

**Tompkins County Industrial Development Agency /
Tompkins County Development Corporation**
Application for Incentives

Date: December 21, 2018

I. APPLICANT INFORMATION (company receiving benefit)

Name of Company/Applicant: Lansing Renewables, LLC

Owner: Nexamp, Inc

Address: 101 Summer Street, 3rd Floor

City: Boston State: MA Zip: 02110

Primary Contact (First, Last): Joseph Fiori

Phone: (508) 948-8060 Email: jfiori@nexamp.com Fax: 617-830-0643

If a separate company will hold title to/own the property, please provide the name and contact information for that entity:

Name of (Holding) Company: _____

Owner: Wayne L. Straw and Doris K. Straw

Address: 339 Jerry Smith Road

City: Lansing State: NY Zip: 14882

Primary Contact (First, Last): Wayne Straw

Phone: (607)227.6599 Email: dorway@juno.com Fax: () -

Describe the terms and conditions of the lease between the applicant and the owner of the property:
Lansing Renewables has entered into a lease agreement with an initial term of 20 years, followed by two, ten-year extensions.

Select the type of incentives being requested (select all that apply):

- Tax-Exempt Bonds Taxable Bonds
- Real Property Tax Exemption
- Standard Tax Exemption (7-year)
- Other (attach justification) See Appendix A
- CIITAP: 7-year
- CIITAP: 10-year (requires determination of financial need – see CIITAP for details)
- Sales Tax Exemption Mortgage Recording Tax Exemption

Applicant Attorney: Kamran Idrees, Nexamp General Counsel

Address: 101 Summer Street, 3rd Floor

City: Boston State: MA Zip: 02110

Primary Contact (if different from above:): _____

Phone: (978) 326.7208 Email: kidrees@nexamp.com Fax: () -

Applicant Accountant: Peter Tawczynski, Nexamp CFO

Address: 101 Summer Street, 3rd Floor

City: Boston State: MA Zip: 02110

Primary Contact (if different from above:): _____

Phone: (857) 362.8376 Email: ptawczynski@nexamp.com Fax: () -

Applicant Engineer/Architect (if known): HUNT Engineers

Address: 100 Hunt Center

City: Horseheads State: NY Zip: 14845

Primary Contact (if different from above:): _____

Phone: (585) 327-7950 Email: yanoshd@hunt-eas.com Fax: () -

Applicant Contractor (if known): _____

Address: _____

City: _____ State: _____ Zip: _____

Primary Contact (if different from above:): _____

Phone: () - Email: _____ Fax: () -

II. BUSINESS HISTORY

Year company was founded: 2007 NAICS Code: 238900

Type of ownership (i.e. C-Corp, LLC): Incorporated

Describe in detail company background, products, customers, goods and services:
Nexamp develops, designs, builds, owns, finances, and operates commercial-scale solar systems. Our fully integrated solutions allow us to deliver value to our clients and partners at every stage of a solar project. With more than 200 solar systems completed totaling over 100 megawatts of solar generating capacity, we have the knowledge and experience to make this project a success.

Major Customers:

Nexamp works with major utility companies, including NYSEG, National Grid, ORU, and CHG&E. Our primary customer base consists of community solar customers (homeowners, churches, small businesses, etc.). Some notable community solar customers local to the area include: Catholic Charities of Tompkins, Chemung, Schuyler, and Tioga counties; Towns of Newfield, Brutus, Hector, Rathbone, and Covert (to name just a few). We've also partnered with the United Way of Tompkins County, as well as other local organizations.

Major Suppliers: To be determined. Nexamp works only with top tier suppliers and manufacturers.

Has your business every received incentives tied to job creation? Yes No

If yes, please describe: _____

Were the goals met? Yes No

If no, why were the goals not met? _____

Annual sales to customers in Tompkins County: Estimated total sales to community solar participants equates an average of \$752,000 annually. A portion of these sales will be to homeowners, small businesses, and other groups in Tompkins County.

Percent of annual sales subject to local sales tax: 100%

Value of annual supplies, raw materials and vendor services are that purchased from firms in Tompkins County: Nexamp typically purchases supplies and materials during construction from local vendors (gravel, straw, landscaping, etc.) in addition to ongoing Operation and Maintenance Services such as landscaping, snowplowing, and electrical work.

Estimated Value During Construction: \$2,000,000
Estimated Value Post Construction (annually): \$50,000

III. PROJECT DESCRIPTION AND DETAILS

Project Location (all addresses and tax parcels): 339 Jerry Smith Road, Lansing (Tax ID: 16.-1-10)

Property Size (acres): existing: 57.79 proposed: 24 acres (within fenced area)

Building Size (square feet): existing: NA proposed: NA

Proposed Dates: start: May, 2019 end: October, 2019

Please provide a narrative of the Project and the purpose of the Project (new build, renovations, and/or equipment purchases, etc.). Identify specific uses occurring within the Project. Describe any and all tenants and end users:

Nexamp is proposing to develop a 5 MW (AC) ground mounted solar energy project (the Facility) on privately-owned property which is currently being utilized as a corn field. The total facility's footprint will encompass ±24.0-acres of farmland located on a ±57.8-acre parcel. Lansing Renewables, LLC will lease the property from the landowner over an initial term of 20 years, with two, ten year options to extend.

This project will operate as a Community Distributed Generation (CDG) project under the NY Sun program. CDG projects provide a significant benefit to the local community, by enabling residents in the area to participate in a share of a local clean energy project and receive a discount on their electricity bills.

Nexamp's program, Solarize My Bill, offers a 10% discount to any interested NYSEG customer. There are no long term contracts, no credit checks, and no sign-up fees associated with the program. Visit Nexamp's webpage www.solarizemybill.com for more information.

Estimated Savings to Tompkins and the surrounding community is estimated at \$83,000 annually, or \$2 million dollars over 25 years.

Nexamp would like to work closely with the Town of Lansing and Tompkins County to market the project to the local community, to ensure the majority of the benefits from the project are realized by these host communities.

Is there a likelihood that the Project would not be undertaken but for the financial assistance provided by the Agency? Yes No

If yes, describe the reasons why the Agency's financial assistance is necessary and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc.:

Without a PILOT Agreement, Nexamp would be unable to move forward with this project. A PILOT Agreement provides Nexamp and its lender(s) with a long-term tax agreement. A long-term tax agreement is one of the most critical components of ensuring a solar project's economic viability.

If no, provide a narrative indicating why the Project should be undertaken by the Agency:

If the Applicant is unable to obtain financial assistance for the Project what will be the impact on the County/City/Town/Village?

As stated above, this project would not move forward in the absence of a PILOT Agreement with the county, town, and school district. In addition to providing a clean source of energy, this project will generate significant tax revenue to the local governing bodies and provide approximately \$83,000 in electricity savings every year to the community, or over \$2 million dollars over a 25 year period. All of these benefits would not be realized in the absence of a PILOT Agreement.

Describe what green building practices you plan to use:

Solar has obvious environmental benefits broadly speaking. Nexamp follows best industry practices when constructing its projects. In this case, Nexamp has developed an Agricultural Mitigation Plan, to further ensure it protects the soils and surrounding land during construction and over the course of the project's lifetime. In general, groundmounted solar installations are classified as a "low impact" development. Other than the access road and two electric pads, minimal ground disturbance is to occur.

Will this project result in a regular increase in overnight visitors to your facility (e.g. for training programs)? Yes No

If yes, number of visitors per year: _____

Average duration of stays (days): _____

Occupancy

Select Project type for all end users at Project site (select all that apply):

- | | |
|---|--|
| <input type="checkbox"/> Industrial | <input type="checkbox"/> Service*, ** |
| <input type="checkbox"/> Acquisition of existing facility | <input type="checkbox"/> Back office |
| <input type="checkbox"/> Housing | <input type="checkbox"/> Mixed use |
| <input type="checkbox"/> Multi-tenant | <input type="checkbox"/> Facility for aging |
| <input checked="" type="checkbox"/> Commercial | <input type="checkbox"/> Civic facility (not for profit) |
| <input type="checkbox"/> Retail*, ** | <input type="checkbox"/> Other |

* For Purposes of this question, the term "retail sales" means (1) sales by a registered vendor under Article 28 of the Tax Law of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law, or (2) sales of a service to customers who personally visit the project location.

** If Applicant checked "retail" or "service," complete the Retail Questionnaire contained in Section X.

List the name(s), nature of business of proposed tenant(s), and percentage of total square footage to be used for each tenant (additional sheets may be attached, if necessary):

Business	Nature of Business	% of total square footage
1. <u>Lansing Renewables, LLC</u>	<u>Owner of Solar Project</u>	<u>100</u>
2. <u>Mowing Solar (TBD)</u>	<u>Sheep Farmer</u>	<u>NA</u>
3. _____	_____	_____

IV. PROJECT COSTS AND FINANCING

Project Costs

	Amount (\$)
Land and/or Building Acquisition: _____ acres _____ square feet	_____ \$
New Building Construction: _____ square feet	_____ \$
Building Addition(s): _____ square feet	_____ \$
Infrastructure Work (Modules, Inverters, Other, Mount, DAS)	_____ \$ 4,578,733
Reconstruction/Renovation: _____ square feet	_____ \$

Manufacturing Equipment:	\$
Non-Manufacturing Equipment (furniture, fixtures, etc.):	\$
Soft Costs (professional services, etc.):	
Other (Specify): Electrical Labor/Foundation/Site Work/Fencing/Engineering/Nexamp Labor	\$ 3,359,404
TOTAL:	\$7,938,137

Have any of the above costs been paid or incurred as of the date of this application? Yes No

If yes, describe particulars:

Sources of Funds for Project Costs

Bank Financing	3,572,162
Equity	4,365,975
Tax Exempt Bond Issuance (if applicable)	NA
Taxable Bond Issuance (if applicable)	NA
Public Sources (Include sum total of all state and federal grants and tax credits)	\$1,633,993
Identify each State and federal grant/credit:	
<u>NYSERDA MW Block Program</u>	\$1,633,993
Total sources of funds for Project costs:	\$7,938,137

Project refinancing of existing debt only (estimated): NA
Amount of anticipated financing from a lending institution: 3,572,162

Note: The applicant must inform the TCIDA/TCDC at the time of issuance of commitment letter if the financing will exceed the amount stated here.

V. VALUE OF INCENTIVES

Property Tax Exemption: *(Agency staff will fill out property tax exemption information based on information submitted by the applicant).*

Assumptions: \$_____ Value of increase in assessment
Annual increase in assessment and tax rate

	New taxes paid: \$ _____					Taxes Abated: \$ _____				
Year	County	School	City/Town	Village	Total	County	School	City/Town	Village	Total
1										
2										
3										

4
5
6
7

Totals

If the applicant is requesting incentives that are greater than the Agency's Standard Tax Exemption (7 years), please provide a description of the incentive and a justification:

Please see Appendix A

Sales and Use Tax Benefit:

Gross amount of costs for goods and services that are subject to State and local sales and use tax – said amount to benefit from the Agency's sales and use tax exemption benefit: \$ 0

Tompkins County provided an exemption for commercial solar energy systems equipment.

Estimated State and local sales and use tax benefit (product of sales and use tax amount as indicated above multiplied by 8%) \$ 0

Note: The estimate provided above will be provided to the New York State Department of Taxation and Finance and represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to the application.

Mortgage Recording Tax Benefit:

Mortgage Amount (include construction/permanent/bridge financing/refinancing): \$3,572,162

Estimated mortgage recording tax exemption benefit (product of mortgage amount as indicated above multiplied by .0025%): \$8,930

Complete for bond applicants only: (Projected 25 year borrowing term)

	Without Bonds	With Bonds
First Year Debt Service	\$ _____	\$ _____
Total Debt Service	\$ _____	\$ _____

Percentage of Project costs financed from public sector:

- A. Total Project Cost \$ 7,938,137
- B. Estimated Value of PILOT \$NA

C. Estimated Value of Sales Tax Incentive	\$0
D. Estimated Value of Mortgage Tax Incentive	\$ 8,930
E. Total Other Public Incentives (tax credits, grants, ESD incentives, etc.)	\$ 1,633,993

Calculation of percentage of Project costs financed from public sector: 21%
 (Total B + C + D + E above / Total Project Cost)

VI. EMPLOYMENT INFORMATION

Note: Annual employment reporting will be required during the course of the abatement.

Describe the benefits you offer to your employees:

Nexamp offers comprehensive medical, dental and vision benefits to all employees. The medical plans offered are both HDHCPs, one is an HMO and one a PPO indemnity plan and both include an HSA, which Nexamp contributes to at 90%. Nexamp also offers a 401(k) with a match of up to 3%, commuter benefits up to \$85 per month and cell phone reimbursement up to \$100 per month. In addition, Nexamp provides basic life insurance (1X annual salary), STD and LTD benefits at no cost to the employee.

Describe the internal training and advancement opportunities you offer to your employees:

Nexamp believes in promoting from within, and much of the training is done on the job. Beginning in Q4, we are rolling out a management training program internally. This program will focus on the basic competencies of managers and leaders and provide coaching and training on how to enhance and develop those skills. For employees whose job requires specific skills that may not be easily attained on the job, Nexamp provides for seminar and classroom training.

Employment Plan

Occupation in Company	Current (Retained) Permanent Full Time Jobs		Projected New Permanent Full-Time Jobs			
	Average Annual Salary Ranges/ Hourly Wage	Number of Employees	Year 1	Year 2	Year 3	Total New Jobs
Professional	NA					
Clerical	NA					
Sales	NA					
Services	NA					
Construction	NA					
Manufacturing	NA					
High Skilled	NA					
Medium Skilled	NA					
Basic Skilled	NA					
Other (describe)						
Total						

What percentage of your current positions are occupied by women? _____ NA %

What percentage of your current positions are occupied by minorities? _____ NA %

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

Estimate the number of residents of the labor market area in which the Project is located that will fill the projected new jobs to be created. (The Agency defines the labor market area as Tompkins County and the contiguous counties; Cayuga, Seneca, Schuyler, Chemung, Tioga, and Cortland Counties) _____

Are you willing to pay a livable wage, as defined by the Alternatives Federal Credit union (AFCU) of Ithaca, NY (http://www.alternatives.org/pdf/AFCU-2017-1011_Brochure_FINAL.pdf) to all employees for the duration of the abatements? Yes No

If no, estimate the percentage of the current workforce whose wages meet or exceed the livable wage, as defined by AFCU. _____%

Please describe your strategy for ensuring diversity in hiring: NA

VII. CONSTRUCTION LABOR

Note: Applicants will be required to comply with the Agency's Local Labor Utilization Policy.

Will you use contractors who:

Have a certified apprenticeship program	<input type="checkbox"/> Yes	_____ %	<input checked="" type="checkbox"/> No
Pay a prevailing wage	<input type="checkbox"/> Yes	_____ %	<input checked="" type="checkbox"/> No
Use local labor	<input checked="" type="checkbox"/> Yes	TBD %	<input type="checkbox"/> No

VIII. ENVIRONMENTAL REVIEW AND PERMITTING

Environmental Assessment Form - Short Form Long Form

Submitted to: Thomas Ellis, Chair of Planning Board

Agency Name: Planning Board, Town of Lansing

Agency Address: 29 Auburn Road

City: Lansing State: NY Zip: 14882

Date of submission: 09-24-2018 Status of submission: Pending

The Applicant must comply with the State Environmental Quality Review Act (SEQRA) before the Agency can vote on proposed financial incentives. It is the applicant's responsibility to provide a copy of the-SEQRA determination by another entity.

Permits: Describe other permits required and status of approval process.

<i>Permit</i>	<i>Status</i>
1. <u>Special Permit</u>	<u>Pending</u>
2. <u>Building Permit</u>	<u>Pending</u>
3. _____	_____
4. _____	_____

IX. OTHER

Do you have anything else you would like to tell the TCIDA regarding this project?

X. RETAIL QUESTIONNAIRE (Fill out if end users are "retail" or "service" as identified in Section III)

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the project site to undertake either a retail sale transaction or to purchase services.

- A. Will any portion of the Project (including that portion of the cost to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site? Yes No

If yes, please continue. If no, do not complete the remainder of the retail questionnaire and proceed to the next section of the application.

For Purposes of this question, the term "retail sales" means (1) sales by a registered vendor under Article 28 of the Tax Law of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law, or (2) sales of a service to customers who personally visit the project location.

- B. What percentage of the cost of the Project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the Project? _____ %

If the answer is less than 33.33% do not complete the remainder of the retail determination and proceed to the next section of the application.

If the answer to Question A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the Project:

1. Will the Project be operated by a not-for-profit corporation? Yes No
2. Is the Project location or facility likely to attract a significant number of visitors from outside Tompkins County? Yes No

If yes, please provide a third party market analysis or other documentation supporting your response.

3. Will the Project make available goods or services which are not currently reasonably accessible to the residents of the municipality within which the proposed Project would be located? Yes No

If yes, please provide a third party market analysis or other documentation supporting your response.

4. Will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes No

If yes, explain: _____

XI. INTER-MUNICIPAL MOVE DETERMINATION

The Agency is required by State law to make a determination that, if completion of a Project benefiting from the Agency financial assistance results 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 located within the State, Agency financial assistance is required to prevent the Project occupant from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry.

Will the Project 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? Yes No

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the State? Yes No

If yes to either question explain how notwithstanding the aforementioned closing or activity reduction the Agency's financial assistance is required to prevent the Project from relocating out of the State or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:

Does the Project involve relocation or consolidation of a Project occupant from another municipality:

Within New York State: Yes No

Within County/City/Town/Village: Yes No

If yes to either question above, please explain: _____

REPRESENTATIONS, CERTIFICATIONS AND INDEMNIFICATION

Chris Clark (name of CEO or other authorized representative of Applicant) confirms and says that he/she is the SVP, Business Development (title) of Lansing Renewables, LLC (name of corporation or other entity) named in the attached Application (the "Applicant"), that he/she has read the foregoing Application and knows the contents thereof, and hereby represents, understands, and otherwise agrees with the Agency and as follows:

- A. Job Listings. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the proposed Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the proposed Project must be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entitle") of the service delivery area created by the Federal Job Training Partnership Act (Public Law 97-300) ("JTPA") in which the proposed Project is located.
- B. First Consideration for Employment. In accordance with Section 858-b(2) of the General Municipal Law, the applicant understands and agrees that, if the proposed Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant must first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the proposed Project.
- C. Employment Reports. The Applicant understands and agrees that, if the proposed Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization, local construction labor utilization and such other information (collectively, "Employment Reports") that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an Event of Default under the PILOT Agreement between the Agency and Applicant and, if applicable, an Event of Default under the Project Agreement between the Agency and Applicant.
- D. Labor Utilization Reporting. The Applicant understands and agrees that, if the proposed Project receives any Financial Assistance from the Agency, the Applicant agrees to comply with the Labor Utilization Policy, which requires providing documentation that construction bids were solicited from local firms and monthly construction labor reporting as outlined in the Policy.
- E. Hold Harmless Provision. The Applicant acknowledges and agrees that the Applicant shall be and is responsible for all costs of the Agency incurred in connection with any actions required to be taken by the Agency in furtherance of the Application including the Agency's costs of general counsel and/or the Agency's bond/transaction counsel whether or not the Application, the proposed Project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion and 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: (i) 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, (ii) the Agency's acquisition, construction and/or installation of the Project described therein and (iii) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing.

- F. Sales Tax. In accordance with Section 874(8) of the General Municipal Law, the Applicant understands and agrees that, if the proposed Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant. Copies of all filings shall be provided to the Agency.

Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law and the policies of the Agency that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project, may be subject to recapture and/or termination by the Agency under such terms and conditions as will be established by the Agency and set forth in transaction documents to be entered into by and between the Agency and the Applicant.

- G. Fees. By executing and submitting this Application, the applicant covenants and agrees to pay the following fees:
- (i) An Administrative Fee in accordance with the Administrative Fee Policy effective as of the date of this application, to be paid at transaction closing (unless otherwise outlined in the Project Agreement or authorizing resolution). This fee will be equal to 1% of the total value of expenses that are positively impacted by the Agency incentives. The Agency may reduce the administrative fees from 1% to .50% of project costs if the total project cost is less than \$1 million. For total project costs greater than \$1 million but less than \$2 million, the fees may be reduced from 1% to .75% of project costs;
 - (ii) All fees, costs and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel or bond/transaction counsel, and (2) other consultants retained by the Agency in connection with the proposed Project; with all such charges to be paid by the Applicant at the closing or, if the closing does not occur, within ten (10) business days of receipt of the Agency's invoices therefore please note that the Applicant is entitled to receive a written estimate of fees and costs of the Agency's bond/transaction counsel;
 - (iii) The cost incurred by the Agency and paid by the Applicant, including bond/transaction counsel and the Agency's general counsel's fees and the processing fees, may be considered as a cost of the Project and included in the financing of costs of the proposed Project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.

If 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 Applicant is unable to find buyers willing to purchase the bond issue requested, or if the Applicant is unable to facilitate the sale/leaseback or lease/leaseback transaction, then, upon presentation of an invoice, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

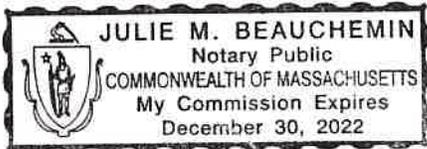
- H. FOIL. The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.
- I. Financial Review. The Applicant acknowledges that the Agency shall undertake an assessment of all material information included in connection with the Application for Financial Assistance as necessary to afford a reasonable basis for the decision by the Agency to provide Financial Assistance for the Project, including, but not limited to qualification of the proposed project under the GML (including any retail analysis, as applicable), conducting a full application review, review of applicant financial history and project pro-formas, and consideration of all local development priorities.
- J. The Applicant represents and warrants that the information contained in this Application, to the best of the Applicant's knowledge, is true, accurate and complete.

- K. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, State and federal tax, worker protection and environmental laws, rules and regulations.
- L. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provisions of Section 859-a(5) and Section 862(1) of the New York General Municipal Law.
- M. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement in the Project.
- N. The Applicant and the individual executing this application on behalf of Applicant acknowledge that the Agency and its counsel will rely on the representations and covenants made in this application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

Name: 
 Title: SVP, Business Development
 Company: Lansing Renewables, LLC
 Date: December 21, 2018

STATE OF ~~NEW YORK~~ Massachusetts)
~~COUNTY OF TOMPKINS~~ Suffolk) SS.:

On the 21st day of **December** in the year **2018**, before me, the undersigned, personally appeared **Chris Clark**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual(s) whose name(s) is (are) subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their capacity(ies), and that by his/her/their signatures on the instrument, the individual(s), or the person upon behalf of which the individual(s) acted, executed the instrument.




 Notary Public

**NEW YORK STATE FINANCIAL REPORTING
REQUIREMENTS FOR INDUSTRIAL DEVELOPMENT AGENCIES**

Please be advised that the New York General Municipal Law imposes certain reporting requirements on IDAs and recipients of IDA financial assistance. Of particular importance to IDA applicants is Section 859 (copy attached). This section requires IDAs to transmit financial statements within 90 days following the end of an Agency's fiscal year ending December 31, prepared by an independent, certified public accountant, to the New York State Comptroller, the Commissioner of the New York State Department of Economic Development. These audited financial statements shall include supplemental schedules listing the following information:

1. All straight-lease ("sale-leaseback") transactions and whether or not they are obligations of the Agency.
2. All bonds and notes issued, outstanding or retired during the period and whether or not they are obligations of the Agency.
3. All new bond issues shall be listed and for each new bond issue, the following information is required:
 - a. Name of the project financed with the bond proceeds.
 - b. Whether the project occupant is a not-for-profit corporation.
 - c. Name and address of each owner of the project.
 - d. The estimated amount of tax exemptions authorized for each project.
 - e. Purpose for which the bond was issued.
 - f. Bond interest rate at issuance and, if variable, the range of interest rates applicable.
 - g. Bond maturity date.
 - h. Federal tax status of the bond issue.
 - i. Estimate of the number of jobs created and retained for the project.
4. All new straight lease transactions shall be listed and for each new straight lease transaction, the following information is required:
 - a. Name of the project.
 - b. Whether the project occupant is a not-for-profit corporation.
 - c. Name and address of each owner of the project.
 - d. The estimated amount of tax exemptions authorized for each project.
 - e. Purpose for which each transaction was made.
 - f. Method of financial assistance utilized for each project, other than the tax exemptions claimed by the project.
 - g. Estimate of the number of jobs created and retained for the project.

Please sign below to indicate that you have read and understood the above.

Name: 

Title: SVP Business Development

Company: Lansing Renewables, LLC

Date: December 21th, 2018

Appendix A

Nexamp is proposing a 5 MW AC Community Distributed Generation (CDG) solar project in the Town of Lansing. This project will generate enough clean, renewable energy to power approximately 650 homes.

Residents in the Town of Lansing and surrounding communities will be able to enroll in the project and receive credits on their electricity bills every month. Nexamp offers a 10% discount on electricity costs, over the entire life of the project (25 years). A summary of the benefits of the project are as follows:

- Local source of clean, renewable energy
- Increase in tax revenue for local taxing jurisdictions
- An estimated \$83,000 on average in electricity savings to the local community each year
- An estimated \$2,000,000 in electricity savings over a 25 year period
- An estimated 50 construction workers over the 6 month construction schedule. We will work to hire locally to the greatest extent possible. This includes local landscapers, electricians, and site civil contractors.
- Operations and Maintenance work (20 year contracts). This generally consists of hiring local contractors to perform snow removal, landscaping, and electrical maintenance.

PILOT Agreement

Nexamp is proposing a 20 year PILOT payment in the amount of \$4,300 / MW AC. This will yield \$21,500 in year one, escalating annually at 2%.

Lansing Renewables, LLC (339 Jerry Smith Rd.)

The proposed incentives outlined below are consistent with the Off-Site Commercial Solar Policy: A twenty year PILOT with a payment of \$4,300 per megawatt (AC) in year one with a 2% annual increase each year for 20 years. The fee for solar projects is 1/2% of project costs.

5 MW Project

Year	Total Payment
1	\$21,500
2	\$21,930
3	\$22,369
4	\$22,816
5	\$23,272
6	\$23,738
7	\$24,212
8	\$24,697
9	\$25,191
10	\$25,694
11	\$26,208
12	\$26,733
13	\$27,267
14	\$27,813
15	\$28,369
16	\$28,936
17	\$29,515
18	\$30,105
19	\$30,707
20	\$31,321
Total	\$522,393

Acres	24
Ag. Assessment	\$138,373 for 57 acre parcel
Current Taxes	\$4,017

	Tax Rate	Tax Distribution	Yr. 1 Tax Distribution
2018 Town Tax	1.491218	5.14%	\$1,104
2018 County Tax	6.590102	22.70%	\$4,881
2018-2019 School	20.946908	72.16%	\$15,825
Total	29.028228		