proprietorship.

4 Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)? If so, indicate name of related organization(s) and relationship:

n/a

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B. Management of Company: Scheib Corb dba Burt Crane and Rigging

1. List all owners, officers, members, directors and partners (complete all columns for each person):

NAME AND HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS
Bridget Hubal	CEO	
Thomas Scheib	COO	

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes ____; No X ____.
3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes ____; No X ____.
4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated bankrupt? Yes ____; No X ____.
5. Has the company been cited by any regulatory authority for environmental violations? Yes ____; No X ____.
6. If the answer to any of questions 2 through 5 is yes, please furnish details in a separate attachment.

C. Principal Owners of Company:

1. Is the Company publicly held? Yes ____; No X ____ . If yes, please list exchanges where stocks are traded:

2. If no, list all stockholders having a 5% or more interest in the Company:

NAME	ADDRESS	PERCENTAGE OF HOLDING
Bridget Hubal	5 Veterans Memorial Drive,	51%
Thomas Scheib	Green Island, NY 12183	49%

D. Company's principal bank(s) of account:

Saratoga National Bank

E. Please attach copies of the company's financial statements (audited preferred) for the last four years. We request that our financial statements are kept confidential.

F. Please attach your Company's business plan; including projected financial statements for the next three years.

Note: For items E and F, confidentiality may be maintained upon your specific request.

II. DATA REGARDING PROPOSED PROJECT.

A. Description of the Project: (Please provide a brief narrative description of the Project.)

acquisition of a +/- 26.83 acre parcel of land; construction on the land of a +/- 28,000 sf building and warehouse facility with related parking; and installation of personal property, equipment and machinery thereon.

B. Location of the Project:

- 1. Street River Road (s/b/l no.: 134-3-2)
Address: _____
- 2. City of: _____
- 3. Town of: Bethlehem
- 4. Village of: _____
- 5. County of: Albany

C. Description of the Project site:

- 1. Approximate size (in acres or square feet) of the Project site: 26.83 acre. Is a map, survey or sketch of the Project site attached? Yes X; No _____.
copy of tax map attached.
- 2. Are there existing buildings on the Project site? Yes ____; No X.
 - a. If yes, indicate the number of buildings on the site: n/a. Also, please briefly identify each existing building and indicate the approximate size (in square feet) of each such building:

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b. Are the existing buildings in operation? Yes ___; No ___. If yes, describe present use of present buildings:

NA

c. Are the existing buildings abandoned? Yes ___; No ___. About to be abandoned? Yes ___; No ___. If yes, describe:

NA

d. Attach photograph of any existing buildings. n/a

3. Utilities serving the Project site:

- Water-Municipal: municipal
- Other (describe) _____
- Sewer-Municipal municipal
- Other (describe) _____
- Electric-Utility National Grid
- Other (describe) _____
- Heat-Utility National Grid
- Other (describe) _____

4. Present legal owner of the Project site:

Selkirk Development LLC

a. If the Company owns the Project site, indicate date of purchase: _____, 20__; purchase price \$_____.

b. If Company does not own the Project site, does Company have an option signed with the owner to purchase the Project site? Yes X; No _____. If yes, indicate date option signed with the _____.

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E. Description of the Equipment:

1. Does a part of the Project consist of the acquisition or installation of machinery, equipment or other personal property (the "Equipment")? Yes X; No _____. If yes, describe the Equipment:

~~Equipment for the operation of a crane company~~
~~Overhead Crane, warehouse forklift, security system and cameras~~

2. With respect to the Equipment to be acquired, will any of the Equipment be Equipment which has previously been used? Yes ____; No X. If yes, please provide detail:

3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed:

~~Equipment for the operation of a crane company~~
~~Overhead crane for loading and unloading trucks~~
~~Forklift to move stored material around~~

F. Project Use:

1. What are the principal products to be produced at the Project?
NONE

2. What are the principal activities to be conducted at the Project?
operation of a crane company

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3. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? Yes _____; No X _____. If yes, please provide detail:

n/a _____

4. If the answer to question 3 is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? _____%. N/A

5. If the answer to question 3 is yes, and the answer to question 4 is more than 33.33%, indicate whether any of the following apply to the Project: N/A

a. Will the Project be operated by a not-for-profit corporation? Yes _____; No _____. If yes, please explain: N/A

NA _____

b. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes _____; No _____. If yes, please explain: N/A

NA _____

c. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York? Yes _____; No _____. If yes, please explain: N/A

NA _____

d. Is the predominant 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 city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes _____; No _____. If yes, please provide detail: N/A

NA

e. Will the Project be located in one of the following: (i) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? Yes _____; No _____. If yes, please explain: N/A

NA

6. If the answers to any of subdivisions c. through e. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes _____; No _____. If yes, please explain: N/A

NA

7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes _____; No X _____. If yes, please explain:

8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes _____; No X _____. If yes, please provide detail:

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9. If the answer to either question 7 or question 8 is yes, indicate whether any of the following apply to the Project: N/A

a. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes ____; No _____. If yes, please provide detail:

N/A

b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? N/A Yes ____; No _____. If yes, please provide detail:

N/A

10. Will the Project be owned by a not-for-profit corporation? Yes ____; No X _____. If yes, please provide detail:

11. If the answer to 10 is yes, is the corporation exempt from taxation under Section 501(c) of the Internal Revenue Code of 1986, as amended? Yes ____; No _____. If yes, please indicate details and which subsection of Section 501(c). N/A

NA

12. If the answer to question 10 is yes, indicate whether any of the following apply to the Project: N/A

a. Is the Project a housing facility primarily designed to be occupied by individuals 60 years of age or older? Yes ____; No _____. If yes, please explain: N/A

NA

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b. Is the Project a dormitory for an educational institution? Yes ____; No ____ . If yes, please explain: N/A

NA _____

c. Is the Project a facility as defined in Article 28 of the Public Health Law? Yes ____; No ____ . If yes, please explain: N/A

NA _____

13. If the answer to any of the questions contained in question 12 is yes, indicate whether the cost of the Project will exceed \$20 million. Yes ____; No ____ . If yes, please provide detail: N/A

NA _____

14. Will the Project be sold or leased to a municipality? Yes ____; No X ____ . If yes, please provide detail:

G. Other Involved Agencies:

1. Please indicate all other local agencies, boards, authorities, districts, commissions or governing bodies (including any city, county and other political subdivision of the State of New York and all state departments, agencies, boards, public benefit corporations, public authorities or commissions) involved in approving or funding or directly undertaking action with respect to the Project. For example, do you need a municipal building permit to undertake the Project? Do you need a zoning approval to undertake the Project? If so, you would list the appropriate municipal building department or planning or zoning commission which would give said approvals.

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Town of Bethlehem Planning Board

2. Describe the nature of the involvement of the federal, state or local agencies described above:

NA

H. Project Status:

1. If the Project includes the acquisition of any land or buildings, have any steps been taken toward acquiring same? Yes ; No _____. If yes, please discuss in detail the approximate stage of such acquisition.

The Company has a signed Purchase Agreement

2. If the Project includes the acquisition of any Equipment, have any steps been taken toward acquiring same? Yes ____; No . If yes, please discuss in detail the approximate stage of such acquisition:

N/A

3. If the Project involves the construction or reconstruction of any building or other improvement, has construction or reconstruction work on any such building or improvement begun? Yes ____; No . If yes, please discuss in detail the approximate extent of construction or reconstruction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations, installation of footings; etc.:

N/A

4. Please indicate amount of funds expended on the Project by the Company in the past three (3) years and the purposes of such expenditures:

engineering fees and due diligence costs of \$98,900.00

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5. Please indicate the date the applicant estimates the Project will be completed: start date + 8 months.

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

We anticipate beginning construction less than one month after
Town of Bethlehem Planning Board approval and IDA review.
New jobs to beginning 2nd quarter 2021 / 3rd quarter 2021

I. Agent Status (for sales tax purposes) (See also question A.3 in Part VI below):

1. If the Agency approves the Project, there are two methods that may be used to undertake the Project. The applicant can undertake the Project privately and sell the Project to the Agency upon completion. Alternatively, the applicant can request to be appointed as "agent" of the Agency for purposes of constructing the project, which request, if approved, will result in the applicant constructing the project as "agent" of the Agency, in which case certain laws applicable to public construction may apply to the Project. Does the applicant wish to be designated as "agent" of the Agency for purposes of undertaking the Project?
Yes X; No _____.

2. If the answer to question 1 is yes, does the applicant desire such "agent" status prior to the closing date of the financing? Yes _____; No X.

III. INFORMATION CONCERNING LEASES OR SUBLEASES OF THE PROJECT. (PLEASE COMPLETE THE FOLLOWING SECTION IF THE COMPANY INTENDS TO LEASE OR SUBLEASE ANY PORTION OF THE PROJECT).

A. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes X; No _____. If yes, please complete the following for each existing or proposed tenant or subtenant:

1. Sublessee Name: Burt Crane & Rigging
Present Address: 5 Veterans Memorial Drive
City: Green Island State: New York Zip: 12183
Employer's ID No.: _____
Sublessee Is: Corporation: X Partnership: _____ Sole Proprietorship: _____
Relationship to Company: affiliate

Percentage of Project to be leased or subleased: 60% Burt Crane & Rigging
 Use of Project intended by Sublessee: crane company
 Date of lease or sublease to Sublessee: upon completion of construction
 Term of lease or sublease to Sublessee: one year renewable

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes _____; No X _____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

Please provide on a separate attachment answers to questions II(F)(7) and (8) with respect to such sublessee.

2. Sublessee Name: A tenant for remaining 40% has not
 Present Address: yet been determined
 City: _____ State: _____ Zip: _____
 Employer's ID No.: _____
 Sublessee Is: ___ Corporation: ___ Partnership: ___ Sole Proprietorship: ___
 Relationship to Company: _____
 Percentage of Project to be leased or subleased: _____
 Use of Project intended by Sublessee: _____
 Date of lease or sublease to Sublessee: _____
 Term of lease or sublease to Sublessee: _____

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes _____; No _____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

Please provide on a separate attachment answers to questions II(F)(7) and (8) with respect to such sublessee.

3. Sublessee Name: NA
 Present Address: _____
 City: _____ State: _____ Zip: _____
 Employer's ID No.: _____
 Sublessee Is: ___ Corporation: ___ Partnership: ___ Sole Proprietorship: ___
 Relationship to Company: _____
 Percentage of Project to be leased or subleased: _____

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Use of Project intended by Sublessee: _____

Date of lease or sublease to Sublessee: _____

Term of lease or sublease to Sublessee: _____

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes _____; No _____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

Please provide on a separate attachment answers to questions II(F)(7) and (8) with respect to such sublessee.

B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease?

pending _____

IV. EMPLOYMENT IMPACT.

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

TYPE OF EMPLOYMENT					
Employees of Applicant					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	0	0	0	0	0
Present Part Time	0	0	0	0	0
Present Seasonal	0	0	0	0	0

First Year Full Time	1	0	4	0	5
First Year Part Time	0	0	0	0	0
First Year Seasonal	0	0	0	0	0
Second Year Full Time	1	0	4	0	5
Second Year Part Time	0	0	0	0	0
Second Year Seasonal	0	0	0	0	0

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

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

- B. Indicate below the number of people presently employed at the Project site and the **additional** number that will be employed at the Project site at the end of the first and second years after the Project has been completed. (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

RELATED EMPLOYMENT INFORMATION				
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled
Estimated Salary and Fringe Benefit Averages or Ranges	\$100,000		\$50,000-\$75,000	
Estimated Number of Employees Residing in the Capital District Economic Development Region ¹	50% of employees will reside in the Capital District Economic Development Region			

- C. Please prepare a separate attachment describing in detail the types of employment at the Project site. Such attachment should describe the activities or work performed for each type of employment. Professional/Managerial - Warehouse Manager
Semi-skilled - Receptionist and Warehouse workers

V. **PROJECT COSTS AND FINANCING SOURCES.**

- A. Anticipated Project Costs. State the costs reasonably necessary for the acquisition of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Cost</u>	<u>Amount</u>
Land	\$ 294,000.00
Buildings	\$ 2,131,027.00
Machinery and equipment costs	\$ 20,500.00
Utilities, roads and appurtenant costs	\$ 843,635.00
Architects and engineering fees	\$ 172,400.00

¹ The Capital District Economic Development Region consists of the following counties: Albany, Schenectady, Rensselaer, Greene, Columbia, Saratoga, Warren and Washington.

Costs of Bond Issue (legal, financial and printing)	\$ NA
Construction loan fees and interest (if applicable)	\$ 164,000.00
Other (specify)	
archeology, water/sewer, tenant fit up	\$ 286,489.00
	\$
	\$
TOTAL PROJECT COSTS	\$ 3,912,051.00

B. Anticipated Project Financing Sources. State the sources reasonably necessary for the financing of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Sources</u>	<u>Amount</u>
Private Sector Financing	\$ 3,129,641.00
Public Sector	
Federal Programs	\$
State Programs	\$
Local Programs	\$
Applicant Equity	\$ 782,410.00

Other (specify)	
_____	\$ _____
_____	\$ _____
_____	\$ _____
TOTAL AMOUNT OF PROJECT FINANCING SOURCES	\$ 3,912,051.00

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- C. Have any of the above expenditures already been made by the applicant?
Yes ; No _____. If yes, indicate particulars.

Engineering
Due Diligence

- D. Amount of loan requested: \$ 3,129,641.00 _____;

Maturity requested: 10 years.

- E. Has a commitment for financing been received as of this application date, and if so, from whom?

Yes ____; No . Institution Name: Saratoga National Bank

Provide name and telephone number of the person we may contact.

Name: Chad Stoffer Phone: 518-306-2735

- F. The percentage of Project costs to be financed from public sector sources is estimated to equal the following: 0 %

- G. The total amount estimated to be borrowed to finance the Project is equal to the following: \$ 3,129,641.00

VI. FINANCIAL ASSISTANCE EXPECTED FROM THE AGENCY.

A. Financing

1. Is the applicant requesting that the Agency issue bonds to assist in financing the project? Yes ____; No . If yes, indicate: N/A

- a. Amount of loan requested: NA Dollars;
b. Maturity requested: NA Years.

2. Is the interest on such bonds intended to be exempt from federal income taxation? Yes ____; No _____. N/A

3. If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes: N/A

- a. retail food and beverage services: Yes ____; No ____
b. automobile sales or service: Yes ____; No ____
c. recreation or entertainment: Yes ____; No ____
d. golf course: Yes ____; No ____
e. country club: Yes ____; No ____

- f. massage parlor: Yes ___; No ___
- g. tennis club: Yes ___; No ___
- h. skating facility (including roller skating, skateboard and ice skating): Yes ___; No ___
- i. racquet sports facility (including handball and racquetball court): Yes ___; No ___
- j. hot tub facility: Yes ___; No ___
- k. suntan facility: Yes ___; No ___
- l. racetrack: Yes ___; No ___

4. If the answer to any of the above questions contained in question 3 is yes, please furnish details on a separate attachment. N/A

5. Is the Applicant requesting the Agency to issue federally tax exempt Enterprise Zone bonds? Yes ___; No X .

B. Tax Benefits.

1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes X ; No ___ .

2. Is the applicant expecting that the financing for the Project will be secured by one or more mortgages? Yes X ; No ___ . If yes, what is the approximate amount of financing to be secured by mortgages? \$ _____ .

3. Is the applicant expecting to be appointed agent of the Agency for the purpose of qualifying for exemption from N.Y.S. Sales Tax or Compensating Use Tax? Yes X ; No ___ . If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$ _____ .

4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of each exemption.

- a. N.Y.S. Sales and Compensating Use Taxes: \$ 119,806.48
- b. Mortgage Recording Taxes: \$ 31,296.41
- c. Real Property Tax Exemptions: \$ 649,408.00
- d. Other (please specify):

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

_____ \$

 _____ \$

5. Are any of the real property tax exemptions being sought inconsistent with the Agency's Uniform Tax Exemption Policy? Yes _____; No _____. If yes, please explain how the request of the applicant differs from the Agency's Uniform Tax Exemption Policy:

6. Is the Project located in the Town's state designated Empire Zone? Yes ____; No ____.

C. Project Benefit Information. Using the attached template, provide the Agency with information so that the Agency can perform a cost/benefit analysis of undertaking the Project.

VII. REPRESENTATIONS BY THE APPLICANT. The applicant understands and agrees with the Agency as follows:

A. Job Listings: In accordance with Section 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, new employment opportunities created as a result of the Project (including any tenants located in the Project) will be listed with (1) the New York State Department of Labor Community Services Division (the "DOL") and (2) the administrative entity of the service delivery area created by the Federal Job Training Partnership Act (P.L. No. 97-300) (the "JTPA Law") in which the Project Facility is located (while currently cited in Section 858-b of the Act, the Federal Job Training Partnership Act was repealed effective June 1, 2000, and has been supplanted by the Workplace Investment Act of 1998 (P.L. No. 105-220)).

B. First Consideration for Employment: In accordance with Section 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 (and any tenants located in the Project) will first consider persons eligible to participate in JTPA Law programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

C. Annual Sales Tax Filings: In accordance with Section 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

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

Agency, in accordance with Section 874(8) of the General Municipal Law, 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.

D. Annual Employment Reports: The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed (including any tenants located in the Project), with the Agency, on an annual basis, reports regarding the number of people employed at the project site.

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

The Project would not be undertaken but for the financial assistance provided by the Agency.

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

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

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

I. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers and employees of the Agency. 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:

none.

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

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

By: CANNON DEVELOPMENT, LLC
Bridget A Hubal Applicant
 Title: Bridget A. Hubal, Member

NOTE: APPLICANT MUST COMPLETE THE APPLICABLE VERIFICATION FORM ATTACHED TO THIS APPLICATION BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT ATTACHED TO THIS APPLICATION.

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

VERIFICATION

(If Applicant is a Limited Liability Company)

STATE OF NEW YORK)
) SS.:
COUNTY OF ALBANY)

Bridget A Hubal, deposes and says that he is the
(Name of officer of applicant)

Member of CANNON DEVELOPMENT, LLC,
(Title) (Company Name)

the Company named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. Deponent further says that the reason this verification is made by the deponent and not by said Company is because the said Company is a limited liability company. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from the books and papers of said Company.

Bridget A Hubal
(Officer of applicant)

Sworn to before me this

14 day of January, 2020

Carrie Boyd
Notary Public

Carrie Lee Boyd
Notary Public, State of New York
No. 01B06369205
Qualified in Saratoga County
My Commission Expires Jan. 02, 2022

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

HOLD HARMLESS AGREEMENT

Applicant hereby releases the Town of Bethlehem Industrial Development Agency and the members, officers, servants, agents and employees thereof (hereinafter collectively referred to as the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (1) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the application or the project described therein or the issue of bonds requested therein are favorable acted upon by the Agency, and (2) the Agency described therein or the issue of bonds requested therein financing of the project described herein; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason the Applicant fails to conclude or consummate necessary negotiations, or fails, 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 Agency or the Applicant are unable to find buyers willing to purchase the total bond issue requested, then, and in that event, upon presentation of any invoice itemizing the same, Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

CANNON DEVELOPMENT, LLC

 (Applicant)

By: Bridget A. Hubal

Title: Bridget A. Hubal, Member

Sworn to before me this

14 day of January, 2020

Carrie Boyd

Carrie Lee Boyd
 Notary Public, State of New York
 No. 01BO6369205
 Qualified In Saratoga County
 My Commission Expires Jan. 02, 2022

NOTE: THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS THE APPLICANT SIGNS THE HOLD HARMLESS AGREEMENT NOTED ABOVE.

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY
COST / BENEFIT ANALYSIS - PROJECT QUESTIONNAIRE**

In order for the Town of Bethlehem Industrial Development Agency (the "Agency") to prepare a Cost/Benefit Analysis for a proposed project (the "Project"), the Applicant must answer the questions contained in this Project Questionnaire (the "Questionnaire") and complete the attached Schedules. This Questionnaire and the attached Schedule will provide information regarding various aspects of the Project, and the costs and benefits associated therewith.

The Questionnaire must be completed before we can finalize the Cost/Benefit Analysis. Please complete the Questionnaire and forward it to us at your earliest convenience.

1. Name of Project Beneficiary ("Company"):	Burt Crane & Rigging
2. Brief Identification of the Project:	River Road, Town of Bethlehem, s/b/l 134-3-2
3. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ N/A
B. Value of Sales Tax Exemption Sought	\$ 119,806.41
C. Value of Real Property Tax Exemption Sought	\$ 649,408.00
D. Value of Mortgage Recording Tax Exemption Sought	\$ 31,296.41

PROJECTED PROJECT INVESTMENT

A. Land-Related Costs	
1. Land acquisition	\$ 294,000.00
2. Site preparation	\$
3. Landscaping	\$
4. Utilities and infrastructure development	\$ 843,635.00
5. Access roads and parking development	\$
6. Other land-related costs (describe) National Grid est.	\$
B. Building-Related Costs	
1. Acquisition of existing structures	\$ NA
2. Renovation of existing structures	\$ NA
3. New construction costs	\$ 2,131,027.00
4. Electrical systems	\$
5. Heating, ventilation and air conditioning	\$
6. Plumbing	\$
7. Other building-related costs (describe) architectural, water/sewer, tenant fit-up	\$ 286,489.00

PROJECTED PROJECT INVESTMENT - Continued

C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$ NA
2.	Packaging equipment	\$ NA
3.	Warehousing equipment	\$
4.	Installation costs for various equipment	\$
5.	Other equipment-related costs (describe)	\$ 20,500.00
D.	Furniture and Fixture Costs	
1.	Office furniture	\$
2.	Office equipment	\$
3.	Computers	\$
4.	Other furniture-related costs (describe)	\$
E.	Working Capital Costs	
1.	Operation costs	\$
2.	Production costs	\$ NA
3.	Raw materials	\$ NA
4.	Debt service	\$ NA
5.	Relocation costs	\$ NA
6.	Skills training	\$ NA
7.	Other working capital-related costs (describe)	\$
F.	Professional Service Costs	
1.	Architecture and engineering	\$ 172,400.00
2.	Accounting/legal	\$
3.	Other service-related costs (describe)	\$
G.	Other Costs	
1.	Construction Loan Fees and Interest	\$ 164,000.00
2.		\$
H.	Summary of Expenditures	
1.	Total Land Related Costs	\$ 1,137,635.00
2.	Total Building Related Costs	\$ 2,417,516.00
3.	Total Machinery and Equipment Costs	\$ 20,500.00
4.	Total Furniture and Fixture Costs	\$ 0.00
5.	Total Working Capital Costs	\$ 0.00
6.	Total Professional Service Costs	\$ 172,400.00
7.	Total Other Costs	\$ 164,000.00

TOTAL COSTS \$3,912,051.00

PROJECTED CONSTRUCTION EMPLOYMENT IMPACT

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

Year	Construction Jobs (Annual wages and benefits \$40,000 and under)	Construction Jobs (Annual wages and benefits over \$40,000)
Current Year		
Year 1	12	8
Year 2		
Year 3		
Year 4		
Year 5		

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

Year	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	\$	\$
Year 1	\$ 1,920,000.00	\$ 115,220.00
Year 2	\$	\$
Year 3	\$	\$
Year 4	\$	\$
Year 5	\$	\$

PROJECTED PERMANENT EMPLOYMENT IMPACT

- I. Please provide estimates of total existing permanent jobs to be preserved or retained as a result of the Project: N/A

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

- II. Please provide estimates of total new permanent jobs to be created at the Project:

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

- III. Please provide estimates of total annual wages and benefits of total permanent jobs at the Project:

Year	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	\$ 0	\$ 0
Year 1	\$	\$
Year 2	\$	\$
Year 3	\$	\$
Year 4	\$	\$
Year 5	\$	\$

- IV. Please provide estimates for the following:

A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule A.

PROJECTED OPERATING IMPACT

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

Additional Purchases (1 st year following project completion)	\$ _____
Additional Sales Tax Paid on Additional Purchases	\$ _____
Estimated Additional Sales (1 st full year following project completion)	\$ _____
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$ _____

II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("Pilot Payments"):

Year	Existing Real Property Taxes	New Pilot Payments	Total
Current Year	see attached schedule		
Year 1			
Year 2			
Year 3			
Year 4			
Year 5			
Year 6			
Year 7			
Year 8			
Year 9			
Year 10			

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

IV. Please provide estimates for the impact of economic and local costs expected to be produced as a result of the Project:

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

CERTIFICATION

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

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

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

<p>Date Signed: <u>January 14</u> ____, 20<u>20</u>.</p>	<p>Name of Person Completing Project Questionnaire on behalf of the Company.</p> <p>Name: <u>Cannon Development, LLC</u></p> <p>Title: <u>Bridget A. Hubal, Member</u></p> <p>Telephone Number: <u>518-271-6858 x 126</u></p> <p>Signature: <u>Bridget A Hubal</u></p>
---	---

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY
ANNUAL STATEMENT OF FINANCIAL DISCLOSURE**

Project Name: Cannon Development, LLC
Project Type: straight lease transaction
Total Project Cost: _____

	<u>Total Year 1</u>	<u>Total Years 2-10</u>	<u>Total Year 10</u>
<u>Part 1: Sources of Tax Savings & Payments</u>			
Estimated Sales Tax Savings:			
Projected Construction Cost	\$ -	\$ -	\$ -
Percent Taxable (Estimated)	0.00%	0.00%	0.00%
Sales Tax Rate	8.25%	8.25%	8.25%
Sales Tax Due	\$ -	\$ -	\$ -
Sales Tax Saved	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Estimated Mortgage Tax Savings			
Mortgage Amount	\$ -	\$ -	\$ -
Mortgage Tax Rate	0.75%	0.75%	0.75%
Mortgage Tax Due	\$ -	\$ -	\$ -
Mortgage Tax Saved	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Estimated Real Property Tax Savings & Payments: (Schedule A)			
Estimated Assessed Value			
Property Taxes Saved	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Property Taxes and PILOT Payments	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Total Estimated Net Tax Savings:	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
<u>Part 2: Community Benefits & New Taxes Produced</u>			
Employment and Wages:			
Number of Existing Jobs	0.00	0.00	0.00
Total Projected New Jobs	0.00	0.00	0.00
Average Annual Wage of New Jobs (Schedule B)	\$ -	\$ -	\$ -
Projected Total Wages of New Jobs (Schedule B)	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Income and Sales Taxes:			
Average State Income Tax Rate *	3.50%	3.50%	3.50%
Estimated Total State Income Taxes Paid	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Average % of Income Paid as Sales Tax	1.8%	1.8%	1.8%
Sales Tax Rate	8.25%	8.25%	8.25%
Total Sales Tax Paid	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Total Income and Sales Taxes Paid	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Estimated Indirect Benefits and Taxes			
Estimated Indirect Taxes Paid (ad valorem, fire, etc)	\$ -	\$ -	\$ -
Fee Paid to Agency	\$ -	\$ -	\$ -
Total Indirect Benefits	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

Total Estimated NYS Taxes and Agency Fee	\$ -	\$ -	\$ -
Total Estimated Net Tax Savings	\$ -	\$ -	\$ -
Projected Net Community Benefits (Loss)	\$ -	\$ -	\$ -

*Average state income tax rate was supplied by the IDA

Part 3: Cost Benefit Analysis

Schedule A - Property Tax Abatement:

Base Year Annual Taxes	\$ -
Estimated Annual Taxes on Improvements	\$ -
Taxes Eligible for Abatement	\$ -

<u>Year</u>	<u>% Tax Due</u>	<u>Tax Due</u>	<u>Tax Savings</u>
Year 1		\$ -	\$ -
Year 2		\$ -	\$ -
Year 3		\$ -	\$ -
Year 4		\$ -	\$ -
Year 5		\$ -	\$ -
Year 6		\$ -	\$ -
Year 7		\$ -	\$ -
Year 8		\$ -	\$ -
Year 9		\$ -	\$ -
Year 10		\$ -	\$ -
Totals		\$ -	\$ -
Average		\$ -	\$ -

Schedule B - Calculation of Projected Total Wages for New Hires:

<u>Year</u>	<u>Projected New Hires</u>	<u>Average Annual Wage of New Jobs</u>	<u>Total Annual Wage of New Jobs</u>
Year 1		\$ -	\$ -
Year 2		\$ -	\$ -
Year 3		\$ -	\$ -
Year 4		\$ -	\$ -
Year 5		\$ -	\$ -
Year 6		\$ -	\$ -
Year 7		\$ -	\$ -
Year 8		\$ -	\$ -
Year 9		\$ -	\$ -
Year 10		\$ -	\$ -
Totals		\$ -	\$ -
Average		\$ -	\$ -

Attachment: Application v-3 11-6-20 revision (6627 : Cannon Application)

Law Office of Debra J. Lambek PLLC

302 Washington Avenue Extension
Albany, New York 12203

Debra J. Lambek
Counsel
(518) 862-9133 Ext. 4225
dlambek@lambeklaw.com

November 6, 2020
(REVISED LETTER NOVEMBER 9, 2020)

Thomas P. Connolly, Esq.
McNamee, Lochner, Titus, & Williams, P.C.
677 Broadway
Albany, New York 12207

A. Joseph Scott, Esq.
Hodgson Russ, LLP
677 Broadway
Albany, New York 12207

Re: Cannon Development LLC ("Applicant") with
Town of Bethlehem Development Agency ("Agency")
For project located at River Road, Town of Bethlehem
Albany County, New York ("Project")

Dear Tom and Joe:

Enclosed for your review is the proforma for the proposed Project. We have provided three different scenarios, one without a PILOT, one showing the Standard Abatement and one showing the Enhanced PILOT.

As you know the Applicant has requested the Enhanced PILOT. As you can see from the proforma the Project does not provide significant cash flow for the Applicant. Typically an investor would not proceed with a Project based on these projections. In particular it is critical for the Applicant to obtain financing for the purchase and construction. Lenders typically require a certain debt service ratio to approve financing. As you can see from the various proformas, the only proposal that will provide a sufficient debt service coverage ratio to enable the Applicant to finance the Project is the Enhanced PILOT.

Despite the fact that the returns are very low, the Applicant is viewing the Project as a long term investment with additional potential development in the future. Therefore, the Applicant is still willing to proceed provided it is able to obtain the Enhanced PILOT.

Per the Agency's request, Scheib Corporation will guaranty the Applicant's obligations to the Agency.

C:\Users\nagengast\AppData\Roaming\IQM2\MinuteTraq\bethlehemtownny@bethlehemtownny.IQM2.com\Work\Attachments\1.doc

Attachment: Application v-3 Lambek ltr 11-9-20 (6627 : Cannon Application)

Law Office of Debra J. Lambek PLLC

It should also be noted the Applicant has also identified alternative sites that would also work well for business operations as follows:

Montgomery, New York near the intersection of 1-87 and 1-84 which is currently an existing transportation company, yard and warehouse;

Newburgh, New York which is 30 acres zoned industrial and shovel ready; and

Springfield Massachusetts, which is an existing transportation company, yard and warehouse.

These alternative sites would work well for the Applicant's use, would permit and the Applicant to diversify locations and are much more cost effective. While the Applicant prefers the Town of Bethlehem site, other options being reviewed.

Please also note some of our project costs have been revised so we enclose a revised application for your use.

Please let me know if you require additional information to proceed with your consideration of this Project. Thank you.

Very truly yours,

s/Debra J. Lambek/mml

Debra J. Lambek
Counsel

DJL/mml

cc: Thomas Scheib (Via Email to tavs@burcrane.com)
Bridget Hubel (Via Email to bhubel@burcrane.com)

PROPERTY ACQUISITION AND SITE COST ASSUMPTIONS

	Name	Total
Property Acquisition Cost	\$ 290,000	\$ 290,000
Demolition Cost	\$ -	\$ -
Environmental Remediation Costs	\$ 4,000	\$ 4,000
Hazardous Materials Abatement	\$ -	\$ -
Sitework Costs (Parking & Paving)	\$ -	\$ -
Total	\$ 294,000	\$ 294,000
Land Acreage	28.00	28.00

CONSTRUCTION DEVELOPMENT COSTS (include "hard" and "soft" and note where relevant)

	Name	Total
Gross Building Area (GSF)	28,000	28,000
Buildings	2,131,027	2,131,027
Machinery and Equipment	20,500	20,500
Utilities, roads, etc	843,635	843,635
Architects and Engineering	172,400	172,400
Financing Costs (please review carefully and do not include interest costs)	164,000	164,000
Other : Archaeology, Water/Sewer Fees, Tenant Fitup, CPI	\$ 286,489	\$ 286,489
Total Cost per GSF	\$ 3,618,051	\$ 3,618,051
	\$ 129.22	\$ 129.22

DEVELOPMENT PROGRAM AND OPERATING ASSUMPTIONS

	Name	Total
Income Growth Factor (average of ten years)		\$ -
		0%
Expense Growth Factor (average of ten years)	2.00%	\$ -
	2.00%	0.00%
		0.00%

PROJECT FINANCING

Sources of Funds	Amount	Percent
Senior Debt	\$ 3,129,641	80%
Other	\$ -	0%
Other	\$ -	0%
Equity and Working Capital	\$ 782,410	20%
Total Sources	\$ 3,912,051	100%

Uses of Funds (from first tab)

Property Acquisition and Site Costs	\$ 294,000	8%
Buildings	\$ 2,131,027	54%
Machinery and Equipment	\$ 20,500	1%
Utilities, roads, etc	\$ 843,635	22%
Architects and Engineering	\$ 172,400	4%
Financing Costs (please review carefully a	\$ 164,000	4%
Other : Archaeology, Water/Sewer Fees, 1	\$ 286,489	7%
Total Uses	\$ 3,912,051	100%

SOURCES AND USES MUST BE EQUAL

Long Term Financing

% Loan to Value (LTV)	80.00%
Interest Rate	3.50%
Long Term Loan Principal	\$ 3,129,641
Loan Amortization Period (years)	20
Number of payments per year (can assume 1)	12
Number of years of interest-only, if any	0

Sale price is calculated to evaluate return, not because project must be sold

Assumptions	Assumptions
Year of Sale	10
Last Year Net Operating Income (NOI) After Taxes	do not enter
Reversion/Exit Capitalization Rate (Cap Rate)	7.50%
Reversion (Sale) Value	do not enter
Sale Commission Rate	2.50%
Sale Commission Cost	do not enter

Instructions: Enter information in fields that are blue. Note that for some information, descriptions should be changed to reflect the project. Subtotals Totals will calculate automatically.

Gateway Commerce Center Date 10/13/2020

Annual Cashflows (Pro Forma)

	Construction	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Years 2 through 10 can use the escalation factors for revenue and costs - calculations are made here as an example											
Rating Cash Flow											
Income											
Gross Operating Income (Adds Back NINNs for Tenant)	\$ -	\$ 298,078	\$ 304,040	\$ 310,121	\$ 316,323	\$ 322,650	\$ 329,103	\$ 335,685	\$ 342,398	\$ 349,246	\$ 356,231
Vacancy Allowance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Rental Income	\$ -	\$ 298,078	\$ 304,040	\$ 310,121	\$ 316,323	\$ 322,650	\$ 329,103	\$ 335,685	\$ 342,398	\$ 349,246	\$ 356,231
Expense Reimbursements (if any)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Effective Gross Income (EGI)	\$ -	\$ 298,078	\$ 304,040	\$ 310,121	\$ 316,323	\$ 322,650	\$ 329,103	\$ 335,685	\$ 342,398	\$ 349,246	\$ 356,231
Operating Expenses (Net)											
Operating Expenses (see expenses)	\$ (25,000)	\$ (32,300)	\$ (32,946)	\$ (33,605)	\$ (34,277)	\$ (34,963)	\$ (35,662)	\$ (36,375)	\$ (37,103)	\$ (37,845)	\$ (38,601)
Operating Expenses (name as needed)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Operating Expenses	\$ (25,000)	\$ (32,300)	\$ (32,946)	\$ (33,605)	\$ (34,277)	\$ (34,963)	\$ (35,662)	\$ (36,375)	\$ (37,103)	\$ (37,845)	\$ (38,601)
Pre-Tax Operating Income	\$ (25,000)	\$ 265,778	\$ 271,094	\$ 276,516	\$ 282,046	\$ 287,687	\$ 293,441	\$ 299,310	\$ 305,296	\$ 311,402	\$ 317,630
Real Property Taxes											
Real Property Taxes on Unimproved Value, 2% escalation	\$ (8,371)	\$ (8,538)	\$ (8,709)	\$ (8,883)	\$ (9,061)	\$ (9,242)	\$ (9,427)	\$ (9,616)	\$ (9,808)	\$ (10,004)	\$ (10,204)
Real Property Taxes on Improvements of \$3M, 2% escalation	\$ -	\$ (88,558)	\$ (90,125)	\$ (91,927)	\$ (93,766)	\$ (95,641)	\$ (97,554)	\$ (99,505)	\$ (101,495)	\$ (103,525)	\$ (105,596)
Total Real Property Taxes	\$ (8,371)	\$ (96,896)	\$ (98,834)	\$ (100,811)	\$ (102,827)	\$ (104,883)	\$ (106,981)	\$ (109,121)	\$ (111,303)	\$ (113,529)	\$ (115,800)
Operating Income (NOI)	\$ (33,371)	\$ 168,882	\$ 172,260	\$ 175,705	\$ 179,219	\$ 182,804	\$ 186,460	\$ 190,189	\$ 193,993	\$ 197,873	\$ 201,830
Replacement Reserve (if any)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Debt Service Payment, Interest	\$ -	\$ (108,266)	\$ (105,430)	\$ (102,493)	\$ (99,451)	\$ (96,301)	\$ (93,039)	\$ (89,661)	\$ (86,163)	\$ (82,541)	\$ (78,789)
Debt Service Payment, Principal	\$ -	\$ (79,746)	\$ (82,583)	\$ (85,520)	\$ (88,562)	\$ (91,711)	\$ (94,973)	\$ (98,351)	\$ (101,849)	\$ (105,472)	\$ (109,223)
Selling Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Financing Cash Flow	\$ -	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)
Flow After Financing and Reserve	\$ (33,371)	\$ (19,130)	\$ (15,753)	\$ (12,307)	\$ (8,793)	\$ (5,209)	\$ (1,553)	\$ 2,176	\$ 5,980	\$ 9,860	\$ 13,817
Debt Service Coverage Ratio (DSCR) (red background if below 1.1)		0.90	0.92	0.93	0.95	0.97	0.99	1.01	1.03	1.05	1.07
Use of Equity and Working Capital											
Annual Cashflows from Project	\$ (33,371)	\$ (19,130)	\$ (15,753)	\$ (12,307)	\$ (8,793)	\$ (5,209)	\$ (1,553)	\$ 2,176	\$ 5,980	\$ 9,860	\$ 13,817

NO PILOT

Instructions: Enter information in fields that are blue. Note that for some information, descriptions should be changed to reflect the project. Subtotals totals will calculate automatically.

Gateway Commerce Center	Date	Annual Cashflows (Pro Forma)									
	10/13/2020	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
		Years 2 through 10 can use the escalation factors for revenue and costs - calculations are made here as an example									
Operating Cash Flow											
Income											
Gross Operating Income (Adds Back NINNs for Tenant)	\$	280,407	286,015	291,735	297,570	303,521	309,592	315,784	322,099	328,541	335,112
Vacancy Allowance	\$	-	-	-	-	-	-	-	-	-	-
Net Rental Income	\$	280,407	286,015	291,735	297,570	303,521	309,592	315,784	322,099	328,541	335,112
Expense Reimbursements (if any)	\$	-	-	-	-	-	-	-	-	-	-
Effective Gross Income (EGI)	\$	280,407	286,015	291,735	297,570	303,521	309,592	315,784	322,099	328,541	335,112
Operating Expenses (Net)											
Operating Expenses (see expenses)	\$	(25,000)	(32,946)	(33,605)	(34,277)	(34,963)	(35,662)	(36,375)	(37,103)	(37,845)	(38,601)
Operating Expenses (name as needed)	\$	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	\$	(25,000)	(32,946)	(33,605)	(34,277)	(34,963)	(35,662)	(36,375)	(37,103)	(37,845)	(38,601)
Pre-Tax Operating Income	\$	248,107	253,069	258,130	263,293	268,559	273,930	279,409	284,997	290,697	296,511
Real Property Taxes											
Real Property Taxes on Unimproved Value, 2% escalation	\$	(8,371)	(8,709)	(8,883)	(9,061)	(9,242)	(9,427)	(9,616)	(9,808)	(10,004)	(10,204)
STANDARD PILOT, \$3M Improvements, 2% escalation	\$	-	(44,179)	(48,597)	(53,015)	(61,850)	(66,268)	(70,686)	(75,104)	(79,522)	(83,940)
Total Real Property Taxes	\$	(8,371)	(52,717)	(61,898)	(66,493)	(71,093)	(75,695)	(80,302)	(84,912)	(89,526)	(94,144)
Operating Income (NOI)	\$	195,390	195,763	196,233	196,800	197,466	198,235	199,107	200,085	201,171	202,367
Replacement Reserve (if any)	\$	-	-	-	-	-	-	-	-	-	-
Debt Service Payment, Interest	\$	-	(108,266)	(105,430)	(102,493)	(99,451)	(93,039)	(89,661)	(86,163)	(82,541)	(78,789)
Debt Service Payment, Principal	\$	-	(79,746)	(82,583)	(85,520)	(91,711)	(94,973)	(98,351)	(101,849)	(105,472)	(109,223)
Selling Costs	\$	-	-	-	-	-	-	-	-	-	-
Financing Cash Flow	\$	(188,013)	(188,013)	(188,013)	(188,013)	(188,013)	(188,013)	(188,013)	(188,013)	(188,013)	(188,013)
Flow After Financing and Reserve	\$	7,377	7,751	8,220	8,787	9,454	10,222	11,094	12,072	13,158	14,354
Debt Service Coverage Ratio (DSCR) (red background if below 1.1)		1.04	1.04	1.04	1.05	1.05	1.05	1.06	1.06	1.07	1.08
Use of Equity and Working Capital											
Annual Cashflows from Project	\$	(33,371)	7,377	7,751	8,220	8,787	9,454	10,222	11,094	12,072	13,158

STANDARD PILOT

Instructions: Enter information in fields that are blue. Note that for some information, descriptions should be changed to reflect the project. Subtotals Totals will calculate automatically.

Gateway Commerce Center	Date	Annual Cashflows (Pro Forma)										
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
rating Cash Flow Income Gross Operating Income (Adds Back NNIs for Tenant)												
		\$ -	\$ 262,735	\$ 267,990	\$ 273,350	\$ 278,817	\$ 284,393	\$ 290,081	\$ 295,883	\$ 301,800	\$ 307,836	\$ 313,993
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ 262,735	\$ 267,990	\$ 273,350	\$ 278,817	\$ 284,393	\$ 290,081	\$ 295,883	\$ 301,800	\$ 307,836	\$ 313,993
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ 262,735	\$ 267,990	\$ 273,350	\$ 278,817	\$ 284,393	\$ 290,081	\$ 295,883	\$ 301,800	\$ 307,836	\$ 313,993
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ 262,735	\$ 267,990	\$ 273,350	\$ 278,817	\$ 284,393	\$ 290,081	\$ 295,883	\$ 301,800	\$ 307,836	\$ 313,993
		\$ (25,000)	\$ (32,300)	\$ (32,946)	\$ (33,605)	\$ (34,277)	\$ (34,963)	\$ (35,662)	\$ (36,375)	\$ (37,103)	\$ (37,845)	\$ (38,601)
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ (25,000)	\$ (32,300)	\$ (32,946)	\$ (33,605)	\$ (34,277)	\$ (34,963)	\$ (35,662)	\$ (36,375)	\$ (37,103)	\$ (37,845)	\$ (38,601)
		\$ (25,000)	\$ 230,435	\$ 235,044	\$ 239,745	\$ 244,540	\$ 249,431	\$ 254,419	\$ 259,508	\$ 264,698	\$ 269,992	\$ 275,392
		\$ (8,371)	\$ (8,538)	\$ (8,709)	\$ (8,883)	\$ (9,061)	\$ (9,242)	\$ (9,427)	\$ (9,616)	\$ (9,808)	\$ (10,004)	\$ (10,204)
		\$ -	\$ -	\$ -	\$ (8,836)	\$ (17,672)	\$ (26,507)	\$ (35,343)	\$ (44,179)	\$ (53,015)	\$ (61,850)	\$ (70,686)
		\$ (8,371)	\$ (8,538)	\$ (8,709)	\$ (17,719)	\$ (26,732)	\$ (35,749)	\$ (44,770)	\$ (53,794)	\$ (62,822)	\$ (71,854)	\$ (80,890)
		\$ (33,371)	\$ 221,897	\$ 226,335	\$ 222,026	\$ 217,807	\$ 213,681	\$ 209,649	\$ 205,713	\$ 201,875	\$ 198,137	\$ 194,501
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ (108,266)	\$ (105,430)	\$ (102,493)	\$ (99,451)	\$ (96,301)	\$ (93,039)	\$ (89,661)	\$ (86,163)	\$ (82,541)	\$ (78,789)
		\$ -	\$ (79,746)	\$ (82,583)	\$ (85,520)	\$ (88,562)	\$ (91,711)	\$ (94,973)	\$ (98,351)	\$ (101,849)	\$ (105,472)	\$ (109,223)
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)	\$ (188,013)
		\$ (33,371)	\$ 33,884	\$ 38,322	\$ 34,013	\$ 29,795	\$ 25,669	\$ 21,637	\$ 17,701	\$ 13,863	\$ 10,125	\$ 6,489
		\$ 514	\$ 38,836	\$ 72,849	\$ 102,644	\$ 128,312	\$ 149,949	\$ 167,650	\$ 181,512	\$ 191,637	\$ 198,126	\$ 198,126
		1.18	1.20	1.18	1.16	1.14	1.12	1.09	1.07	1.05	1.05	1.03
		\$ (33,371)	\$ 33,884	\$ 38,322	\$ 34,013	\$ 29,795	\$ 25,669	\$ 21,637	\$ 17,701	\$ 13,863	\$ 10,125	\$ 6,489
		\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$

ENHANCED

**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY
APPLICATION FOR ENHANCED TAX ABATEMENT**

Notice to Applicants:

This application for an Enhanced Tax Abatement must be accompanied by the agency's standard application for financial assistance

Applicant Information:

PROJECT NAME: Cannon Development LLC

REPRESENTATIVE NAME: Bridget A. Hubel

REPRESENTATIVE PHONE: (518) 271-6858

REPRESENTATIVE E-MAIL: bhubal@burtcrane.com

APPLICATION DATE: January 14, 2020

Overview: BIDA Enhanced Tax Abatement Program

This abatement is designed to enhance the regional competitive position of the Town in attracting high quality business development that meets very specific economic benefit criteria. As with all BIDA PILOT programs, the abatement is against the increase in assessed valuation resulting from the completion of the project. It also assumes that the abatement program begins after the completion of construction and a Certificate of Occupancy (CO) has been issued for the project. The tax abatement schedule is as follows:

<u>Year</u>	<u>% Abatement</u>
1	100%
2	100%
3	90%
4	80%
5	70%
6	60%
7	50%
8	40%
9	30%
10	20%
11	10%
12	0%

Attachment: Enhanced PILOT Application V-3 Scheib Corp dba Burt crane and rigging, Cannon Development (11-30-20) (6628 : Cannon

BIDA Enhanced Tax Abatement Program Evaluative Criteria

To be eligible for the enhanced abatement, an applicant must demonstrate the project's ability to substantially meet specific criteria. For each of the criteria listed below and in the space provided, describe and document how the project meets each evaluative criterion:

Criterion 1: Extraordinary New Job Creation or Capital Investment:

There are currently no jobs at the Property. This Project anticipates creation of 5 full time jobs with salaries ranging from \$50,000 to \$100,000.

Criterion 2: Net New Capital Investment in the Capital Region:

The total private investment for this Project is estimated at +/- \$3,912,051.00.

Criterion 3: Reuse or Redevelopment of Abandoned or Underutilized Real Estate:

The Property is vacant and underutilized. Applicant anticipates developing one (1) 28,000 s.f. building and warehouse facility now. Since the entire parcel is 26.33 acres, Applicant is also forecasting additional development in the future.

Criterion 4: Consistency with the Town's Comprehensive Plan Recommendations:

The Project complies with the Town's Comprehensive Plan per Town board approval in 2016. see attached and below. An excerpt from the meeting as follows: The project is in conformance with the Town of Bethlehem Comprehensive Plan, as adopted August 24, 2005. The Comprehensive Plan Recommendations Map identified the project site as an area where mixed-use light industry, office and technology development should be focused. As such, in 2006, the site was zoned for the Mixed Economic Development Zoning District. A one year extension for the Master Plan approval was granted on August 14, 2019 by the town board.

Criterion 5: Market Penetration; Potential for Catalytic Effect for Subsequent Projects:

Once the first 28,000 s.f. is constructed, it is anticipated that the Applicant will develop additional facilities on the parcel in the future.

Criterion 6: Consistency with Regional Target Industries:

The applicant's industry is primarily industrial and commercial construction.

Criterion 7: Business Development that Promotes Economic Diversification:

A portion of the proposed warehouse shall be used for customer equipment storage from small hvac contractors to nationwide corporations and everywhere in between. Additionally the balance of the warehouse will be built to suit for tenants of any economic class.

Project Fiscal and Economic Impact Analysis

1. Estimated Amount of Project Benefits Sought:

a) Amount of Bonds Sought:	\$ n/a
b) Value of Sales Tax Exemption Sought	\$ 119,806.48
c) Value of Real Property Tax Exemption Sought	\$ 649,408.00
d) Value of Mortgage Recording Tax Exemption Sought	\$ 31,296.41

2. Summary of Project Costs:

a) Total Land Related Costs	\$ 294,000.00
b) Total Building Related Costs	\$ 2,131,027.00
c) Total Machinery and Equipment Costs	\$ 20,500.00
d) Total Furniture and Fixture Costs	\$ --
e) Total Working Capital Costs /Infrastructure Costs	\$ 843,635.00
f) Total Professional Service Costs	\$ 172,400.00
g) Total Other Costs	\$ 450,489.00

3. Economic and Fiscal Impacts:

In the space provided below and/or in an attachment to this application, provide information about the project's economic and fiscal impact on the economy of Albany County. A Fiscal and Economic Impact Analysis prepared by an independent contractor is preferred and may be required by BIDA. Regarding economic impacts, specific information to be considered includes employment, earnings and output data. Describe the type and number of both direct and indirect jobs that will be created by the project. Regarding fiscal impacts, provide an estimate of the governmental income and expenditures that will result from the project for all affected local taxing jurisdictions during the period that the project will be assisted by BIDA. Provide the assumptions used in developing all economic and fiscal projections.

Experience and Financial Capability

In the space below, provide documentation of the applicant’s relevant experience in undertaking similar projects. Also include information regarding the financial strength and credit worthiness of the applicant.

Certification

I certify that I have prepared the responses provided in this Application for Enhanced Tax Abatement and that, to the best of my knowledge, such responses are true, correct and complete. I also understand that projects that are eligible for New York State Empire Zone Benefits must first utilize the real property tax benefits of the Zones program before seeking additional abatement from the BIDA.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

Signature of Certifying Representative: Bridget A Hubel

Title of Certifying Representative: Bridget Hubel, Member

Date Signed: 1/23/2020

Attachment: Enhanced PILOT Application V-3 Scheib Corp dba Burt crane and rigging, Cannon Development (11-30-20) (6628 : Cannon