
City of Syracuse
Industrial Development Agency
201 East Washington Street, 7th Floor
Syracuse, NY 13202
Tel (315) 473-3275

To: Board of Directors
City of Syracuse Industrial Development Agency

From: Judith DeLaney

Date: July 13, 2018

Re: Board of Directors Meeting Agenda –July 17, 2018

The City of Syracuse Industrial Development Agency will hold a Board of Directors Meeting on **Tuesday, July 17, 2018 at 8:30 a.m.** in the Common Council Chambers, 304 City Hall, 233 East Washington St., Syracuse, N.Y. 13202.

I. Call Meeting to Order –

II. Roll Call –

III. Proof of Notice – 1a

Minutes – 1b

Approval of minutes from the June 19th Board of Directors meeting.

IV. New Business –

101 North Salina St. LLC – Nora Spillane – 2

Approval of a resolution authorizing a Public Hearing on the Project.

Attachments:

1. *Application for Financial Assistance.*
2. *Resolution.*

Gerharz Equipment Inc.– Nora Spillane – 3

Approval of a resolution authorizing a Public Hearing on the Project.

Attachments:

1. *Application for Financial Assistance.*
2. *Resolution.*

V. Adjournment –

City of Syracuse
Industrial Development Agency
201 East Washington Street, 6th Floor
Syracuse, NY 13202
Tel (315) 473-3275

PLEASE POST

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PUBLIC MEETING NOTICE

THE SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY

HAS SCHEDULED

A

BOARD OF DIRECTORS MEETING

TUESDAY JULY 17, 2018

At 8:30 a.m.

**IN THE
COMMON COUNCIL CHAMBERS
304 City Hall
233 East Washington Street
Syracuse, NY 13202**

City of Syracuse
Industrial Development Agency
201 East Washington Street, 7th Floor
Syracuse, NY 13202
Tel (315) 473-3275

Minutes
Board of Directors Meeting
Tuesday June 19, 2018

Board Members Present: Kenneth Kinsey, Ricky T. Brown, Kathleen Murphy, Steven Thompson, Michael Frame

Staff Present: Honora Spillane, Meghan Ryan, Esq., Judith DeLaney, John Vavonese, Sue Katzoff, Esq., Debra Ramsey-Burns.

Others Present: Lauryn LaBorde, Aggie Lane, Jim Mason, Robert Sweet, Jonathan Sherrell, Tom Imozzo, Diane Green, Peter King.

I. Public Hearing

Rapid Response Services Incorporated

Mr. Frame opened the Public Hearing at 8:30 a.m.

Ms. Katzoff read verbatim the Notice of the Public Hearing on the Project.

Mr. Frame then asked if anyone in attendance wished to speak in favor of the Project.

Jonathan Sherrell Director of Marketing for Rapid Response spoke in favor of the Project. He noted the Company served over a million customers and said the proposed upgrades to the building would include additional hardware and software to service its clients. He thanked the Board for its consideration.

Mr. Frame then asked an additional two times if anyone in attendance wished to speak in favor of this project. No one else spoke in favor.

Mr. Frame then asked if anyone wished to speak in opposition of this project.

Aggie Lane from Urban Jobs Task Force spoke. Ms. Lane said she was not against the project however she was opposed to giving out tax benefits to any company without verification of employment goals. She then advocated again for the Agency to employ a system (LCP Tracker) to monitor project job goals.

Jim Mason and Tom Imozzo representing the Local 277 Carpenters Union also spoke. Both advocated local hiring and fair wages.

Rich Puchalski representing Syracuse United Neighbors spoke. He said he believed there to be 1700 vacant houses on the southwest side of Syracuse and rarely sees any effort to renovate any of that housing. He noted the Land Bank receives demolition money from the City and questioned whether demolition was the City's only interest. He said he would like to see funding from SIDA be dedicated to fixing up some of these properties.

Diane Green also spoke. She noted the City did not have a lot of money and questioned if anyone ever paid property taxes anymore.

Mr. Frame then asked an addition two times if anyone else in attendance wished to speak in opposition to the Project. No one else spoke.

Mr. Frame closed the Public Hearing at 8:42 a.m.

Call Meeting to Order

Mr. Frame called the meeting to order at 8:42 a.m.

II. Roll Call

Mr. Frame acknowledged all Board members were present.

III. Proof of Notice

Mr. Frame noted notice of the meeting had been timely and properly provided.

IV. Minutes

Mr. Frame asked for a motion approving the minutes from the April 20, 2018 and the May 15, 2018 Board of Directors Meeting.

Mr. Thompson made the motion. Mr. Brown seconded the motion for the April 20, 2018 Board of Directors meeting. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED THE MINUTES FROM THE APRIL 20, 2018 BOARD OF DIRECTORS MEETING.**

Mr. Frame then asked for a motion approving the minutes from the May 15, 2018 Board of Directors meeting.

Mr. Thompson made the motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED THE MINUTES FROM THE MAY 15, 2018 BOARD OF DIRECTORS MEETING.**

V. New Business

Rapid Response Monitoring Services Incorporated

Ms. Katzoff noting a Public Hearing had just concluded on the Project advised the Board members that Rapid Response was returning to SIDA to ask for additional financial assistance to undertake a project to renovate the original building housing their headquarters at 400 West Division St. She noted in 2012 the

Agency approved a project for a 20,000 sq. ft. expansion, later expanded to 37,500 square feet, along with renovation of the original 37,500 sq. ft. building. Due to the cost of the expansion now completed, the original building was not renovated. She said the Company now proposes the renovation and upgrade of the original building to include all mechanical systems at a cost estimated to be \$5,025,000 and is requesting the Agency approve a sales tax exemption benefit in the amount of \$400,000. She noted previously the Agency had approved a PILOT agreement for the 2012 Project and that there would be no change in the terms of that agreement.

Mr. Brown asked about job reporting. Ms. Katzoff responded the Company was required at the end of the year to report to the Agency on the number of jobs created. Additionally the Agency as a matter of practice reviewed and approved contractors/sub-contractors making use of the sales tax exemption and in turn reported that information to the State.

Ms. Katzoff then asked the Board to consider an inducement resolution for the Project.

There being no further questions Mr. Frame asked for a motion to approve an inducement resolution for the Project. Mr. Brown made the motion. Mr. Thompson seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION AUTHORIZING THE UNDERTAKING, ACQUISITION, RENOVATION, EQUIPPING AND COMPLETION OF A COMMERCIAL FACILITY; APPOINTING THE COMPANY AS AGENT OF THE AGENCY FOR THE PURPOSE OF THE ACQUISITION, RENOVATION, EQUIPPING AND COMPLETION OF THE PROJECT; AND AUTHORIZING THE EXECUTION AND DELIVERY OF AN AGREEMENT BETWEEN THE AGENCY AND THE COMPANY**

Ms. Katzoff then requested the Board consider a final resolution.

There being no discussion Mr. Frame asked for a motion to approve the resolution. Mr. Thompson made the motion. Ms. Murphy seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A RESOLUTION AUTHORIZING THE EXECUTION AND DELIVERY OF CERTAIN DOCUMENTS BY THE AGENCY IN CONNECTION WITH A COMMERCIAL PROJECT UNDERTAKEN AT THE REQUEST OF THE COMPANY.**

C-Mand Development LLC

Ms. Katzoff said the Agency was in receipt of correspondence from the Company requesting an extension of the sales tax appointment for the Project until November 1, 2018. She noted the Project was originally approved in 2013 and consisted of the gut renovation of the former Onondaga Music Building. She said the Company was near completion of the final phase of the Project and expects it to be completed by the fourth quarter of this year. She indicated the Company was only requesting the extension and that there would be no increase in benefits.

There being no discussion, Mr. Frame asked for a motion to approve the resolution.

Mr. Brown made the motion. Mr. Thompson seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A RESOLUTION APPROVING A RETROACTIVE EXTENSION OF THE SALES TAX APPOINTMENT OF C-MAND DEVELOPMENT, LLC AS AGENT OF THE AGENCY THROUGH**

NOVEMBER 1, 2018; AND AUTHORIZING THE EXECUTION OF ANY AND ALL NECESSARY DOCUMENTS.

National Development Council (NDC)

Ms. Spillane reviewed the terms of a of a contract from the Company to provide consulting services to the Agency for the period July 1, 2018 through June 30, 2019 and an additional addendum to that contract relative to consultation on City owned parking facilities. She noted both were included in the Board Agenda's packet.

She then introduced Robert (Bud) Sweet of NDC who is the consultant from National Development Council (NDC) advising the Agency. Mr. Sweet distributed a packet of information to the Board members describing NDC's services and briefly discussed its role. He said NDC advises municipalities and non-profits located in urban cores on community and business development and urban renewal. He noted NDC has both a New Market Tax program and a SBA7A lending program geared to distressed census tracks.

Ms. Spillane noting that NDC has provided invaluable assistance to the Agency over several years said that additionally this year an addendum to the contract would provide separate assistance to evaluate the City owned parking facilities.

After a brief discussion Mr. Frame asked for a motion to approve both the contact and addendum.

Mr. Thompson made the motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A CONTRACT PROVIDING CONSULTING SERVICES TO THE AGENCY FOR THE PERIOD JULY 1, 2018 THROUGH JUNE 30, 2019 IN AN AMOUNT NOT TO EXCEED \$75,000.00 AND AN ADDITIONAL ADDENDUM TO THAT CONTRACT RELATIVE TO CONSULTATION ON CITY OWNED PARKING FACILITIES IN AN AMOUNT NOT TO EXCEED \$18000.00.**

Syracuse Economic Development Corporation (SEDCO)

Ms. Spillane reviewed a Memorandum of Understanding (MOU) between the Agency and SEDCO relative to the 2009 Sale of Deys Centennial Plaza and SEDCO's agreement to pay SIDA the proceeds of payments received from the new owner relative to HUD 108 loan financing for the building. She reminded the Board members that members of the Finance Committee in February requested staff to prepare such an agreement outlining the terms between the Agency and the Corporation. After consultation with attorneys for both Boards a proposed MOU has been prepared by the Agency's Counsel and reviewed by the SEDCO Board of Directors.

Ms. Spillane said proposed terms include a payment of \$371, 593.00 by SEDCO to SIDA which is the remaining balance of SIDA's HUD 108 loan obligation. Any further payments received by SEDCO from Deys will be retained by SEDCO and used solely to recapitalize its revolving loan fund. On an annual basis SEDCO will account to SIDA for all payments received by Deys and for all loans made from such proceeds.

Mr. Frame asked if any of the loan money would be used outside of the City. Ms. Spillane responded it would be used solely for City projects. After further discussion among the Board members and additional clarification from Ms. Katzoff, Mr. Frame asked for a motion to approve the MOU.

Mr. Frame asked for a motion to approve the proposed agreement with SEDCO.

Ms. Murphy made the motion. Mr. Thompson seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION AUTHORIZING THE PROPOSED MEMORANDUM OF UNDERSTANDING WITH SEDCO.**

Agency Counsel

Ms. Spillane advised the Agency received three responses to the Request for Proposals (RFP) for qualified law firms and /or attorneys to serve as general and transaction counsel beginning July 1, 2018. She noted the responses and a scoring matrix based on the responses were included in the Board members agenda packets.

She said it was staff's recommendation that Barclay Damon be retained by the Agency to provide counsel on pending eminent domain matters.

After a brief discussion, Mr. Frame advised he agreed and as the other Board members were also in agreement he asked for a motion to approve the recommendation.

Ms. Murphy made the motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO RETAIN BARCLAY DAMON LLP ON EMINENT DOMAIN MATTERS**

Ms. Spillane than advised that for general counsel Bousquet Holstein PLLC was the highest scoring firm.

After a brief discussion Mr. Frame asked for a motion to approve the firm as counsel for the Agency.

Ms. Murphy made the motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION AUTHORIZING THE RETENTION OF BOUSQUET HOLSTEIN PLLC AS GENERAL AND BOND COUNSEL OF THE AGENCY EFFECTIVE JULY 1, 2018.**

V. Adjournment

There being no further business to discuss Mr. Frame asked for a motion to adjourn the meeting.

Mr. Thompson made the motion. Mr. Kinsey seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO ADJOURN THE MEETING AT 9:12A.M**

City of Syracuse
Industrial Development Agency
201 East Washington Street
Syracuse, NY 13202
Tel (315) 473-3275

EXECUTIVE SUMMARY

Agenda Item: 2

Title: 101 North Salina Street LLC

Requested By: Nora Spillane

OBJECTIVE: Approval of a resolution authorizing a Public Hearing on the Project

DESCRIPTION:

Direct expenditure of fund: Yes No

Type of financial assistance requested

PILOT

Sales Tax Exemption

Mortgage Recording Tax Exemption

Tax Exempt Bonds

Other

SUMMARY: The Agency has received an application for financial assistance from the Company for a Project to be undertaken at the former Post Standard building in Clinton Square. The owners propose an extensive renovation of the building, the construction of three new stories over the portion of the building facing Clinton Square, and a new façade to “visually unify all five stories”. At completion the project will include 205,000 sq. ft. of commercial space on floors 1 thru 3 and 50,000 sq. ft. of residential living units (50 units) on the upper two floors. Advance Media will continue to occupy tenant space where the print version of the Post Standard is produced. VIP Structures, also owned by members of 101 North Salina Street LLC, will relocate 145 employees to the new building and forecasts creation of an additional 34 full time employees over the next five years. Cost of the Project is estimated to be \$31,863,550.00. Benefits requested are a sales tax exemption valued at \$680,000, a mortgage tax exemption valued at \$187,500 and a PILOT agreement value to be determined.

ATTACHMENTS:

1. Application for Financial Assistance.
2. Resolution.

REVIEWED BY:

- Executive Director
- Audit Committee
- Governance Committee
- Finance Committee

Meeting: July 17, 2018

Prepared By: J. A. Delaney



**CITY OF SYRACUSE SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY
PROJECT APPLICATION INSTRUCTIONS**

1. Fill in all blanks, using "none", "not applicable" or "not available" where the question is not appropriate to the Project, which is the subject of this Application (the "Project"). If you have any questions about the way to respond, please call the City of Syracuse Industrial Development Agency ("SIDA" or the "Agency") at (315)473-3275.
2. If an estimate is given as the answer to a question, put "(est.)" after the figure or answer, which is estimated.
3. If more space is needed to answer any specific question, attach a separate sheet.
4. When completed, return this application by mail or fax to the Agency at the address indicated below. A signed application may also be submitted electronically in PDF format to Honora Spillane, SIDA Executive Director at hspillane@syr.gov. **An application will not be considered by the Agency until the application fee has been received.**
5. The Agency will not give final approval for this Application until the Agency receives a completed NYS Environmental Assessment Form concerning the Project, which is the subject of this Application. The form is available at <http://www.dec.ny.gov/permits/6191.html>
6. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the SIDA (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, this Applicant must identify such elements in writing and request that such elements be kept confidential. In accordance with Article 6 of the Public Officers Law, the SIDA may also redact personal, private, and/or proprietary information from publicly disseminated documents.
7. The Applicant will be required to pay the Agency application fee and legal fee deposit upon submission. If accepted as a project of the agency, the Applicant is responsible for all administrative and legal fees as stated in Appendix D.
8. A complete application consists of the following 10 items:
 - This Application
 - Conflict of Interest Statement - Appendix A
 - Environmental Assessment Form - Appendix B (Short Form)
 - Verification - Appendix C
 - A Project description, including a feasibility statement indicating the need for the requested benefits
 - Provide site plans, sketches, and/or maps as necessary
 - 10 year pro forma operating budget, including funding sources
 - 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

It is the policy of the Agency that any Project receiving benefits from the Agency will utilize 100% local contractors and local labor for the construction period of the Project unless a waiver is granted in writing by the Agency.

Return to:

City of Syracuse Industrial Development Agency
333 W. Washington Street, Suite 130
Syracuse, NY 13202
Phone: 315-473-3275
hspillane@syr.gov

**City of Syracuse Syracuse Industrial Development Agency
Application**

I. APPLICANT DATA

A. Contact Information

Company Name:	101 North Salina St, LLC ("Applicant")		
Mailing Address:	One Webster's Landing		
City:	Syracuse	State:	New York
		Zip:	13202
Phone:	3154715338	Fax:	3154715373
Contact Person:	Charles C. Wallace, III		
Email Address:	chuck.wallace@vipstructures.com		
Industry Sector:	Lessors		
NAICS Code:	531120, 531110	Federal Employer Identification Number:	81-4986246

B. Will the Applicant be the Project Beneficiary (i.e. Project tenant or owner/operator)

Yes No If No, Who will:

--

C. Principal Stakeholders

List principal owners/officers/directors owning 5% or more in equity holdings with percentage ownership. Public companies should list corporate officers.

Name	% Ownership	Business Address	Phone	Email
David C. Nutting	55%	One Webster's Landing Syracuse, NY 13202	3154715338	dnutting@vipstructures.com
Charles C. Wallace, Jr.	45%	One Webster's Landing Syracuse, NY 13202	3154715338	cwallace@vipstructures.com

D. Corporate Structure: Attach a schematic if Applicant is a subsidiary or otherwise affiliated with another entity.

- Corporation
 Private Public

Date and Location of Incorporation/Organization: January 17, 2017
New York

- Partnership
 General Limited

If a foreign corporation, is the Applicant authorized to do business in the State of New York?

Not Applicable

- Other Sole Proprietorship
 Limited Liability Company/Partnership

E. Applicant's Counsel:

Name:	Kevin M. Pole, Esq.			
Firm:	Bond, Schoeneck & King, PLLC			
Mailing Address:	One Lincoln Center			
City:	Syracuse	State:	NY	Zip: 13202
Phone:	3152188146	Fax:	3152188446	
Email Address:	kpole@bsk.com			

F. Applicant's Accountant:

Name:	Nick Shires			
Firm:	Dannible & McKee, LLP			
Mailing Address:	221 South Warren Street			
City:	Syracuse	State:	NY	Zip: 13202
Phone:	3154729127	Fax:	3154720026	
Email Address:	nshires@dmcpas.com			

G. Applicant History: If the answer to any of the following is "Yes", please explain below. If necessary, attach additional information.

1. Is the Applicant, its management, or its principal owners now a plaintiff or defendant in any civil or criminal litigation? Yes No
2. Has any person listed in Section 1(c) ever been convicted of a criminal offense (other than a minor traffic violation)? Yes No
3. Has any person listed in Section 1 (C) or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes No

The Principal Owners have filed an Article 78 proceeding against Questar III BOCES on an unrelated project.

H. Has the Applicant, or any entity in which the Applicant or any of its members or officers are members or officers, received assistance from SIDA in the past? If yes, please give year, Project name, description of benefits, and address of Project.

- Yes No

See attached.

Section I,H

1. One Webster's Landing, Syracuse, NY 13202: PILOT, sales tax, and mortgage recording tax exemption (2001).
2. Pike Block Project: 302-10 South Salina Street & West Fayette Street, 320-24, South Salina Street, Syracuse, NY 13202. Sales tax and mortgage recording tax exemption (2012).

II. PROJECT INFORMATION

A. Project Location

Address:	101-239 and 214 North Salina Street	Legal Address (if different)	
City:	Syracuse		
Zip Code:	13202		
Tax Map Parcel ID(s):	104.-08-01.0, 104.-05-07.0		
Current Assessment:	See attachment	Square Footage /Acerage of Existing Site:	see attachment
Square Footage of Existing Building, if any:	See attachment	Census Tract: (Please See Appendix E for Census Tracts)	32

B. Type (Check all that apply):

- | | |
|--|---|
| <input checked="" type="checkbox"/> New Construction | <input checked="" type="checkbox"/> Commercial |
| <input checked="" type="checkbox"/> Expansion/Addition to Current Facility | <input type="checkbox"/> Brownfield/Remediated Brownfield |
| <input checked="" type="checkbox"/> Manufacturing | <input checked="" type="checkbox"/> Residential/Mixed Use |
| <input type="checkbox"/> Warehouse/Distribution | |
| <input type="checkbox"/> Other | <input type="text"/> |

C. Description of Project: Please provide a detailed narrative of the proposed Project. This narrative should include, but not be limited to: (i) the size of the Project in square feet and a breakdown of square footage per each intended use; (ii) the size of the lot upon which the Project sits or is to be constructed; (iii) the current use of the site and the intended use of the site upon completion of the Project; (iv) the principal products to be produced and/or the principal activities that will occur on the Project site; and (v) an indication as to why the Applicant is undertaking the Project and the need for the requested benefits (Attach additional sheets if necessary). Attach copies of any site plans, sketches or maps.

See attached Project Description.

D. Is the Applicant the owner of the property?

- Yes No

If not, who is the owner and by what means will the site be acquired? If leasing, when does the lease end?

E. Infrastructure: Please indicate whether the following are onsite, need to be constructed, or need to be renovated/expanded:

Water	<input type="text" value="Onsite"/>	Electric	<input type="text" value="Needs to be Renovated/Expai"/>
Sanitary/Storm Sewer Gas	<input type="text" value="Onsite"/>	Private Roads	<input type="text"/>
	<input type="text" value="Onsite"/>	Telecommunication	<input type="text" value="Needs to be Renovated/Expai"/>

Section II, A.

Current Assessment

There are judicial review proceedings pending challenging the 2017/18 and 2018/19 assessments of the subject tax parcels which are on the Court's Calendar for filing/exchange of trial-ready appraisal reports on August 7, 2018. We are hopeful and expect resolution of the pending proceedings shortly after the filing/exchange.

Acreage of Existing Sites, Square Footage of Existing Building

ADDRESS	TAX ID NUMBER	SITE ACREAGE	BUILDING GROSS SF
101-239 North Salina Street	104.-08-01.0	4.14	178,303 GSF plus 89,278 GSF basement
214 North Salina Street	104.-05-07.0	0.55	N/A

Section II, C. Project Description

The Post Standard building

The building commonly known as The Post Standard is located in the center of downtown Syracuse, on Clinton Square. 101 North Salina St, LLC, (“Landlord”) purchased it in October 2017. The purchase was for the 178,303 square foot building situated on 4.14 acres at 101-239 North Salina Street along with a non-contiguous, .55-acre parking lot at 214 North Salina Street. Redevelopment of the large, underutilized building will continue to spur economic revitalization in downtown Syracuse.

The project entails extensive renovation of the existing interior (including upgrades to electrical and mechanical systems), the construction of three new stories over “Block 1” (the southern portion of the building, facing the park), and a new façade that visually unifies all five stories.¹ The Landlord has hired VIP Structures for architectural and engineering design, which is already underway. Construction will start in the third quarter 2018, with completion in late 2019.

Financial assistance sought from SIDA will assist in making the project financially feasible.

Commercial uses

Advanced Local Media, LLC, (“Advance”) is currently a tenant in the building. Advance is using the space to manufacture the print version of The Post-Standard newspaper and other publications. Advance currently has 40 full-time and 17 part-time employees working at the building; these employees will remain at the building during and after renovations.

VIP Structures will relocate from its existing offices at One Webster’s Landing to the Post Standard and will lease approximately 24,000 square feet on the first floor. VIP Structures currently employs 145 people, all of whom will be based at the Post Standard building. The Landlord was awarded a CFA grant in December 2017, based on VIP’s commitment to add 34 full-time employees by January 1, 2023. VIP has already met this commitment.² VIP’s current offices are located on five floors.³ By re-locating to a single floor in the Post-Standard building, VIP can more effectively execute its business model and allow its four divisions to work together more collaboratively.

We anticipate that VIP will maintain its current number of full time equivalent jobs when it moves to the Post Standard building at the end of 2019/beginning of 2020 (Section IV, B of the application). VIP is projecting to create an additional 30 FTE jobs over the next five years, 2020-2024 (Section IV, C of the application).

The second floor contains approximately 52,000 square feet of office space currently available for lease.

¹ The building consists of three main sections, referred to as “Blocks.” Please refer to the floor plans. Block 1 is the southern portion of the building, facing Clinton Square. Block 2 is the center portion. Block 3 is the press hall, at the northern end, constructed circa 2000-2001.

² The grant was awarded December 13, 2017, at which time VIP had 112 employees. As of July 2, 2018, VIP has 146 employees (an increase of 34).

³ The current office is the 24,423 SF building at One Webster’s Landing (also known as 471-81 Oswego Boulevard). VIP Structures is the building’s sole tenant. The Interstate 81 decision determines the building’s fate. Demolition through eminent domain is one possibility. The plan is to try to sell or re-lease the building once VIP Structures moves to the Post Standard building.

The future third floor will contain approximately 27,000 SF of office space available for lease.⁴

Location		Occupants	SF (approximate)
First floor	Block 1	VIP Structures	24,000
	Blocks 2 & 3	Advance	55,000
Second floor	Blocks 1 & 2	Future Tenant (TBD)	52,000
	Blocks 2 & 3	Advance	19,000
Third floor	Block 1	Future Tenant (TBD)	27,000
Common Area	Throughout	-----	28,000
			TOTAL 205,000

Residential apartments

A total of fifty apartment units will be constructed on the fourth and fifth floors.

	Total SF (approximate)	Total # of apts.	Breakdown and # of apt. types (with SF range)		
			Luxury (1,125-1,226 SF)	Premium (622-725 SF)	Micro (463-474 SF)
Fourth floor	25,000	25	8	11	6
Fifth floor	25,000	25	8	11	6
TOTAL	50,000	50	16	22	12

Luxury apartments are two-bedroom, with balconies overlooking Clinton Square. Premium and Micro apartments are one-bedroom. Luxury and Premium apartments will have market-rate rents. Two Micro units will be market-rate; ten will have affordable rents.

Parking

Two parking lots are included in the project and in this application. The first lot is located on the same tax parcel as the building. It contains 113 parking spaces. (In addition to surface parking, this parcel has 15 covered spaces in the existing loading area, accessible from Clinton Street.) The second parking lot, a separate tax parcel to the northeast, has 106 parking spaces.

About the Developers/Landlords

Dave Nutting and Charlie Wallace are the developers/landlords (as 101 North Salina St, LLC). Dave is the CEO of VIP Structures, which he founded in 1975. He is also a principal of VIP Architectural Associates, IPD Engineering, and VIP Development Associates. Charlie is the President of VIP Development Associates, founded, with Dave, in 1984. Together they have built a longstanding, solid reputation for integrity and quality, as builders, landlords, and citizens. This project is the culmination of their dedication to the City of Syracuse and to the larger community of which it is a part. As part of the VIP enterprise, they will occupy the building as a co-tenant.

⁴ An estimated 355 additional employees could potentially work in the office space on the second and third floors. We calculate this as follows: 52,000 + 27,000 = 79,000 SF. Reduce by 10% for common area/ circulation need for the building, yielding 71,100 SF. Use an industry standard of 200 SF of office space per employee: 71,100 SF divided by 200 SF = 355.5 employees. NOTE: This calculation of potential future employees is a hypothetical estimate; these jobs therefore should not be considered as part of the IDA analysis or part of our ongoing reporting. Please refer to Section IV, C of this application.

F. Zoning Classification: Please list the current zoning:

Current Zoning

Commercial District, Class A

G. Are variances needed to complete the Project?

Yes No

If yes, please describe nature of variances and if municipal approvals have been granted:

H. Will the Project generate sales tax for the community?

Yes No

If yes, what is the company's average annual sales or estimated annual sales?

I. In accordance with N.Y. GML Sec. 862(1):

1. Will any other companies or related facilities within the state close or be subjected to reduced activity as a result of this Project? If so please list the town and county of the location(s):

Yes No

2. Will the completion of the Project result in the removal of a plant or facility of the Applicant from one area of the State New York to another area of the State of New York?

Yes No

3. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Applicant located in the State of New York?

Yes No

i. If any answer to questions 1, 2 or 3 above is yes, is the Project reasonably necessary to discourage the Applicant from removing such other plant or facility to a location outside the State of New York?

Yes No

ii. If any answer to questions 1, 2 or 3 above is yes, is the Project reasonably necessary to preserve the competitive position of the Applicant in its respective industry?

Yes No

4. Will the Project primarily consist of retail facilities?

Yes No

i. If yes, will the cost of these facilities exceed one-third of the total Project cost?

Yes No

J. Is the Project located in a distressed Census Tract?

Yes No

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Please see Appendix E for the map of distressed census tracts in the city of Syracuse.

K. Is the Project site designated as an Empire Zone?

Yes No

L. Construction

1. Project Timeline (approximate):

Construction Commencement

09/01/2018

Construction Completion

11/01/2019

Date of Occupancy

11/01/2019

2. Please list any other key Project milestones:

None

3. Has work begun? Yes No

If so, indicate the amount of funds expended in the past 3 years?

not applicable

III. PROJECT COSTS & FINANCING

A. Estimated Project Costs

i. State the costs reasonably necessary for the acquisition, construction, and/or renovation of the Project:

Description of Cost Type	Total Budget Amount
Land Acquisition	
Site Work/Demo	\$1,000,000.00
Building Construction & Renovation	\$24,571,103.00
Furniture & Fixtures	\$500,000.00
Equipment	\$222,000.00
Equipment Subject to NYS Production Sales Tax Exemption (Manufacturing)	0
Engineering/Architects Fees	\$3,568,447.00
Financial Charges	\$1,723,000.00
Legal Fees	\$65,000.00
Other	\$214,000.00 (soft costs)
Management /Developer Fee	
Total Investment	\$31,863,550.00

ii. State the amounts reasonably anticipated for the acquisition, construction, and/or renovation of the Project:

Amount of capital the Applicant has invested to date:	\$1,200,000.00
Amount of capital Applicant intends to invest in the Project through completion:	\$5,660,000.00
Total amount of public sector source funds allocated to the Project:	\$1,500,000.00
Identify each public sector source of funding:	CFA- Empire State Development Corp.
Percentage of the Project to be financed from private sector sources:	80%
Percentage of the Project to be financed from public sector sources:	4.7%

B. Financial Assistance sought (estimated values):

Applicants requesting exemptions and/or abatements from SIDA must provide the estimated value of the savings they anticipate receiving. **New York State regulations require SIDA to recapture any benefit that exceeds the amount listed in this application.**

i. Is the Applicant expecting that the financing of the Project will be secured by one or mortgages? Yes No

If yes, amount requested and name of lender:

\$25,000,00.00 (EST) - M&T Bank

ii. Is the Applicant expecting to be appointed agent of the Agency for purposes of abating payments of NYS Sales and Use Tax? Yes No

If yes, what is the TOTAL amount of purchases subject to exemption based on taxable Project costs?

\$8,500,000

iii. Is the Applicant requesting a payment in lieu of tax agreement (PILOT) for the purpose of a real property tax abatement? Yes No

If yes, Category of PILOT requested:

Priority Commercial & Residential

iv. Is the Applicant requesting any real property tax abatement that is **inconsistent** with the Agency's UTEP?

Yes No

If yes, please contact the Executive Director prior to submission of this Application.

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

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

C. Type of Exemption/Abatement Requested:

Amount of Exemption/Abatement Requested:

<input checked="" type="checkbox"/>	Real Property Tax Abatement (PILOT)	
<input checked="" type="checkbox"/>	Mortgage Recording Tax Exemption (.75% of amount mortgaged)	\$187,500.00
<input checked="" type="checkbox"/>	Sales and Use Tax Exemption (\$4% Local, 4% State)	\$680,000.00
<input type="checkbox"/>	Tax Exempt Bond Financing (Amount Requested)	
<input type="checkbox"/>	Taxable Bond Financing (Amount Requested)	

D. Company's average yearly purchases or anticipated yearly purchases from vendors within Onondaga County, subject to sales tax:

\$49,518.42

E. Estimated capital investment over the next 5 years, beyond this Project, if available:

n/a

IV. EMPLOYMENT AND PAYROLL INFORMATION

*** Full Time Equivalent (FTE) is defined as one employee working no less than 40 hours per week or two or more employees together working a total of 40 hours per week.**

A. Are there people currently employed at the Project site?

Yes

No

If yes, provide number of full time equivalent (FTE) jobs at the facility:

40FTE/17PTE

B. Complete the following:

Estimate the number of full time equivalent (FTE) jobs to be retained as a result of this Project:	VIP Structures and Affiliates: 145, Advance Local Media: 40
Estimate the number of construction jobs to be created by this Project:	200
Estimate the average length of construction jobs to be created (months):	18-20 months
Current annual payroll at facility:	[leave blank per IDA]
Average annual growth rate of wages:	[leave blank per IDA]
Please list, if any, benefits that will be available to either full and/or part time employees:	[leave blank per IDA]
Average annual benefit paid by the company (\$ or % salary) per FTE job:	[leave blank per IDA]
Average growth rate of benefit cost:	[leave blank per IDA]
Amount or percent of wage employees pay for benefits:	[leave blank per IDA]
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:	

C. Complete the following chart indicating the number of FTE jobs presently 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, third, fourth, and fifth years after the Project is completed. Jobs should be listed by title or category (see below), including FTE independent contractors or employees of independent contractors that work at the Project location. **Do not include construction workers.**

Current & Planned Full Time Occupations (Job Titles)	Current Number of FTEs	Salary (Annual or Hourly)	Estimated Number of FTE Jobs After Project Completion				
			End of Year 1	End of Year 2	End of Year 3	End of Year 4	Total New Jobs After 5 Years
Professional/Managerial/Technical	75	\$50k - \$130k	6	9	10	11	12
Skilled	66	\$42k - \$100k	3	6	9	12	13
Unskilled or Semi-Skilled	4	\$30k	1	2	3	4	5

For purposes of completing the chart, refer to the following definitions, in lieu of current titles:

- **Professional/Managerial/Technical** - includes jobs which involve skill or competence of extraordinary degree and may include supervisory responsibilities (examples: architect, engineer, accountant, scientist, medical doctor, financial manager, programmer).
- **Skilled** - includes jobs that require specific skill sets, education, training, and experience and are generally characterized by high education or expertise levels (examples: electrician, computer operator, administrative assistant, carpenter, sales representative).
- **Unskilled or Semi-Skilled** - includes jobs that require little or no prior acquired skills and involve the performance of simple duties that require the exercise of little or no independent judgment (examples: general cleaner, truck driver, typist, gardener, parking lot attendant, line operator, messenger, information desk clerk, crop harvester, retail salesperson, security guard, telephone solicitor, file clerk).

D. Are the employees of your company currently covered by a collective bargaining agreement?

Yes No If yes, provide the Name and Local:

V. Environmental Information

***Please note an Environmental Assessment Form (EAF) MUST be completed and submitted along with this application. The Short Form EAF is included as Appendix B.**

A. Have any environmental issues been identified on the property?
 Yes No

If yes, please explain:

Asbestos assessment has been completed. Remediation will be required.

B. Has any public body issued a State Environmental Quality Review Act determination for this Project?

Yes No

If yes, please attach to this application.

VI. REPRESENTATIONS & AFFIRMATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

A. Jobs Listings: Except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity of the service delivery area created by the Workforce Investment Act ("WIA") in which the Project is located.

Initial DN

B. 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 WIA for new employment opportunities created as a result of the Project.

Initial DN

C. Other NYS Facilities: In accordance with §862 (1) of the New York General Municipal Law, the Applicant understands and agrees that projects which will result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the Project occupant within the state is ineligible for Agency Financial Assistance, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the Project in its respective industry.

Initial DN

D. City Human Right Law: The Applicant agrees to endeavor to comply with the provisions of Article XI, Division 2 of the City Code, entitled "The Omnibus Human Rights Law," which prohibits discrimination in employment based upon age, race, sex, creed, color, religion, national origin, sexual orientation, disability or marital status. The Applicant hereby agrees to adhere to this policy or equal opportunity employment in the requirement, hiring, training, promotion, and termination of employees.

Initial DN

E. City of Syracuse and MWBE Preference: The applicant understands and agrees that it is the preference of the Agency that the applicant provide, and use its best efforts to provide, opportunities for the purchase of equipment, goods and services from: (i) business enterprises located in the city of Syracuse; (ii) certified minority and/or women-owned business enterprises; and (iii) business enterprises that employ residents in the city of Syracuse. Consideration will be given by the Agency to the Project Applicant's efforts to comply, and compliance, with this objective at any time an extension of benefits awarded, or involvement by the Agency with the Project, is requested by the Project Applicant.

Initial DN

F. Local Labor Policy: The applicant understands and agrees that local labor and contractors will be used for the construction, renovation, reconstruction, equipping of the Project unless a written waiver is received from the Agency. Failure to comply may result in the revocation or recapture of benefits awarded to the Project by the Agency. For the purposes of the policy, "Local" is defined as Onondaga, Cayuga, Cortland, Madison, Oneida, and Oswego Counties.

Initial DN

G. 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

Initial DN

H. Annual Employment Reports and Outstanding Bonds: 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, with the Agency on an annual basis, reports regarding the number of FTE at this Project site. The Applicant also 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.

Initial DN

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 in Appendix B.

Initial DN

J. Compliance: The Applicant understands and agrees that it is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.

Initial DN

K. False or Misleading Information: The Applicant understands and agrees that the submission of knowingly false or knowingly misleading information in this Application 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.

Initial DN

L. GML Compliance: The Applicant certifies that, as of the date of the Application, the proposed project is in substantial compliance with all provisions of NYS General Municipal Law Article 18-A, including but not limited to Sections 859-a and 862(1).

Initial DN

M. SIDA's Policies: The Applicant is familiar with all of SIDA's policies posted on its website (http://www.syr.gov.net/Syracuse_Industrial_Development_Agency.aspx) and agrees to comply with all applicable policies.

Initial

N. Disclosure: The Applicant has read paragraph 6 of the instructions contained on the cover of this Application and understands that the Applicant must identify in writing to SIDA any information it deems proprietary and seeks to have redacted.

Initial

O. Reliance: THE APPLICANT ACKNOWLEDGES THAT ALL ESTIMATES OF PROJECTED FINANCIAL IMPACTS, VALUE OF FINANCIAL ASSISTANCE REQUESTED, AND OTHER INFORMATION CONTAINED IN THIS APPLICATION WILL BE RELIED UPON BY SIDA AND ANY CHANGES IN SUCH INFORMATION MUST BE MADE IN WRITING AND MAY IMPACT THE GRANT OF FINANCIAL ASSISTANCE TO THE PROJECT.

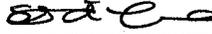
Initial

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

Name of Applicant Company

101 North Salina St, LLC

Signature of Officer or Authorized Representative



Name & Title of Officer or Authorized Representative

David C. Nutting, Managing Member

Date

7-3-18

VI. HOLD HARMLESS AGREEMENT

Applicant hereby releases the City of Syracuse Industrial Development Agency and the members, officers, servants, agents and employees thereof (collectively 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: (A) 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 tax-exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction, and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project, including without limiting the generality of the foregoing, all cause of action and attorney's fees and any other expenses incurred in defending any suits or action 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 reach final agreement with respect to the Project, or the inability of the Applicant, for any reason, to proceed with the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the processing of or in connection with the Application, including attorney's fees, if any.

Name of Applicant Company

101 North Salina St, LLC

Signature of Officer or Authorized Representative



Name & Title of Officer or Authorized Representative

David C. Nutting, Managing Member

Date

7-3-18

CITY OF SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY APPLICATION
APPENDIX A
CONFLICT OF INTEREST STATEMENT

Agency Board Members

1. William Ryan
2. M. Catherine Richardson, Esq.
3. Steven P. Thompson
4. Donald Shoenwald, Esq.
5. Kenneth J. Kinsey

Agency Officers/Staff

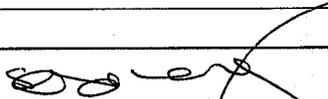
1. Honora Spillane
2. Judith DeLaney
3. Debra Ramsey-Burns

Agency Legal Counsel & Auditor

1. Susan Katzoff, Esq., Barclay Damon, LLP.
2. Grossman St. Amour, PLLC.

The Applicant has received from the Agency 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:

Signature:



Authorized Representative:

David C. Nutting

Title:

Managing Member

Date:

7-3-18

APPENDIX B

Short Environmental Assessment Form
Part 1 - Project Information

Instructions for Completing

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

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

Part 1 - Project and Sponsor Information			
Name of Action or Project: The Post Standard Building			
Project Location (describe, and attach a location map): 101-239 and 214North Salina Street, Syracuse, NY 13202 Tax ID# 104.-08-01.0, 104.-05-07.0			
Brief Description of Proposed Action: Renovation of an existing, two-story, 178,303 GSF building (plus basement), including: Removal of the existing facade on the south, east and west side of the southern half of the building, facing Clinton Square, and replacing it with a more up-to-date, energy efficient exterior skin. - Completion of general shell building upgrades, including state-of-the-art mechanical and electrical systems. - Improving approximately 24,000 SF of space on the first floor of the building for the new corporate offices of VIP Structures. - Identify additional office space tenants and improve the approximately 52,000 SF of space on the second floor of the building. - Add an additional three floors on the southern portion of the building. The third floor will contain approximately 27,000 SF of commercial office space. The fourth and fifth floors will each contain approximately 25 residential apartment units. Upgrades to the parking lot adjacent to the building, as required.			
Name of Applicant or Sponsor: 101North Salina St, LLC		Telephone: (315) 471-5338 E-Mail: chuck.wallace@vipstructures.com	
Address: One Webster's Landing			
City/PO: Syracuse		State: New York	Zip Code: 13202
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			NO <input type="checkbox"/>
			YES <input type="checkbox"/>
2. Does the proposed action require a permit, approval or funding from any other governmental Agency? If Yes, list agency(s) name and permit or approval: Syracuse Industrial Development Agency, City of Syracuse Planning Department (site plan approval) City of Syracuse right of way permit			NO <input type="checkbox"/>
			YES <input checked="" type="checkbox"/>
3.a. Total acreage of the site of the proposed action?		4.69 acres	
b. Total acreage to be physically disturbed?		0 acres	
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		4.69 acres	
4. Check all land uses that occur on, adjoining and near the proposed action. <input checked="" type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input type="checkbox"/> Industrial <input checked="" type="checkbox"/> Commercial <input checked="" type="checkbox"/> Residential (suburban) <input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input type="checkbox"/> Other (specify): _____ <input type="checkbox"/> Parkland			

18. Does the proposed action include construction or other activities that result in the impoundment of water or other liquids (e.g. retention pond, waste lagoon, dam)? If Yes, explain purpose and size: _____ _____ _____	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe: _____ _____ _____	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe: _____ _____ _____	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>
I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE		
Applicant/sponsor name: <u>David C. Nutting</u>	Date: <u>7/3/2018</u>	
Signature: <u>David C. Nutting</u>		

Project:

Date:

***Short Environmental Assessment Form
Part 2 - Impact Assessment***

Part 2 is to be completed by the Lead Agency.

Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	<input type="checkbox"/>	<input type="checkbox"/>
2. Will the proposed action result in a change in the use or intensity of use of land?	<input type="checkbox"/>	<input type="checkbox"/>
3. Will the proposed action impair the character or quality of the existing community?	<input type="checkbox"/>	<input type="checkbox"/>
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	<input type="checkbox"/>	<input type="checkbox"/>
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	<input type="checkbox"/>	<input type="checkbox"/>
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	<input type="checkbox"/>	<input type="checkbox"/>
7. Will the proposed action impact existing:	<input type="checkbox"/>	<input type="checkbox"/>
a. public / private water supplies?	<input type="checkbox"/>	<input type="checkbox"/>
b. public / private wastewater treatment utilities?	<input type="checkbox"/>	<input type="checkbox"/>
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	<input type="checkbox"/>	<input type="checkbox"/>
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	<input type="checkbox"/>	<input type="checkbox"/>
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	<input type="checkbox"/>	<input type="checkbox"/>
11. Will the proposed action create a hazard to environmental resources or human health?	<input type="checkbox"/>	<input type="checkbox"/>

Project:

Date:

**Short Environmental Assessment Form
Part 3 Determination of Significance**

For every question in Part 2 that was answered “moderate to large impact may occur”, or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

- Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.
- Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.

Name of Lead Agency

Date

Print or Type Name of Responsible Officer in Lead Agency

Title of Responsible Officer

Signature of Responsible Officer in Lead Agency

Signature of Preparer (if different from Responsible Officer)

PRINT FORM

APPENDIX C

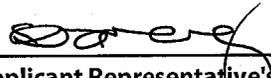
Verification

STATE OF New York)
) SS.:
COUNTY OF Onondaga)

David C. Nutting, deposes and says that s/he is the
(Name of Individual)

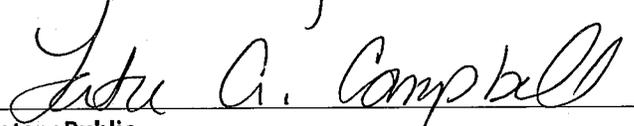
Managing Member of 101 North Salina St, LLC
(Title) (Applicant Name)

that s/he has read the foregoing Application and knows the contents thereof and that the same is true, accurate, and complete to the best of her/his knowledge, as subscribed and affirmed under the penalties of perjury. The grounds of deponent's beliefs relative to all matters in the said Application which are not stated upon her/his own personal knowledge are investigations which the deponent has caused to be made concerning the subject matter of the Application as well as, if applicable, information acquired by deponent in the course of her/his duties/responsibilities for the Applicant and from the books and papers of the Applicant. The deponent also acknowledges the receipt of the schedules attached to the Application, including but not limited to the Agency's fee schedule and assumes responsibility for payment of any and all applicable fees as described therein. Deponent further acknowledges review and understanding of the Agency's published policies, including but not limited to the Agency's Recapture Policy, and agrees on behalf of the Applicant to be bound by and comply with, all such policies.


Applicant Representative's Signature
Managing Member
Title

Subscribed and sworn to before me this

3rd day of July, 20 18


Notary Public

TATIA A. CAMPBELL
Notary Public, State of New York
Qualified in Onondaga County
No. 01CA6302415
My Commission Expires May 5, 2018

APPENDIX D
Agency Fee Schedule

(Revised (6/21/16))

Bond and Straight Lease Transactions:

Application & Processing Fee.....	\$1,000.00
Project Commitment/Legal Fee.....	\$2,500.00
(Due with fully executed Application; Amount applied to SIDA's counsel fee)	

Administrative Fee:

Issuance of Bonds.....	1% Project Cost
(Without regard to principal amount of bonds issued.)	
Straight Lease/Agency Appointment.....	1% Project Cost
(Exemption from one or more mortgage recording, real property or sales and use taxes)	
Refunding of Bonds.....	1% of Project Cost
All Other Refinancing of Existing Project.....	¼ of 1% of Mortgage Amount
New Money/Additional Financing on Existing Project.....	1% of Amount Financed
(Exemption from mortgage recording tax only if exemption from real property or sales and use tax also granted, fee is 1% Project cost.)	

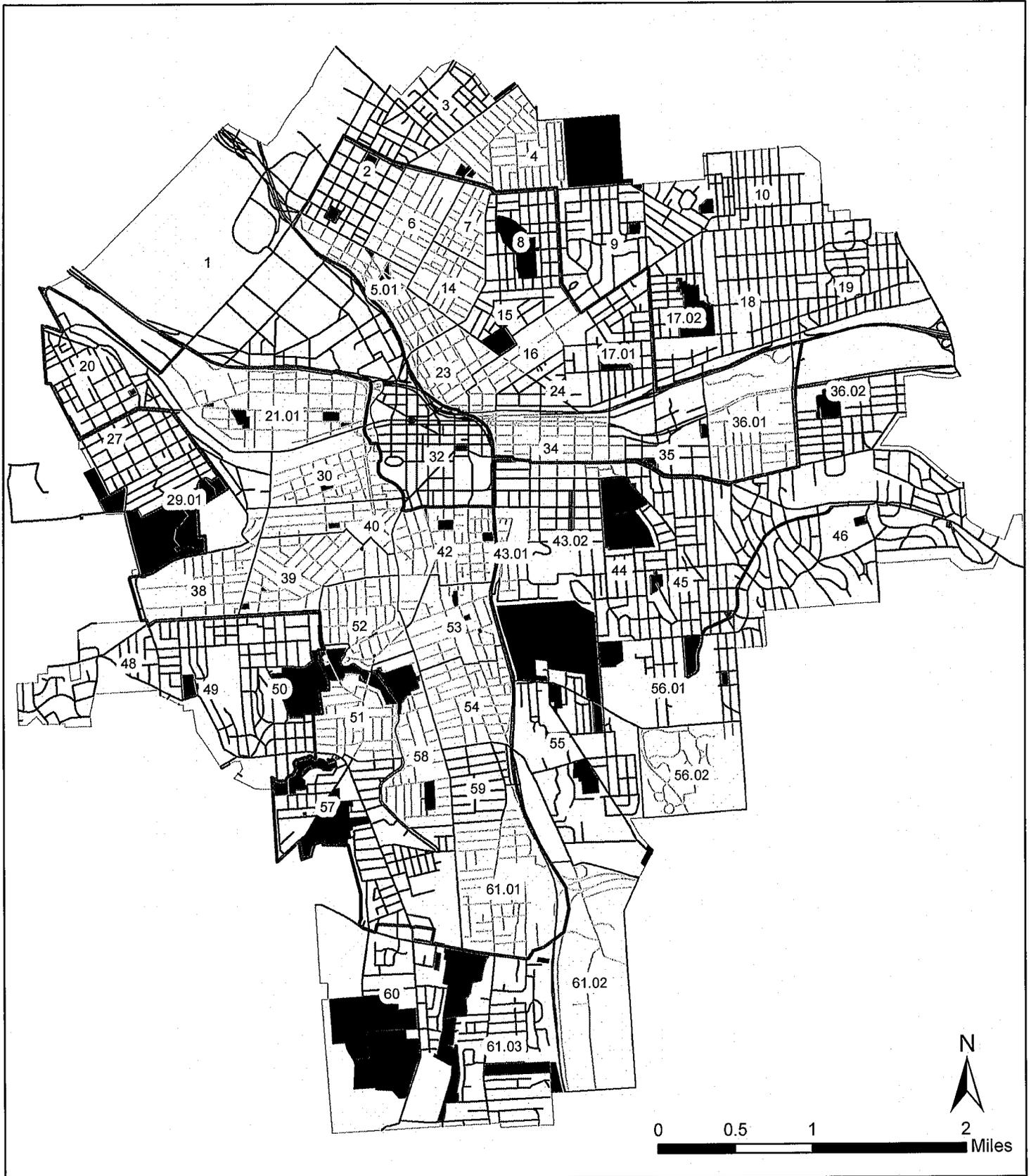
Post-Closing Items for Bond and Straight Lease Transactions:

Annual Administrative Reporting Fee.....	\$250.00
(Paid at time of closing and annually thereafter for duration of SIDA's interest in Project Facility)	
Extension of sales tax exemption.....	\$500.00
Modification or Amendment of Closing Documents.....	\$1,000.00
Subsequent lender closing.....	\$250.00

In addition to the foregoing, Applicants are responsible for payment of all costs and expenses incurred by SIDA in connection with application or Project including without limitation publication, copying costs, SEQRA compliance and fees and costs to SIDA's attorneys, engineers, and consultants. SIDA reserves the right to require a deposit to cover anticipated costs. Application fees are payable at time application/request is submitted. All fees are non-refundable. Applicants for bond transactions are responsible for payment of Bond Issuance Charge payable to the State of New York. Applicants are also responsible for payment of post-closing fees and costs associated with the appointment of additional agents.

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

Highly Distressed Census Tracts



Legend

- Highly Distressed Census Tracts (2016)
- 2010 Census Tracts
- Parks & Cemeteries
- NRSA Boundaries

Map created 7/12/2016.
This map is for planning purposes only.
The City of Syracuse cannot guarantee its accuracy.



Syracuse Post Standard Building - Ten Year Pro Forma

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Income Statement					
Rental Income	3,573,085.28	3,624,776.95	3,642,865.50	3,864,852.70	4,132,489.55
Other Income	0.00	0.00	0.00	0.00	0.00
Less: Vacancy	-214,385.12	-217,486.62	-218,571.93	-231,891.16	-247,949.37
Total Gross Income	3,358,700.16	3,407,290.34	3,424,293.57	3,632,961.53	3,884,540.18
Total Operating Expenses	846,841.69	857,427.21	868,145.05	878,996.86	889,984.32
Net Operating Income	2,511,858.47	2,549,863.13	2,556,148.53	2,753,964.67	2,994,555.86
Less: Interest Expense	-1,706,525.16	-1,672,681.15	-1,636,928.08	-1,599,158.24	-1,559,257.90
Less: Depreciation Expense	-883,492.11	-883,492.11	-883,492.11	-883,492.11	-883,492.11
Net Income (Loss)	-78,158.80	-6,310.13	35,728.34	271,314.32	551,805.85
Tax Expense	0.00	0.00	16,435.04	124,804.59	253,830.69
Cash Flow Analysis					
Net Operating Income	2,511,858.47	2,549,863.13	2,556,148.53	2,753,964.67	2,994,555.86
Interest Expense	-1,706,525.16	-1,672,681.15	-1,636,928.08	-1,599,158.24	-1,559,257.90
Principal Repayment	-599,987.46	-633,831.47	-669,584.54	-707,354.38	-747,254.72
Cash Flow Before Taxes	205,345.85	243,350.51	249,635.91	447,452.05	688,043.24
Tax Expense	0.00	0.00	-16,435.04	-124,804.59	-253,830.69
Cash Flow After Taxes	205,345.85	243,350.51	233,200.87	322,647.47	434,212.54

Syracuse Post Standard Building - Ten Year Pro Forma

	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Income Statement					
Rental Income	\$4,192,784.90	\$4,254,066.41	\$4,316,350.49	\$4,379,653.85	\$4,443,993.48
Other Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Less: Vacancy	-\$251,567.09	-\$255,243.98	-\$258,981.03	-\$262,779.23	-\$266,639.61
Total Gross Income	\$3,941,217.81	\$3,998,822.42	\$4,057,369.46	\$4,116,874.62	\$4,177,353.87
Total Operating Expenses	\$901,109.12	\$912,372.99	\$923,777.65	\$935,324.87	\$947,016.43
Net Operating Income	\$3,040,108.69	\$3,086,449.44	\$3,133,591.81	\$3,181,549.75	\$3,230,337.44
Less: Interest Expense	-\$1,517,106.86	-\$1,472,578.17	-\$1,425,537.71	-\$1,375,843.80	-\$1,323,346.76
Less: Depreciation Expense	-\$883,492.11	-\$883,492.11	-\$883,492.11	-\$883,492.11	-\$883,492.11
Net Income (Loss)	\$639,509.72	\$730,379.16	\$824,561.99	\$922,213.84	\$1,023,498.57
Tax Expense	\$294,174.47	\$335,974.41	\$379,298.52	\$424,218.37	\$470,809.34
Cash Flow Analysis					
Net Operating Income	\$3,040,108.69	\$3,086,449.44	\$3,133,591.81	\$3,181,549.75	\$3,230,337.44
Interest Expense	-\$1,517,106.86	-\$1,472,578.17	-\$1,425,537.71	-\$1,375,843.80	-\$1,323,346.76
Principal Repayment	-\$789,405.76	-\$833,934.45	-\$880,974.91	-\$930,668.82	-\$983,165.86
Cash Flow Before Taxes	\$733,596.07	\$779,936.81	\$827,079.19	\$875,037.12	\$923,824.82
Tax Expense	-\$294,174.47	-\$335,974.41	-\$379,298.52	-\$424,218.37	-\$470,809.34
Cash Flow After Taxes	\$439,421.59	\$443,962.40	\$447,780.67	\$450,818.76	\$453,015.48



BLOCK 1

BLOCK 2

BLOCK 3

LEASE PLAN LEGEND:

- POST STANDARD TENANT
- VIP TENANT
- COMMERCIAL TENANT A
- COMMERCIAL TENANT B
- COMMERCIAL TENANT C
- APARTMENT - LUXURY
- APARTMENT - PREMIUM
- APARTMENT - MICRO
- VERTICAL PENETRATION
- SHARED / COMMON
- MECHANICAL / ELECTRICAL
- COMMON CIRCULATION
- EXTERIOR WALLS



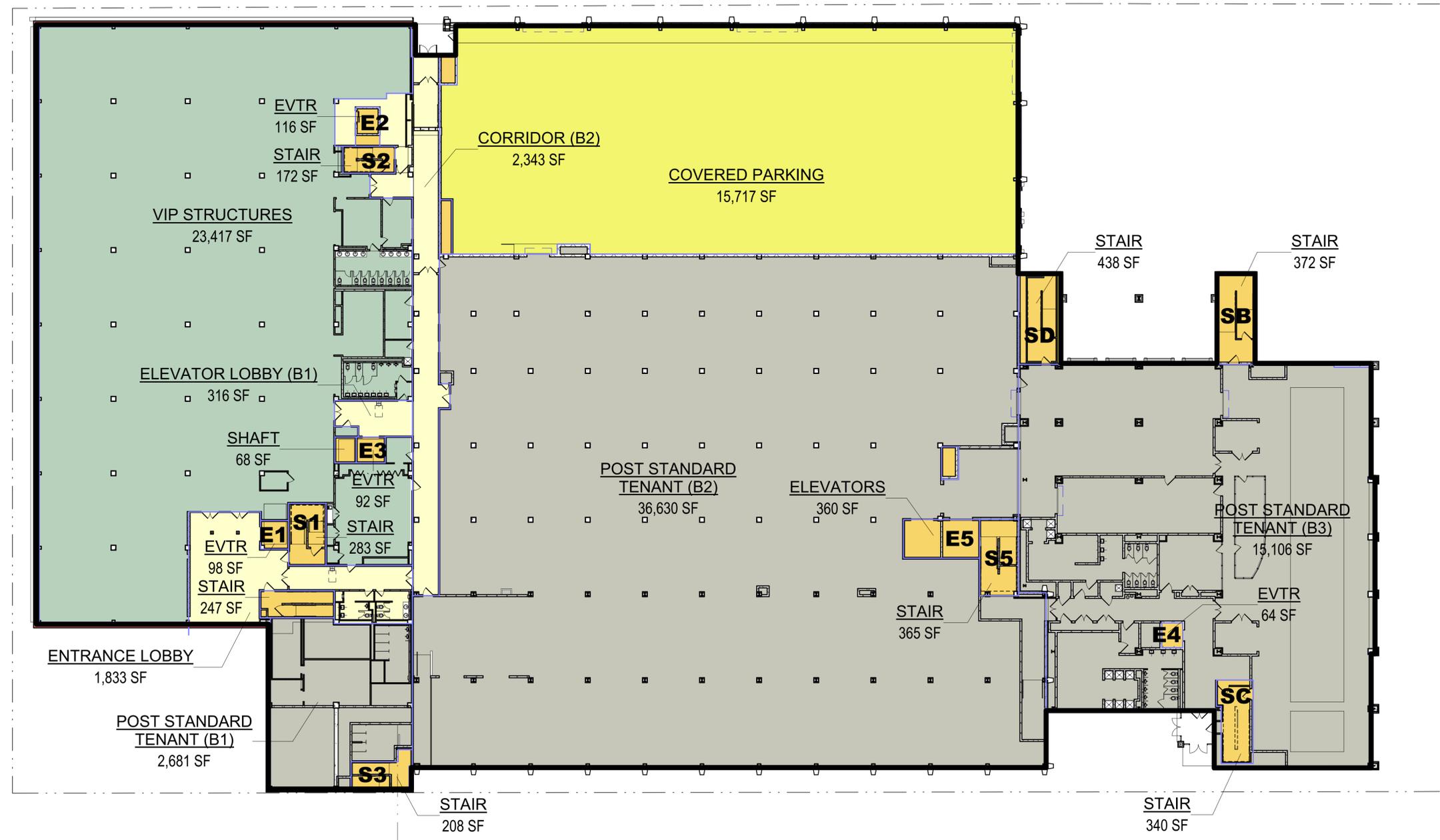
STRUCTURES

ONE WEBSTERS LANDING
SYRACUSE, NEW YORK 13202
315.471.5338



POST STANDARD BUILDING
VIP DEVELOPMENT

101 N SALINA ST
SYRACUSE
NEW YORK 13221



PRELIMINARY

REV	DATE	DESCRIPTION
A	05.11.18	PRELIMINARY
MK		PRELIMINARY

SHEET ISSUES	
VIP PROJECT NO.	16-1200
FILE NAME	1200_Model_ARCH_new work.rvt
DRAWN BY	JN/JTAD
CHECKED BY	BG

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GENERAL & CODE SHEET TITLE

AREA PLAN
FLOOR 01

SHEET NUMBER

G-101

BLOCK 1

BLOCK 2

BLOCK 3

LEASE PLAN LEGEND:

- POST STANDARD TENANT
- VIP TENANT
- COMMERCIAL TENANT A
- COMMERCIAL TENANT B
- COMMERCIAL TENANT C
- APARTMENT - LUXURY
- APARTMENT - PREMIUM
- APARTMENT - MICRO
- VERTICAL PENETRATION
- SHARED / COMMON
- MECHANICAL / ELECTRICAL
- COMMON CIRCULATION
- EXTERIOR WALLS



STRUCTURES

ONE WEBSTERS LANDING
SYRACUSE, NEW YORK 13202
315.471.5338



POST STANDARD BUILDING
VIP DEVELOPMENT

101 N SALINA ST
SYRACUSE
NEW YORK 13221

PRELIMINARY

REV	DATE	DESCRIPTION
A	05.11.18	PRELIMINARY
MK		PRELIMINARY

SHEET ISSUES

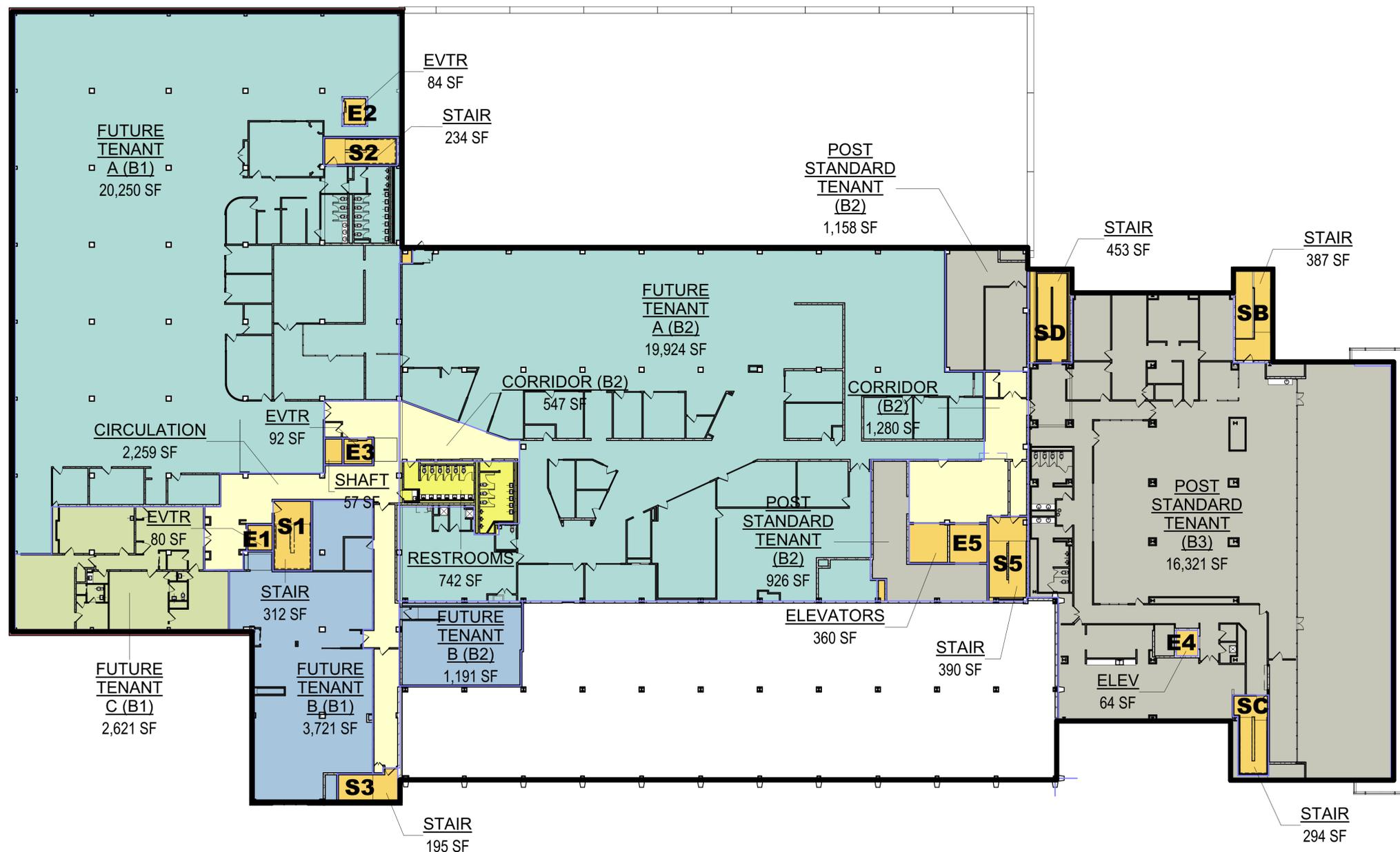
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DRAWN BY	JNJ/TAD
CHECKED BY	BG

GENERAL & CODE SHEET TITLE

AREA PLAN
FLOOR 02

SHEET NUMBER

G-102



BLOCK 1

BLOCK 2

BLOCK 3

LEASE PLAN LEGEND:

- POST STANDARD TENANT
- VIP TENANT
- COMMERCIAL TENANT A
- COMMERCIAL TENANT B
- COMMERCIAL TENANT C
- APARTMENT - LUXURY
- APARTMENT - PREMIUM
- APARTMENT - MICRO
- VERTICAL PENETRATION
- SHARED / COMMON
- MECHANICAL / ELECTRICAL
- COMMON CIRCULATION
- EXTERIOR WALLS



ONE WEBSTERS LANDING
SYRACUSE, NEW YORK 13202
315.471.5338



POST
STANDARD
BUILDING
VIP DEVELOPMENT

101 N SALINA ST
SYRACUSE
NEW YORK 13221

SHEET ISSUES		
REV	DATE	DESCRIPTION
B	05.11.18	PRELIMINARY
A	05.11.18	PRELIMINARY
MK		

VIP PROJECT NO.	16-1200
FILE NAME	1200_Model_ARCH_new work.rvt
DRAWN BY	JN/JTAD
CHECKED BY	BG

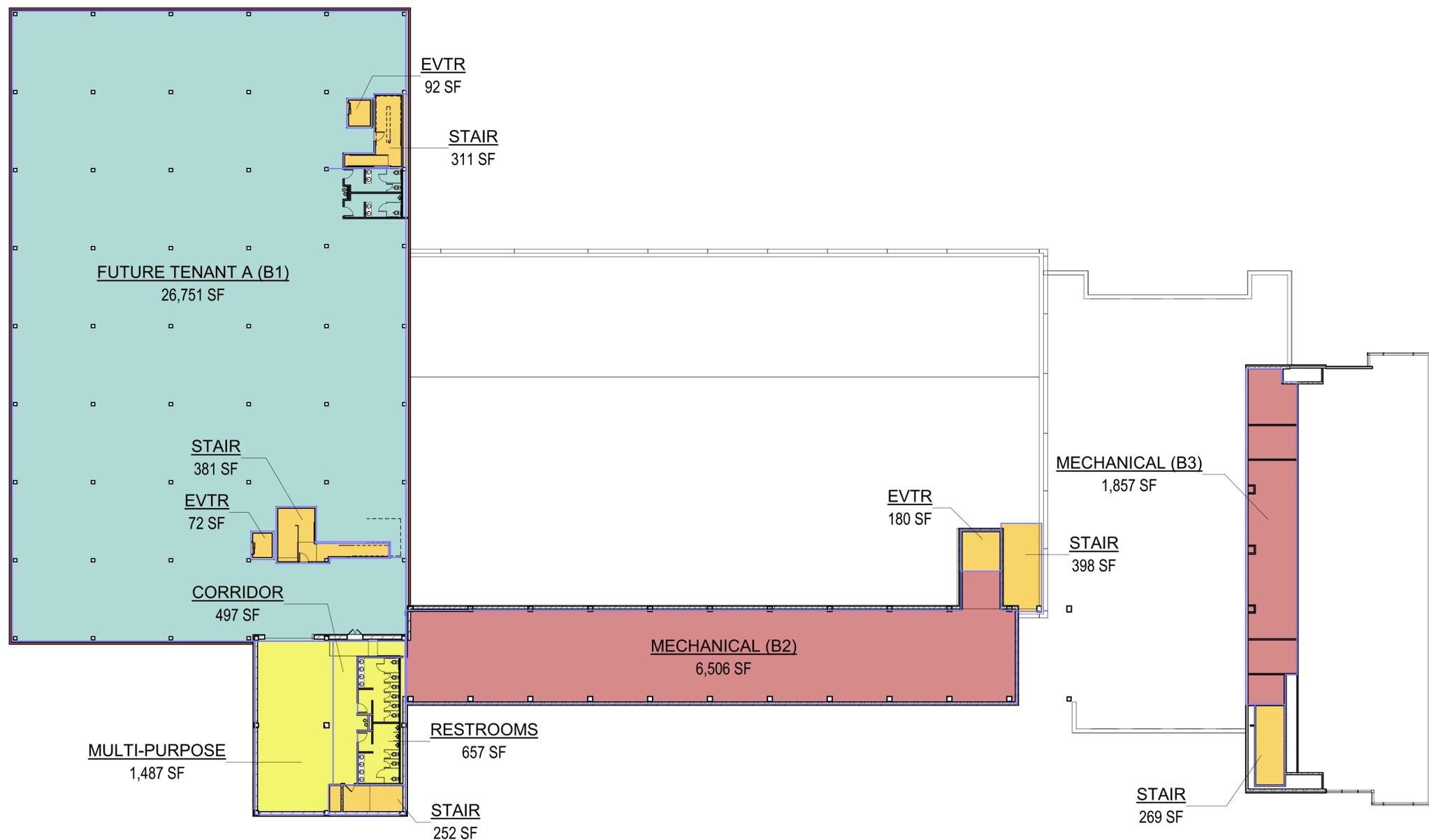
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GENERAL & CODE SHEET TITLE

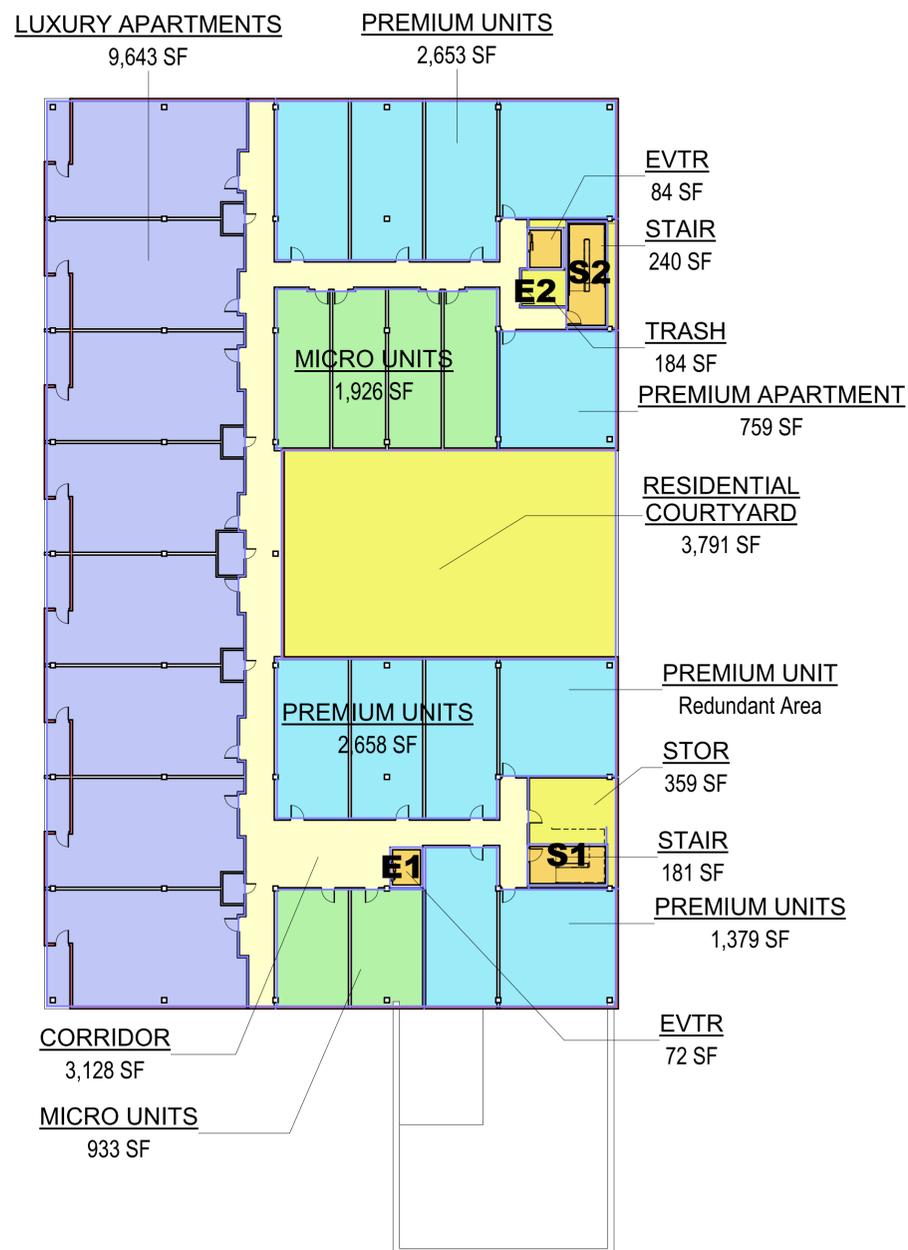
AREA PLAN
FLOOR 03

SHEET NUMBER

G-103

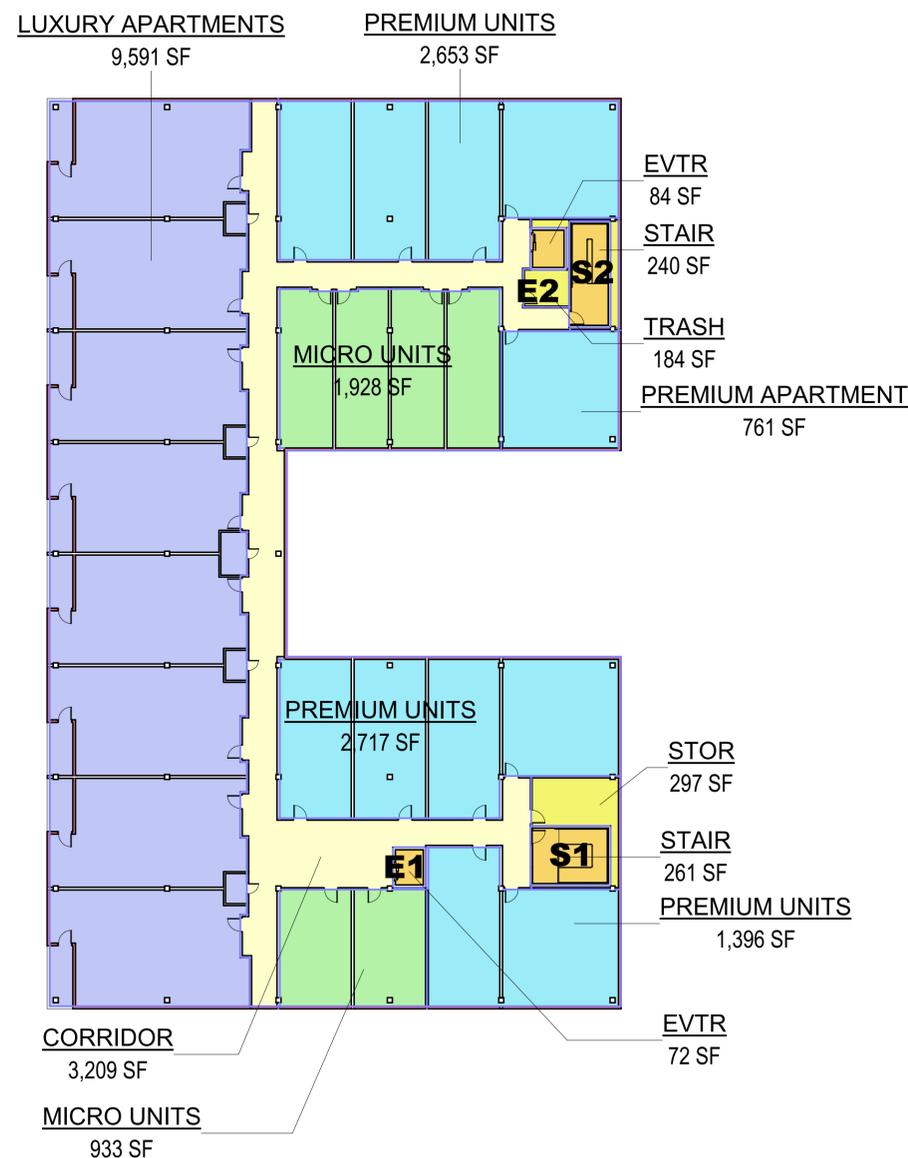


BLOCK 1



1 AREA PLAN - FLOOR 04
G-104 3/64" = 1'-0"

BLOCK 1



2 AREA PLAN - FLOOR 05
G-104 3/64" = 1'-0"

LEASE PLAN LEGEND:

- POST STANDARD TENANT
- VIP TENANT
- COMMERCIAL TENANT A
- COMMERCIAL TENANT B
- COMMERCIAL TENANT C
- APARTMENT - LUXURY
- APARTMENT - PREMIUM
- APARTMENT - MICRO
- VERTICAL PENETRATION
- SHARED / COMMON
- MECHANICAL / ELECTRICAL
- COMMON CIRCULATION
- EXTERIOR WALLS



STRUCTURES

ONE WEBSTERS LANDING
SYRACUSE, NEW YORK 13202
315.471.5338



POST STANDARD BUILDING VIP DEVELOPMENT

101 N SALINA ST
SYRACUSE
NEW YORK 13221

PRELIMINARY

REV	DATE	DESCRIPTION
A	05.11.18	PRELIMINARY
MK		PRELIMINARY

SHEET ISSUES	
VIP PROJECT NO.	16-1200
FILE NAME	1200_Model_ARCH_new work.rvt
DRAWN BY	JNJ/TAD
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GENERAL & CODE SHEET TITLE

AREA PLAN FLOORS 04 & 05

SHEET NUMBER
G-104

6/8/2018 11:00:00 AM

RESOLUTION

A regular meeting of the City of Syracuse Industrial Development Agency was convened in public session on July 17, 2018, at 8:30 o'clock a.m. in the Common Council Chambers, City Hall, 233 East Washington Street, Syracuse, New York.

The meeting was called to order by _____ and upon the roll being duly called, the following members were:

PRESENT:

EXCUSED:

THE FOLLOWING PERSONS WERE ALSO PRESENT:

The following resolution was offered by _____ and seconded by _____:

RESOLUTION DETERMINING THAT THE ACQUISITION, RECONSTRUCTION, RENOVATION, EQUIPPING AND COMPLETION OF A COMMERCIAL FACILITY AT THE REQUEST OF THE COMPANY CONSTITUTES A PROJECT; DESCRIBING THE FINANCIAL ASSISTANCE IN CONNECTION THEREWITH; AND AUTHORIZING A PUBLIC HEARING

WHEREAS, the City of Syracuse Industrial Development Agency (the "**Agency**") is authorized and empowered by Title 1 of Article 18-A of the General Municipal Law of the State of New York (the "**State**"), as amended, together with Chapter 641 of the Laws of 1979 of the State of New York, as amended from time to time (collectively, the "**Act**"), to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research and recreation facilities, for the purpose of promoting economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State, to improve their recreation opportunities, prosperity and standard of living; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to grant "financial assistance" (as defined in the Act) in connection with the acquisition, reconstruction and equipping of one or more "projects" (as defined in the Act); and

WHEREAS, by application dated July 5, 2018 (the "**Application**"), 101 North Salina St, LLC, or an entity to be formed (the "**Company**"), requested the Agency undertake a project (the

“**Project**”) consisting of: (A)(i) the acquisition of an interest in approximately 4.1 acres of improved real property located at 101-239 North Salina Street (the “**Improved Parcel**”) and a non-contiguous approximately .55 acre parcel of unimproved real property located at 214 North Salina Street (the “**Unimproved Parcel**”) and together with the Improved Parcel, collectively, the “**Land**”), all located in the City of Syracuse, New York; (ii) the renovation and reconstruction of an existing two story, approximately 178,303 square foot building and associated approximately 113 space surface parking lot (collectively, the “**Existing Building**”), including but not limited to: updating the external façade; building upgrades to mechanical and electrical systems; extensive renovations of the interior of the Existing Building to be used as office and manufacturing space and renovation of the parking lot; (iii) the construction of a new three story, approximately 80,000 square foot addition to the Existing Building (the “**New Building**”) to include approximately 27,000 square feet of commercial space and approximately 50,000 square feet to house approximately 50 apartment units which will be a combination of luxury, market rate and affordable rental units, plus associated common areas, all located on the Improved Parcel; (iv) the renovation of the approximately 106 space surface parking lot located on the Unimproved Parcel (collectively with the Existing Building and the New Building, the “**Facility**”); (v) the acquisition and installation in and at the Land and Facility of furniture, fixtures and equipment (the “**Equipment**”) and together with the Land and the Facility, the “**Project Facility**”); (B) the granting of certain financial assistance in the form of exemptions from real property tax, State and local sales and use tax and mortgage recording tax (as limited by Section 874 of the General Municipal Law) (collectively the “**Financial Assistance**”); (C) the appointment of the Company or its designee as an agent of the Agency in connection with the acquisition, construction, reconstruction, renovation, equipping and completion of the Project Facility; and (D) the lease of the Land and Facility by the Agency pursuant to a lease agreement and the acquisition of an interest in the Equipment pursuant to a bill of sale from the Company to the Agency; and the sublease of the Project Facility back to the Company pursuant to a sublease agreement; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law of the State of New York, as amended, and the regulations of the Department of Environmental Conservation of the State of New York promulgated thereunder (collectively referred to hereinafter as “**SEQRA**”), the Agency is required to make a determination with respect to the environmental impact of any “action” (as said quoted term is defined in SEQRA) to be taken by the Agency and the approval of the Project constitutes such an action; and

WHEREAS, the Agency has not yet made a determination under SEQRA; and

WHEREAS, the Agency has not approved undertaking the Project or granting the Financial Assistance; and

WHEREAS, the grant of Financial Assistance to the Project is subject to, among other things, the Agency finding after a public hearing pursuant to Section 859-a of the Act that the Project will serve the public purposes of the Act by promoting economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State or increasing the overall number of permanent, private sector jobs in the State.

NOW, THEREFORE, be it resolved by the members of the City of Syracuse Industrial Development Agency, as follows:

(1) Based upon the representations made by the Company to the Agency, the Agency makes the following findings and determinations:

(A) The Project constitutes a “project” within the meaning of the Act; and

(B) The Financial Assistance contemplated with respect to the Project consists of assistance in the form of exemptions from real property taxes, State and local sales and use taxation and mortgage recording tax.

(2) The Agency hereby directs that pursuant to Section 859-a of the Act, a public hearing with respect to the Project and Financial Assistance shall be scheduled with notice thereof published, and such notice, as applicable, shall further be sent to affected tax jurisdictions within which the Project is located.

(3) The Secretary or the Executive Director of the Agency is hereby authorized to and may distribute copies of this Resolution to the Company and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this Resolution.

(4) A copy of this Resolution shall be placed on file in the office of the Agency where the same shall be available for public inspection during business hours.

The question of the adoption of the foregoing resolution was duly put to vote on a roll call, which resulted as follows:

AYE

NAY

The foregoing Resolution was thereupon declared duly adopted.

STATE OF NEW YORK)
) **SS.:**
COUNTY OF ONONDAGA)

I, the undersigned Secretary of the City of Syracuse Industrial Development Agency, **DO HEREBY CERTIFY** that I have compared the annexed extract of the minutes of the meeting of the City of Syracuse Industrial Development Agency (the “**Agency**”) held on July 17, 2018, with the original thereof on file in my office, and that the same (including all exhibits) is a true and correct copy of the proceedings of the Agency and of the whole of such original insofar as the same relates to the subject matters referred to therein.

I FURTHER CERTIFY that (i) all members of the Agency had due notice of such meeting, (ii) pursuant to Section 104 of the Public Officers Law (Open Meetings Law), such meeting was open to the general public and public notice of the time and place of such meeting was duly given in accordance with such Section 104, (iii) the meeting was in all respects duly held, and (iv) there was a quorum present throughout.

I FURTHER CERTIFY that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have set my hand and affixed the seal of the Agency this ____ day of July, 2018.

City of Syracuse Industrial Development Agency

Rickey T. Brown, Secretary

(S E A L)

City of Syracuse
Industrial Development Agency
201 East Washington Street
Syracuse, NY 13202
Tel (315) 473-3275

EXECUTIVE SUMMARY

Agenda Item: 3

Title: Gerharz Equipment Inc.

Requested By: Nora Spillane

OBJECTIVE: Approval of a resolution authorizing a Public Hearing on the Project

DESCRIPTION:

Direct expenditure of fund: Yes No

Type of financial assistance requested

PILOT

Sales Tax Exemption

Mortgage Recording Tax Exemption

Tax Exempt Bonds

Other

SUMMARY: The Agency has received an application for financial assistance from the Company for a Project to be undertaken at 222 Teall Avenue. The owner of the Company is purchasing an 85,000 sq. ft partially vacant building at that address to be renovated to accommodate the merged operation of his restaurant supply company (Gerharz), along with that of Central Restaurant Supply, recently purchased by Gerharz. At completion of the project the merged company will occupy 65,000 sq. ft. of the building with the additional space to be leased to companies serving the food industry. Employees of the consolidated company (40) will relocate to the new location. The Company forecasts an additional 8 new employees over a five year period. Cost of the Project is estimated to be \$4,965,000.00. The Company is seeking benefits from the Agency in the form of a mortgage tax exemption valued at \$37,700, a sales tax exemption valued at \$96,000 and a 10 Year PILOT agreement value to be determined.

ATTACHMENTS:

1. Application for Financial Assistance.
2. Resolution.

REVIEWED BY:

- Executive Director
- Audit Committee
- Governance Committee
- Finance Committee

Meeting: July 17, 2018

Prepared By: J. A. Delaney



CITY OF SYRACUSE SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY PROJECT APPLICATION INSTRUCTIONS

1. Fill in all blanks, using "none", "not applicable" or "not available" where the question is not appropriate to the Project, which is the subject of this Application (the "Project"). If you have any questions about the way to respond, please call the City of Syracuse Industrial Development Agency ("SIDA" or the "Agency") at (315)473-3275.
2. If an estimate is given as the answer to a question, put "(est.)" after the figure or answer, which is estimated.
3. If more space is needed to answer any specific question, attach a separate sheet.
4. When completed, return this application by mail or fax to the Agency at the address indicated below. A signed application may also be submitted electronically in PDF format to Honora Spillane, SIDA Executive Director at hspillane@syrgov.net. **An application will not be considered by the Agency until the application fee has been received.**
5. The Agency will not give final approval for this Application until the Agency receives a completed NYS Environmental Assessment Form concerning the Project, which is the subject of this Application. The form is available at <http://www.dec.ny.gov/permits/6191.html>
6. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the SIDA (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, this Applicant must identify such elements in writing and request that such elements be kept confidential. In accordance with Article 6 of the Public Officers Law, the SIDA may also redact personal, private, and/or proprietary information from publicly disseminated documents.
7. The Applicant will be required to pay the Agency application fee and legal fee deposit upon submission. If accepted as a project of the agency, the Applicant is responsible for all administrative and legal fees as stated in Appendix D.
8. A complete application consists of the following 10 items:
 - This Application
 - Conflict of Interest Statement - Appendix A
 - Environmental Assessment Form - Appendix B (Short Form)
 - Verification - Appendix C
 - A Project description, including a feasibility statement indicating the need for the requested benefits
 - Provide site plans, sketches, and/or maps as necessary
 - 10 year pro forma operating budget, including funding sources
 - 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

It is the policy of the Agency that any Project receiving benefits from the Agency will utilize 100% local contractors and local labor for the construction period of the Project unless a waiver is granted in writing by the Agency.

Return to:

City of Syracuse Industrial Development Agency
333 W. Washington Street, Suite 130
Syracuse, NY 13202
Phone: 315-473-3275
hspillane@syrgov.net

**City of Syracuse Syracuse Industrial Development Agency
Application**

I. APPLICANT DATA

A. Contact Information

Company Name:	GERHARZ EQUIPMENT INC. ("Applicant")		
Mailing Address:	6146 EAST MOLLOY ROAD		
City:	EAST Syracuse	State:	NY Zip: 13057
Phone:	315-463-0639	Fax:	315-463-1939
Contact Person:	SCOTT GERHARZ		
Email Address:	Scott@gerharzequipment.com		
Industry Sector:			
NAICS Code:	423610	Federal Employer Identification Number:	16-1151203

B. Will the Applicant be the Project Beneficiary (i.e. Project tenant or owner/operator)

Yes No If No, Who will:

C. Principal Stakeholders

List principal owners/officers/directors owning 5% or more in equity holdings with percentage ownership. Public companies should list corporate officers.

Name	% Ownership	Business Address	Phone	Email
SCOTT GERHARZ	99	6146 E. Molloy Rd. E. Syracuse NY 13057	315-463-0639	scott@gerharzequipment.com
Dick Gerharz	1	Same	Same	N/A

D. Corporate Structure: Attach a schematic if Applicant is a subsidiary or otherwise affiliated with another entity.

Corporation
 Private Public
 Partnership
 General Limited
 Other Sole Proprietorship
 Limited Liability Company/Partnership

Date and Location of Incorporation/Organization: July 1969 New York State.

If a foreign corporation, is the Applicant authorized to do business in the State of New York?

E. Applicant's Counsel:

Name:	KEVIN POLE		
Firm:	Bond, Schoeneck & King		
Mailing Address:	One Lincoln Ctr.		
City:	Syracuse	State:	NY Zip: 13202
Phone:	315-218-8000	Fax:	315-218-8100
Email Address:	Kpole@bstk.com		

F. Applicant's Accountant:

Name:	Chuck Baracco		
Firm:	Bonadio		
Mailing Address:	432 N. Franklin St.		
City:	Syracuse	State:	NY Zip: 13204
Phone:	315-476-4004	Fax:	315-475-1513
Email Address:	cbaracco@bonadio.com		

G. Applicant History: If the answer to any of the following is "Yes", please explain below. If necessary, attach additional information.

1. Is the Applicant, its management, or its principal owners now a plaintiff or defendant in any civil or criminal litigation? Yes No
2. Has any person listed in Section 1(c) ever been convicted of a criminal offense (other than a minor traffic violation)? Yes No
3. Has any person listed in Section 1 (C) or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes No

H. Has the Applicant, or any entity in which the Applicant or any of its members or officers are members or officers, received assistance from SIDA in the past? If yes, please give year, Project name, description of benefits, and address of Project.

- Yes No

II. PROJECT INFORMATION

A. Project Location

Address:	222 TEALL AVENUE	Legal Address (if different)	N/A
City:	SYRACUSE, NY		
Zip Code:	13206		
Tax Map Parcel ID(s):	032.1-01-27.0		
Current Assessment:	\$1,075,000	Square Footage /Acerage of Existing Site:	4 1/2 Acres
Square Footage of Existing Building, if any:	85,000 sf.	Census Tract: (Please See Appendix E for Census Tracts)	# 35

B. Type (Check all that apply):

- | | |
|---|---|
| <input type="checkbox"/> New Construction | <input type="checkbox"/> Commercial |
| <input type="checkbox"/> Expansion/Addition to Current Facility | <input type="checkbox"/> Brownfield/Remediated Brownfield |
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Residential/Mixed Use |
| <input checked="" type="checkbox"/> Warehouse/Distribution | |
| <input type="checkbox"/> Other | |

C. Description of Project: Please provide a detailed narrative of the proposed Project. This narrative should include, but not be limited to: (i) the size of the Project in square feet and a breakdown of square footage per each intended use; (ii) the size of the lot upon which the Project sits or is to be constructed; (iii) the current use of the site and the intended use of the site upon completion of the Project; (iv) the principal products to be produced and/or the principal activities that will occur on the Project site; and (v) an indication as to why the Applicant is undertaking the Project and the need for the requested benefits (Attach additional sheets if necessary). Attach copies of any site plans, sketches or maps.

We are buying an 85,000 square foot building that has fallen in to disrepair, fixing it up and taking approximately 65,000 square feet for our expanding operations. The other 20,000 square feet will be rented out to hopefully other companies serving the food industry such as an interior designer, general contractor, food importer, service and maintenance company. The lot is 4 1/2 acres. Our company has had great growth. We purchased Central Restaurant Supply, with ten employees. We want to combine both locations into a better location

D. Is the Applicant the owner of the property?

- Yes No

If not, who is the owner and by what means will the site be acquired? If leasing, when does the lease end?

and add jobs while maintaining our 40 current jobs. We plan on adding about 8 new positions over first few years of moving

E. Infrastructure: Please indicate whether the following are onsite, need to be constructed, or need to be renovated/expanded:

Water	on site	Electric	will be upgraded on site
Sanitary/Storm Sewer	on site	Private Roads	N/A
Gas	on site	Telecommunication	on site will be upgraded.

into building - 20% increase in workforce. Good paying jobs.

F. Zoning Classification: Please list the current zoning:

Current Zoning

Commercial A

G. Are variances needed to complete the Project?

Yes

No

If yes, please describe nature of variances and if municipal approvals have been granted:

H. Will the Project generate sales tax for the community?

Yes

No

If yes, what is the company's average annual sales or estimated annual sales?

Currently 21 million, estimate of 20% increase in first three years

in new building

I. In accordance with N.Y. GML Sec. 862(1):

1. Will any other companies or related facilities within the state close or be subjected to reduced activity as a result of this Project? If so please list the town and county of the location(s):

Yes

No

Central Supply on 642 N. Salina and George 6146 East Mollis Rd
but employment will increase.

2. Will the completion of the Project result in the removal of a plant or facility of the Applicant from one area of the State New York to another area of the State of New York?

Yes

No

See Above.

3. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Applicant located in the State of New York? We do not own N. Salina St. We will rent out East Mollis. Already have interest

Yes

No

i. If any answer to questions 1, 2 or 3 above is yes, is the Project reasonably necessary to discourage the Applicant from removing such other plant or facility to a location outside the State of New York?

Yes

No we are staying in the state but to move to Syracuse we need help renovating this building

ii. If any answer to questions 1, 2 or 3 above is yes, is the Project reasonably necessary to preserve the competitive position of the Applicant in its respective industry?

Yes

No

with two companies combined under one roof we should be better than most companies in our industry in the country.

4. Will the Project primarily consist of retail facilities?

Yes

No

i. If yes, will the cost of these facilities exceed one-third of the total Project cost?

Yes

No

J. Is the Project located in a distressed Census Tract?

Yes No

35

Please see Appendix E for the map of distressed census tracts in the city of Syracuse.

K. Is the Project site designated as an Empire Zone?

Yes

No

L. Construction

1. Project Timeline (approximate):

Construction Commencement

9/18

Construction Completion

2/19

Date of Occupancy

3/19

2. Please list any other key Project milestones:

3. Has work begun? Yes

No

If so, indicate the amount of funds expended in the past 3 years?

\$ Sent about 75,000 so far between lawyers, appraisals, environmental, and architects.

III. PROJECT COSTS & FINANCING

A. Estimated Project Costs

i. State the costs reasonably necessary for the acquisition, construction, and/or renovation of the Project:

Description of Cost Type	Total Budget Amount
Land Acquisition	1,650,000 ⁰⁰
Site Work/Demo	—
Building Construction & Renovation	2,800,000 ⁰⁰
Furniture & Fixtures	350,000 ⁰⁰
Equipment	
Equipment Subject to NYS Production Sales Tax Exemption (Manufacturing)	
Engineering/Architects Fees	150,000 ⁰⁰
Financial Charges	
Legal Fees	15,000 ⁰⁰
Other	
Management /Developer Fee	
Total Investment	\$4,965,000 ⁰⁰

ii. State the amounts reasonably anticipated for the acquisition, construction, and/or renovation of the Project:

Amount of capital the Applicant has invested to date:	\$225,000 ⁰⁰
Amount of capital Applicant intends to invest in the Project through completion:	4,965,000
Total amount of public sector source funds allocated to the Project:	
Identify each public sector source of funding:	
Percentage of the Project to be financed from private sector sources:	100%
Percentage of the Project to be financed from public sector sources:	

B. Financial Assistance sought (estimated values):

Applicants requesting exemptions and/or abatements from SIDA must provide the estimated value of the savings they anticipate receiving. **New York State regulations require SIDA to recapture any benefit that exceeds the amount listed in this application.**

i. Is the Applicant expecting that the financing of the Project will be secured by one or mortgages? Yes No

If yes, amount requested and name of lender:

\$5,000,000 NBT BANK.

ii. Is the Applicant expecting to be appointed agent of the Agency for purposes of abating payments of NYS Sales and Use Tax? Yes No

If yes, what is the TOTAL amount of purchases subject to exemption based on taxable Project costs?

\$1,200,000

iii. Is the Applicant requesting a payment in lieu of tax agreement (PILOT) for the purpose of a real property tax abatement? Yes No

If yes, Category of PILOT requested:

TBD

iv. Is the Applicant requesting any real property tax abatement that is **inconsistent** with the Agency's UTEP?

Yes No

If yes, please contact the Executive Director prior to submission of this Application.

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

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

C. Type of Exemption/Abatement Requested:		Amount of Exemption/Abatement Requested:
<input checked="" type="checkbox"/>	Real Property Tax Abatement (PILOT)	TBD
<input checked="" type="checkbox"/>	Mortgage Recording Tax Exemption (.75% of amount mortgaged)	\$37,500 (.75% of 5,000,000 Mortgage)
<input checked="" type="checkbox"/>	Sales and Use Tax Exemption (\$4% Local, 4% State)	\$96,000 (8% of 1,200,000)
<input type="checkbox"/>	Tax Exempt Bond Financing (Amount Requested)	
<input type="checkbox"/>	Taxable Bond Financing (Amount Requested)	

D. Company's average yearly purchases or anticipated yearly purchases from vendors within Onondaga County, subject to sales tax:

Approximately 250k - most of our purchases are tax exempt for resale
\$300,000

E. Estimated capital investment over the next 5 years, beyond this Project, if available:

IV. EMPLOYMENT AND PAYROLL INFORMATION

* Full Time Equivalent (FTE) is defined as one employee working no less than 40 hours per week or two or more employees together working a total of 40 hours per week.

A. Are there people currently employed at the Project site? - The existing tenants are employed there

Yes No If yes, provide number of full time equivalent (FTE) jobs at the facility:

B. Complete the following:

Estimate the number of full time equivalent (FTE) jobs to be retained as a result of this Project:	40.5
Estimate the number of construction jobs to be created by this Project:	125
Estimate the average length of construction jobs to be created (months):	6 months.
Current annual payroll at facility:	1.9 million
Average annual growth rate of wages:	3%
Please list, if any, benefits that will be available to either full and/or part time employees:	Paid medical 50%, Paid Vacation, 401k with Safe Harbor match, Paid Holidays
Average annual benefit paid by the company (\$ or % salary) per FTE job:	Approx 30% of Salary
Average growth rate of benefit cost:	15% a year on Medical
Amount or percent of wage employees pay for benefits:	10%
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:	100%

C. Complete the following chart indicating the number of FTE jobs presently 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, third, fourth, and fifth years after the Project is completed. Jobs should be listed by title or category (see below), including FTE independent contractors or employees of independent contractors that work at the Project location. **Do not include construction workers.**

Current & Planned Full Time Occupations (Job Titles)	Current Number of FTEs	Salary (Annual or Hourly)	Estimated Number of FTE Jobs After Project Completion				
			End of Year 1	End of Year 2	End of Year 3	End of Year 4	Total New Jobs After 5 Years
Skilled	33	Avg. 25 ⁰⁰ /hr	35	36	38	39	6
Semi Skilled	7	Avg 17 ⁰⁰ /hr plus benefits.	7	7	8	9	2
				Total of 8 new			
				jobs after 4 years.			
				Should be conservative			
				estimate			

For purposes of completing the chart, refer to the following definitions, in lieu of current titles:

- **Professional/Managerial/Technical** - includes jobs which involve skill or competence of extraordinary degree and may include supervisory responsibilities (examples: architect, engineer, accountant, scientist, medical doctor, financial manager, programmer).
- **Skilled** - includes jobs that require specific skill sets, education, training, and experience and are generally characterized by high education or expertise levels (examples: electrician, computer operator, administrative assistant, carpenter, sales representative).
- **Unskilled or Semi-Skilled** - includes jobs that require little or no prior acquired skills and involve the performance of simple duties that require the exercise of little or no independent judgment (examples: general cleaner, truck driver, typist, gardener, parking lot attendant, line operator, messenger, information desk clerk, crop harvester, retail salesperson, security guard, telephone solicitor, file clerk).

D. Are the employees of your company currently covered by a collective bargaining agreement?

Yes No If yes, provide the Name and Local:

V. Environmental Information

***Please note an Environmental Assessment Form (EAF) MUST be completed and submitted along with this application. The Short Form EAF is included as Appendix B.**

A. Have any environmental issues been identified on the property?
 Yes No The seller has addressed issues

If yes, please explain:

B. Has any public body issued a State Environmental Quality Review Act determination for this Project?

Yes No

If yes, please attach to this application.

VI. REPRESENTATIONS & AFFIRMATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

A. Jobs Listings: Except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity of the service delivery area created by the Workforce Investment Act ("WIA") in which the Project is located.

Initial 

B. 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 WIA for new employment opportunities created as a result of the Project.

Initial 

C. Other NYS Facilities: In accordance with §862 (1) of the New York General Municipal Law, the Applicant understands and agrees that projects which will result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the Project occupant within the state is ineligible for Agency Financial Assistance, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the Project in its respective industry.

Initial 

D. City Human Right Law: The Applicant agrees to endeavor to comply with the provisions of Article XI, Division 2 of the City Code, entitled "The Omnibus Human Rights Law," which prohibits discrimination in employment based upon age, race, sex, creed, color, religion, national origin, sexual orientation, disability or marital status. The Applicant hereby agrees to adhere to this policy or equal opportunity employment in the requirement, hiring, training, promotion, and termination of employees.

Initial 

E. City of Syracuse and MWBE Preference: The applicant understands and agrees that it is the preference of the Agency that the applicant provide, and use its best efforts to provide, opportunities for the purchase of equipment, goods and services from: (i) business enterprises located in the city of Syracuse; (ii) certified minority and/or women-owned business enterprises; and (iii) business enterprises that employ residents in the city of Syracuse. Consideration will be given by the Agency to the Project Applicant's efforts to comply, and compliance, with this objective at any time an extension of benefits awarded, or involvement by the Agency with the Project, is requested by the Project Applicant.

Initial 

F. Local Labor Policy: The applicant understands and agrees that local labor and contractors will be used for the construction, renovation, reconstruction, equipping of the Project unless a written waiver is received from the Agency. Failure to comply may result in the revocation or recapture of benefits awarded to the Project by the Agency. For the purposes of the policy, "Local" is defined as Onondaga, Cayuga, Cortland, Madison, Oneida, and Oswego Counties.

Initial 

G. 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

Initial 

H. Annual Employment Reports and Outstanding Bonds: 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, with the Agency on an annual basis, reports regarding the number of FTE at this Project site. The Applicant also 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.

Initial 

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 in Appendix B.

Initial 

J. Compliance: The Applicant understands and agrees that it is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.

Initial 

K. False or Misleading Information: The Applicant understands and agrees that the submission of knowingly false or knowingly misleading information in this Application 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.

Initial 

L. GML Compliance: The Applicant certifies that, as of the date of the Application, the proposed project is in substantial compliance with all provisions of NYS General Municipal Law Article 18-A, including but not limited to Sections 859-a and 862(1).

Initial 

M. SIDA's Policies: The Applicant is familiar with all of SIDA's policies posted on its website (http://www.syr.gov.net/Syracuse_Industrial_Development_Agency.aspx) and agrees to comply with all applicable policies.

Initial SG

N. Disclosure: The Applicant has read paragraph 6 of the instructions contained on the cover of this Application and understands that the Applicant must identify in writing to SIDA any information it deems proprietary and seeks to have redacted.

Initial SG

O. Reliance: THE APPLICANT ACKNOWLEDGES THAT ALL ESTIMATES OF PROJECTED FINANCIAL IMPACTS, VALUE OF FINANCIAL ASSISTANCE REQUESTED, AND OTHER INFORMATION CONTAINED IN THIS APPLICATION WILL BE RELIED UPON BY SIDA AND ANY CHANGES IN SUCH INFORMATION MUST BE MADE IN WRITING AND MAY IMPACT THE GRANT OF FINANCIAL ASSISTANCE TO THE PROJECT.

Initial SG

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

Name of Applicant Company

GERHARZ Equipment

Signature of Officer or Authorized Representative



Name & Title of Officer or Authorized Representative

SCOTT Gerharz President

Date

6/18/18

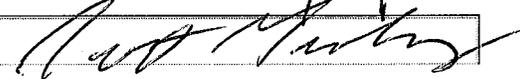
VI. HOLD HARMLESS AGREEMENT

Applicant hereby releases the City of Syracuse Industrial Development Agency and the members, officers, servants, agents and employees thereof (collectively 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: (A) 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 tax-exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction, and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project, including without limiting the generality of the foregoing, all cause of action and attorney's fees and any other expenses incurred in defending any suits or action 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 reach final agreement with respect to the Project, or the inability of the Applicant, for any reason, to proceed with the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the processing of or in connection with the Application, including attorney's fees, if any.

Name of Applicant Company

GERHARZ Equipment

Signature of Officer or Authorized Representative



Name & Title of Officer or Authorized Representative

SCOTT Gerharz President

Date

6/18/18

CITY OF SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY APPLICATION
APPENDIX A
CONFLICT OF INTEREST STATEMENT

Agency Board Members

1. William Ryan
2. M. Catherine Richardson, Esq.
3. Steven P. Thompson
4. Donald Shoenwald, Esq.
5. Kenneth J. Kinsey

Agency Officers/Staff

1. Honora Spillane
2. Judith DeLaney
3. Debra Ramsey-Burns

Agency Legal Counsel & Auditor

1. Susan Katzoff, Esq., Barclay Damon, LLP.
2. Grossman St. Amour, PLLC.

The Applicant has received from the Agency 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:

N/A

Signature:

[Handwritten Signature]

Authorized Representative:

SCOTT GERHARTZ

Title:

President

Date:

6/18/18

Appendix B

Short Form Environmental Assessment Form

Instructions for Completing

Part 1 - Project Information. The applicant or Project sponsor is responsible for the completion of Part 1 Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification.

Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information. The NYS DEC provides an interactive EAF form at its website <http://www.dec.ny.gov/eafmapper/>, which may substitute for this form.

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

Part 1 - Project and Sponsor Information																		
Name of Action or Project: GERHARZ EQUIPMENT																		
Project Location (describe, and attach a location map): 222 Teall Ave, Syracuse, NY																		
Brief Description of Proposed Action: We will be repaving parking lot, painting building, some landscaping, new roof, new lights, Interior remodeling, new windows, new HVAC systems																		
Name of Applicant or Sponsor: Scott Gerhartz		Telephone: 315-463-0639																
Address: 6146 East Molloy Road		E-Mail: scott@gerharzequipment.com																
City/PO: E. Syracuse		State: NY	Zip: 13057															
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 50%;">NO</th> <th style="width: 50%;">YES</th> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table>	NO	YES	<input checked="" type="checkbox"/>	<input type="checkbox"/>											
NO	YES																	
<input checked="" type="checkbox"/>	<input type="checkbox"/>																	
2. Does the proposed action require a permit, approval or funding from any other governmental Agency? If Yes, list agency(s) name and permit or approval:			<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 50%;">NO</th> <th style="width: 50%;">YES</th> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table>	NO	YES	<input checked="" type="checkbox"/>	<input type="checkbox"/>											
NO	YES																	
<input checked="" type="checkbox"/>	<input type="checkbox"/>																	
3.a. Total acreage of the site of the proposed action?		4 1/2 acres																
b. Total acreage to be physically disturbed?		0 acres																
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		4 1/2 acres																
4. Check all land uses that occur on, adjoining and near the proposed action.																		
<table style="width: 100%; border: none;"> <tr> <td><input checked="" type="checkbox"/> Urban</td> <td><input type="checkbox"/> Rural (non-agriculture)</td> <td><input checked="" type="checkbox"/> Industrial</td> <td><input checked="" type="checkbox"/> Commercial</td> <td><input type="checkbox"/> Residential (suburban)</td> </tr> <tr> <td><input type="checkbox"/> Forest</td> <td><input type="checkbox"/> Agriculture</td> <td><input type="checkbox"/> Aquatic</td> <td colspan="2"><input type="checkbox"/> Other (specify): _____</td> </tr> <tr> <td><input type="checkbox"/> Parkland</td> <td colspan="3"></td> <td></td> </tr> </table>				<input checked="" type="checkbox"/> Urban	<input type="checkbox"/> Rural (non-agriculture)	<input checked="" type="checkbox"/> Industrial	<input checked="" type="checkbox"/> Commercial	<input type="checkbox"/> Residential (suburban)	<input type="checkbox"/> Forest	<input type="checkbox"/> Agriculture	<input type="checkbox"/> Aquatic	<input type="checkbox"/> Other (specify): _____		<input type="checkbox"/> Parkland				
<input checked="" type="checkbox"/> Urban	<input type="checkbox"/> Rural (non-agriculture)	<input checked="" type="checkbox"/> Industrial	<input checked="" type="checkbox"/> Commercial	<input type="checkbox"/> Residential (suburban)														
<input type="checkbox"/> Forest	<input type="checkbox"/> Agriculture	<input type="checkbox"/> Aquatic	<input type="checkbox"/> Other (specify): _____															
<input type="checkbox"/> Parkland																		

18. Does the proposed action include construction or other activities that result in the impoundment of water or other liquids (e.g. retention pond, waste lagoon, dam)? If Yes, explain purpose and size: _____	NO	YES
_____	<input checked="" type="checkbox"/>	<input type="checkbox"/>
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe: _____	NO	YES
_____	<input checked="" type="checkbox"/>	<input type="checkbox"/>
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe: <u>Boiler and Tank Room were remediated</u>	NO	YES
_____	<input type="checkbox"/>	<input checked="" type="checkbox"/>
I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE		
Applicant/sponsor name: <u>Scott Gerharz</u>	Date: <u>7/10/18</u>	
Signature: <u>[Signature]</u>		

Part 2 - Impact Assessment. The Lead Agency is responsible for the completion of Part 2 Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	<input type="checkbox"/>	<input type="checkbox"/>
2. Will the proposed action result in a change in the use or intensity of use of land?	<input type="checkbox"/>	<input type="checkbox"/>
3. Will the proposed action impair the character or quality of the existing community?	<input type="checkbox"/>	<input type="checkbox"/>
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	<input type="checkbox"/>	<input type="checkbox"/>
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	<input type="checkbox"/>	<input type="checkbox"/>
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	<input type="checkbox"/>	<input type="checkbox"/>
7. Will the proposed action impact existing:		
a. public / private water supplies?	<input type="checkbox"/>	<input type="checkbox"/>
b. public / private wastewater treatment utilities?	<input type="checkbox"/>	<input type="checkbox"/>
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	<input type="checkbox"/>	<input type="checkbox"/>
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	<input type="checkbox"/>	<input type="checkbox"/>

	No, or small impact may occur	Moderate to large impact may occur
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	<input type="checkbox"/>	<input type="checkbox"/>
11. Will the proposed action create a hazard to environmental resources or human health?	<input type="checkbox"/>	<input type="checkbox"/>

Part 3 - Determination of significance. The Lead Agency is responsible for the completion of Part 3 For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

<input type="checkbox"/>	Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.
<input type="checkbox"/>	Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.
<input type="text"/>	<input type="text"/>
Name of Lead Agency	Date
<input type="text"/>	<input type="text"/>
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
<input type="text"/>	<input type="text"/>
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)

PRINT

APPENDIX C

Verification

STATE OF NY)
) SS.:

COUNTY OF Onondaga)

Scott Gerharc, deposes and says that s/he is the
(Name of Individual)

President of Gerharc Equipment
(Title) (Applicant Name)

that s/he has read the foregoing Application and knows the contents thereof and that the same is true, accurate, and complete to the best of her/his knowledge, as subscribed and affirmed under the penalties of perjury. The grounds of deponent's beliefs relative to all matters in the said Application which are not stated upon her/his own personal knowledge are investigations which the deponent has caused to be made concerning the subject matter of the Application as well as, if applicable, information acquired by deponent in the course of her/his duties/responsibilities for the Applicant and from the books and papers of the Applicant. The deponent also acknowledges the receipt of the schedules attached to the Application, including but not limited to the Agency's fee schedule and assumes responsibility for payment of any and all applicable fees as described therein. Deponent further acknowledges review and understanding of the Agency's published policies, including but not limited to the Agency's Recapture Policy, and agrees on behalf of the Applicant to be bound by and comply with, all such policies.

Scott Gerharc

Applicant Representative's Signature

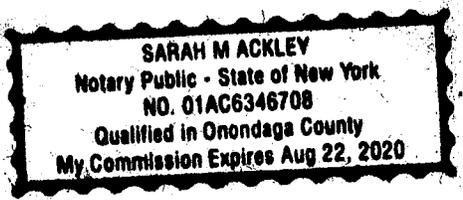
President

Title

Subscribed and sworn to before me this

18th day of June, 20 18

Sarah M. Ackley
Notary Public



APPENDIX D
Agency Fee Schedule

(Revised (6/21/16))

Bond and Straight Lease Transactions:

Application & Processing Fee.....	\$1,000.00
Project Commitment/Legal Fee.....	\$2,500.00
(Due with fully executed Application; Amount applied to SIDA's counsel fee)	

Administrative Fee:

Issuance of Bonds.....	1% Project Cost
(Without regard to principal amount of bonds issued.)	
Straight Lease/Agency Appointment.....	1% Project Cost
(Exemption from one or more mortgage recording, real property or sales and use taxes)	
Refunding of Bonds.....	1% of Project Cost
All Other Refinancing of Existing Project.....	1/2 of 1% of Mortgage Amount
New Money/Additional Financing on Existing Project.....	1% of Amount Financed
(Exemption from mortgage recording tax only if exemption from real property or sales and use tax also granted, fee is 1% Project cost.)	

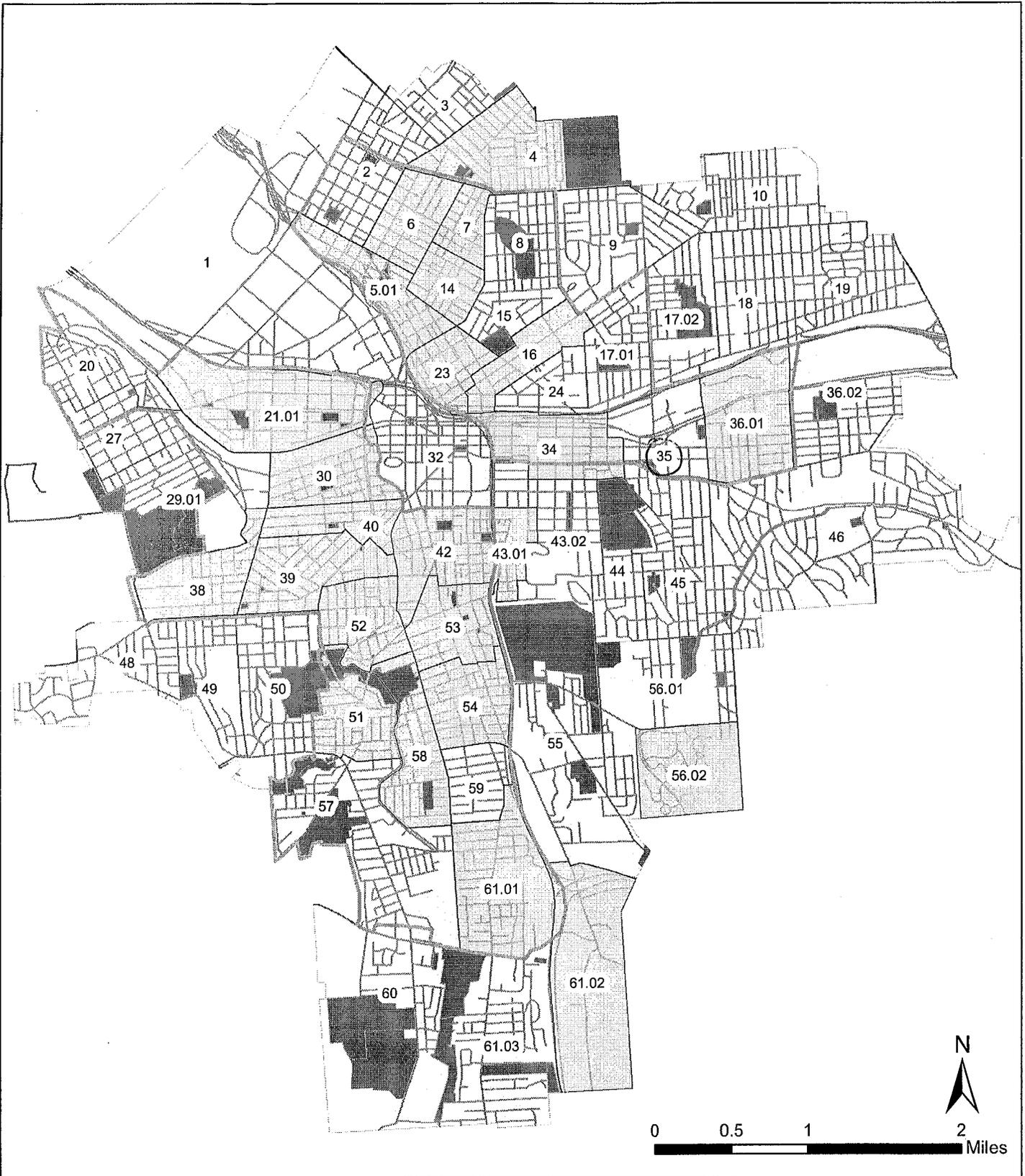
Post-Closing Items for Bond and Straight Lease Transactions:

Annual Administrative Reporting Fee.....	\$250.00
(Paid at time of closing and annually thereafter for duration of SIDA's interest in Project Facility)	
Extension of sales tax exemption.....	\$500.00
Modification or Amendment of Closing Documents.....	\$1,000.00
Subsequent lender closing.....	\$250.00

In addition to the foregoing, Applicants are responsible for payment of all costs and expenses incurred by SIDA in connection with application or Project including without limitation publication, copying costs, SEQRA compliance and fees and costs to SIDA's attorneys, engineers, and consultants. SIDA reserves the right to require a deposit to cover anticipated costs. Application fees are payable at time application/request is submitted. All fees are non-refundable. Applicants for bond transactions are responsible for payment of Bond Issuance Charge payable to the State of New York. Applicants are also responsible for payment of post-closing fees and costs associated with the appointment of additional agents.

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

Highly Distressed Census Tracts



Legend

- Highly Distressed Census Tracts (2016)
- 2010 Census Tracts
- Parks & Cemeteries
- NRSA Boundaries

Map created 7/12/2016.
This map is for planning purposes only.
The City of Syracuse cannot guarantee its accuracy.





July 9, 2018

We will be purchasing an under-utilized 85,000 square foot building in the city of Syracuse to accommodate our two operations. Currently our main Gerharz Equipment building is located in East Syracuse. We plan on leasing this building and one of the displaced Teall Ave tenants has shown great interest. In 2017 we purchased the 72 year old Central Restaurant Supply Business located at 642 North Salina Street. We did not purchase the real estate. The original owners of Central Restaurant Supply are talking with a developer about remodeling the building to be apartments and first floor retail space. If we do not get the Teall Ave building we will continue to rent the North Salina Street location which will put their renovation plans on hold.

With Central's complementary services and products, if the two companies combine under one roof we will be the most complete restaurant equipment and supplies dealership in Upstate New York. I truly believe we can become a destination for any food service operation within a 150 mile radius of Syracuse. However, the remodeling and the two moves will be very costly so we need the exemptions to offset the substantial costs. Not only do we want the larger building to create one large powerful operation, it is a necessity. We have already increased the workforce at Central and there is simply no more room to add any more employees at either location.

Our plan is to use 65,000 square feet of the Teall Ave building for our operation and lease out the additional spaces to companies that serve the food service industry such as: an architect/interior design firm focusing on restaurants, a general contractor/project manager concentrating on food service operations, a food importer, wholesale coffee roaster, or a maintenance/repair company for restaurant equipment. We have already received inquiries because these companies are aware that we have the potential of drawing nearly 100 food services operators a day to our showroom. Our customers are mostly restaurants and other food service operations so 98% of our business is wholesale and about 2% might be retail/residential. We really want this location to be a helpful resource that local independent restaurants can utilize in order to help them succeed.

We will move the 31 jobs at East Molloy Road and the 11 jobs at North Salina Street to the Teall Ave location. The goal is to add at least 8 high paying jobs with benefits in the next four years. In order to properly expand we will invest nearly 5 million dollars into the purchasing and remodeling of a high profile, Syracuse building that is currently 40% vacant and falling in to disrepair.

GERHARZ RESTAURANT EQUIPMENT 6146 East Molloy Road, East Syracuse NY 13057
Phone: (315) 463-0639 Fax: (315) 463-1939

RESOLUTION

A regular meeting of the City of Syracuse Industrial Development Agency was convened in public session on July 17, 2018, at 8:30 o'clock a.m. in the Common Council Chambers, City Hall, 233 East Washington Street, Syracuse, New York.

The meeting was called to order by _____ and upon the roll being duly called, the following members were:

PRESENT:

EXCUSED:

THE FOLLOWING PERSONS WERE ALSO PRESENT:

The following resolution was offered by _____ and seconded by _____:

RESOLUTION DETERMINING THAT THE ACQUISITION, RENOVATION, EQUIPPING AND COMPLETION OF A COMMERCIAL FACILITY AT THE REQUEST OF THE COMPANY CONSTITUTES A PROJECT; DESCRIBING THE FINANCIAL ASSISTANCE IN CONNECTION THEREWITH; AND AUTHORIZING A PUBLIC HEARING

WHEREAS, the City of Syracuse Industrial Development Agency (the “*Agency*”) is authorized and empowered by Title 1 of Article 18-A of the General Municipal Law of the State of New York (the “*State*”), as amended, together with Chapter 641 of the Laws of 1979 of the State of New York, as amended from time to time (collectively, the “*Act*”), to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research and recreation facilities, for the purpose of promoting economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State, to improve their recreation opportunities, prosperity and standard of living; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to grant “financial assistance” (as defined in the Act) in connection with the acquisition, reconstruction and equipping of one or more “projects” (as defined in the Act); and

WHEREAS, by application dated June 18, 2018, as supplemented on July 12, 2018 (the “*Application*”), Gerharz Equipment, Inc., or an entity to be formed (the “*Company*”), requested the Agency undertake a project (the “*Project*”) consisting of: (A)(i) the acquisition of an interest

in approximately 4.5 acres of improved real property located at 220-22 Teall Avenue, in the City of Syracuse, New York (the “**Land**”); (ii) the renovation of an existing approximately 85,000 square foot building for use in the wholesale and retail sale of foodservice equipment, supplies and design solutions primarily to restaurants and food service operators, including but not limited to the installation of a new roof, lights, windows, HVAC, painting, landscaping and resurfacing of parking lot, all located on the Land (the “**Facility**”); (iii) the acquisition and installation in and at the Land and Facility of furniture, fixtures and equipment (the “**Equipment**” and together with the Land and the Facility, the “**Project Facility**”); (B) the granting of certain financial assistance in the form of exemptions from real property tax, State and local sales and use tax and mortgage recording tax (in accordance with Section 874 of the General Municipal Law) (collectively the “**Financial Assistance**”); (C) the appointment of the Company or its designee as an agent of the Agency in connection with the acquisition, construction, reconstruction, renovation, equipping and completion of the Project Facility; and (D) the lease of the Land and Facility by the Agency pursuant to a lease agreement and the acquisition of an interest in the Equipment pursuant to a bill of sale from the Company to the Agency; and the sublease of the Project Facility back to the Company pursuant to a sublease agreement; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law of the State of New York, as amended, and the regulations of the Department of Environmental Conservation of the State of New York promulgated thereunder (collectively referred to hereinafter as “**SEQRA**”), the Agency is required to make a determination with respect to the environmental impact of any “action” (as said quoted term is defined in SEQRA) to be taken by the Agency and the approval of the Project constitutes such an action; and

WHEREAS, the Agency has not yet made a determination under SEQRA; and

WHEREAS, the Agency has not approved undertaking the Project or granting the Financial Assistance; and

WHEREAS, the grant of Financial Assistance to the Project is subject to, among other things, the Agency finding after a public hearing pursuant to Section 859-a of the Act that the Project will serve the public purposes of the Act by promoting economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State or increasing the overall number of permanent, private sector jobs in the State.

NOW, THEREFORE, be it resolved by the members of the City of Syracuse Industrial Development Agency, as follows:

(1) Based upon the representations made by the Company to the Agency, the Agency makes the following findings and determinations:

(A) The Project constitutes a “project” within the meaning of the Act;

(B) The Financial Assistance contemplated with respect to the Project consists of assistance in the form of exemptions from real property taxes, State and local sales and use

taxation and mortgage recording tax; and

(C) The Project is located in a “Highly Distressed Area” as defined in Section 854(18) of the Act.

(2) The Agency hereby directs that pursuant to Section 859-a of the Act, a public hearing with respect to the Project and Financial Assistance shall be scheduled with notice thereof published, and such notice, as applicable, shall further be sent to affected tax jurisdictions within which the Project is located.

(3) The Secretary or the Executive Director of the Agency is hereby authorized to and may distribute copies of this Resolution to the Company and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this Resolution.

(4) A copy of this Resolution shall be placed on file in the office of the Agency where the same shall be available for public inspection during business hours.

The question of the adoption of the foregoing resolution was duly put to vote on a roll call, which resulted as follows:

AYE

NAY

The foregoing Resolution was thereupon declared duly adopted.

STATE OF NEW YORK)
) **SS.:**
COUNTY OF ONONDAGA)

I, the undersigned Secretary of the City of Syracuse Industrial Development Agency, **DO HEREBY CERTIFY** that I have compared the annexed extract of the minutes of the meeting of the City of Syracuse Industrial Development Agency (the “**Agency**”) held on July 17, 2018, with the original thereof on file in my office, and that the same (including all exhibits) is a true and correct copy of the proceedings of the Agency and of the whole of such original insofar as the same relates to the subject matters referred to therein.

I FURTHER CERTIFY that (i) all members of the Agency had due notice of such meeting, (ii) pursuant to Section 104 of the Public Officers Law (Open Meetings Law), such meeting was open to the general public and public notice of the time and place of such meeting was duly given in accordance with such Section 104, (iii) the meeting was in all respects duly held, and (iv) there was a quorum present throughout.

I FURTHER CERTIFY that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have set my hand and affixed the seal of the Agency this ____ day of July, 2018.

City of Syracuse Industrial Development Agency

Rickey T. Brown, Secretary

(S E A L)