

Tompkins County
Industrial Development Agency
Industrial Application for Incentives

Applicant Information

Date: 12-5-2013

Name of Company/Applicant: South Hill Business Campus. LLC	
Owner: Same	
Address: 950 Danby Rd	
City/State/ZIP: Ithaca NY 14850	
Primary Contact: Andrew Sciarabba	
Phone: 533-3635	Fax: 533-4732
Email: Ajs@sciarabbawalker.com	

Will a separate company hold title to/own the property in question that is separate from the operating company/applicant? If yes, please provide the name and contact information for that entity.	
Name:	
Address:	
City/State/Zip:	
Contact:	
Phone:	Fax:
Email:	
Owner:	
Describe the terms and conditions of the lease between the applicant and the owner of the property.	

Applicant Attorney: Randy Marcus	
Address: 119 E. Seneca St	
City/State/ZIP: Ithaca NY 14850	
Primary Contact: Same	
Phone: 273-6841	Fax: 272-8806
Email: rmarcus@bgdmolaw.com	

Applicant Accountant: Andrew Sciarabba	
Address: 521 Ridge Rd	
City/State/ZIP: Lansing NY 14882	
Primary Contact: Same	
Phone: 533-3635	Fax:533-4732
Email:Ajs@sciarabbawalker.com	

Applicant Engineer/Architect (if known): n/a	
Address:	
City/State/ZIP:	
Primary Contact:	
Phone:	Fax
Email:	
Applicant Contractor (if known): ASI Energy. LLC	
Address: 950 Danby Rd	
City/State/ZIP: Ithaca NY 14850	
Primary Contact: Herb Dwyer	
Phone: 330-1203	Fax:330-1173
Email:herberdwyer@asienergy.com	

Business History

Year Company was Founded: 2004 Type of Ownership (LLC,
NAICS Code: 531120

Product or Service: Commercial Real Estate Rentals

Major Customers: Local Business Tenants
<i>The IDA avoids offering incentives to businesses that will compete with or displace existing Tompkins County businesses.</i>

Major Suppliers:

NYSEG
Hess Gas

Who are your major competitors in Tompkins County?

n/a

Has your business ever received incentives tied to job creation from local governments in New York State?

Yes No

If Yes, please describe. Empire Zone Wage and Sales Tax credits

Were the goals met? Yes No

If No, why were goals not met?

After expansion:

Annual Sales to customers in Tompkins County \$ 2,900,000 Percent subject to sales tax 0%

Annual purchases of operating items subject to local sales tax \$ 54%

Business profit history. Please supply in spreadsheet format five (5) years of Past History and Three (3) years future projections.

Years	Historical					Projected		
	1	2	3	4	5	1	2	3
Revenues	1,857,000	2,236,300	2,670,268	2,766,083	2,839,52	3,000,000	2,200,000	2,300,000
Profits	(280,000)	24,000	563,000	468,000	612,000	600,000	100,000	110,000

Project Description

Please give a brief narrative description of the project.

Design, construction and installation of a 250KW Combined heat, cooling and power (CHCP) system for the South Hill Business Campus office wing (aka the addition).

Using natural gas to generate electricity and using heat recovery.

IDA approval requested for sales tax abatement on equipment portion of this construction contract

Location: 950 Danby Rd Ithaca NY

Financing

Amount of anticipated financing from a lending institution \$500,000 Loan from TTTC already available

(Please note: the applicant must inform the TCIDA at the time of issuance of commitment letter if the financing will exceed the amount stated here.)

Value of Incentives

Property tax abatement n/a

Assumptions	
\$	Value of increase in assessment
4%	Annual increase in assessment and tax rate

Year	New Taxes Paid					Taxes Abated				
	County	School	City/Town	Village	Total	County	School	City/Town	Village	Total
1										
2										
3										
4										
5										
6										
7										
Totals										

Value of sales tax abatement: \$52,000

Estimated length of sales tax abatement (years): One year only

Estimated value of abatement for facility construction including information on assumptions used in calculations: n/a

Estimated value of abatement for furniture, fixtures and equipment including information on assumptions used in calculations: Of the total contract of \$1,100,000, approximately \$650,000 will consist of equipment and supplies .
Therefore the sales tax on the equipment is estimated at \$50,000.

Mortgage Recording tax abatement: \$ n/a

Other government incentives or support include summary of program, name of contact person and terms and conditions of program: Approximately \$391,800 will be a rebate from NYSERDA and an estimated federal tax credit of \$71,600 will be also available. ASI Energy LLC is our contact relative to these incentives.

Need for Incentives

Are you asking for a schedule of incentives that deviates from the IDA's Standard property tax abatement (as listed below)?

 Yes x No

<u>Year</u>	<u>Abatement</u>
1	90%
2	77%
3	64%
4	51%
5	39%
6	26%
7	13%

If the applicant is requesting incentives that are greater than the IDA's Standard Policies, please include a detailed description and justification for this request.

Employment Information (please note that during the course of the abatement you will be required to provide detailed employment information annually.)

Please provide a description of the benefits that you offer to your employees.

n/a

Please provide a description of internal training and advancement opportunities offered to your employees.

n/a

What percentages of your current positions do women occupy? _____

What percentages of your current positions do minorities occupy? _____

Are you willing to pay a livable wage as defined by the Alternatives Federal Credit Union (AFCU) of Ithaca, NY (<http://www.alternatives.org/2013livingwagechart.html>) to all employees for the duration of the abatements?

 Yes x No

Our wages are higher than the AFCU levels and we offer full benefits to our employees

What percent of current workforce and management are in:

Tompkins County?	50%
In New York State?	100%
Out of New York State?	0%

Do you have a strategy for ensuring diversity in hiring? Yes No

If yes, please describe.

Will you allow your building to be used as a polling facility? Yes No

Please provide your Employment Plan n/a

Permanent Occupations in Company	Current Permanent Full-Time Jobs by Occupation		Projection of New Permanent Full-Time Jobs			
	Average Annual Salary Ranges/ Hourly Wage	Number of Employees	New Jobs Added in Year 1	New Jobs Added in Year 2	New Jobs Added in Year 3	Total New Jobs
Professional:						
Clerical:						
Sales:						
Services:						
Construction:						
Manufacturing:						
High Skilled:						
Medium Skilled:						
Basic Skilled:						
Other (Describe):						
Total:						

Estimated percentage of new hires who would be unemployed at time of hire _____ %

Construction Labor **Contract with ASI Energy for this installation**

Will you use contractors who:

Have a certified apprenticeship program	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No ?
Pay a prevailing wage	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
Use Local Labor	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No

Environmental Review

Environmental Assessment Form – short or long

Submitted to:

Agency name:

Agency address:

Date of submission:

Status of submission:

(please note: an environmental review must be completed before TCIDA can vote on proposed financial incentive. It is the applicant's responsibility to provide a copy of the determination of environmental impact by another agency to TCIDA.)

Permits

Describe other permits required and status of approval process.

Building Permit for this installation only requirement.

Other

Do you have any thing else you would like to tell TCIDA regarding this project?

This project will reduce cost of energy, use energy more efficiently and dramatically reduce emissions. The building consists of 3 sections: the 2 story factory, the office tower and the office addition which measures 65,000 or 24% of the total sq ft. This project will be limited to the office addition only. A future project may service the office tower which measures 24,000 sq ft. The 2 story factory building measures 186,000 sq ft and was improved with separate heat pump HVAC systems 4 years ago to improve energy efficiency and multi-tenant flexibility.

The property is approximately 70% leased and there are over 45 tenants in the building ranging from small technology startups to turbine blade manufacturer. There are professional offices as well as not-for profits.

This installation is projected to reduce grid purchases from 5,500,000kwh to approximately 3,900,000 kwh. Total Greenhouse Gas emissions saved in year 1 will approximate 15,862 CO2e tons for a 98% reduction: equivalent of 2,616 cars removed or 747 homes removed.

CERTIFICATION

Andrew Sciarabba _____ deposits that she/he is the Managing Member _____
(Name of chief executive officer of company submitting application) (Title)

of South Hill Business Campus, LLC _____, the corporation named
in the attached application; that (Company Name)

he has read the foregoing application and knows the contents thereof; that the same is true to his knowledge.

Deponent further says that the reason this verification is made by the deponent and not by
_____ is because the said company is a corporation.
(Company Name)

The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge, are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from the books and papers of said corporation.

As an officer of said corporation (hereinafter referred to as the "Applicant"), deponent acknowledges and agrees that applicant shall be and is responsible for all costs incurred by the nonprofit Tompkins County Industrial Development Agency (hereinafter referred to as the "Agency") acting in behalf of the attached application whether or not the application, the project it describes, the attendant negotiations and ultimately the necessary issue of bonds or transfer of title are ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action, or withdraws, abandons, cancels, or neglects the application or if the Agency or Applicant are unable to find buyers willing to purchase the total bond issue required or financing for the project, then upon presentation of invoice, the Applicant shall pay to the Agency, its agents, or assigns all actual costs involved in conduct of the application, up to that date and time, including but not limited to fees of bond counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion and sale of the required bond issue or transfer of title the Applicant shall pay to the Agency an administrative fee set by the Agency, not to exceed an amount equal to 1% of the total project cost. The cost incurred by the Agency and paid by the Applicant, including bond counsel, the Agency's general counsel's fees and the Agency's administrative fees, may be considered as a cost of the project and included as part of the resultant bond issue.

Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this Application, including without limitation information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

SIGNATURE PAGE FOLLOWS ON SEPARATE PAGE

CERTIFICATION
SIGNATURE PAGE

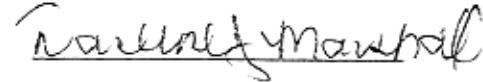


Signature of chief officer of company submitting application

NOTARY

Sworn to before me this

9th day of December, 20 13



DARLENE J. MARSHALL
NOTARY PUBLIC STATE OF NEW YORK
TOMPKINS COUNTY
LIC. #01MA6242454
COMMISSION EXPIRES MAY 31, 20 15