

Onondaga County Industrial Development Agency



Project Summary-Draft

5/24/2023

1. Project	Wallace Supply, LLC d/b/a JSWG Supply, LLC	2. Project Number	3101-23-04A
3. Location	Dewitt	4. School District	East- Syracuse Minoa School District
5. Tax Parcel(s)	018.-01-05.2, 018.-01-03.1	6. Project Type	Industrial

7.Total Project Cost	\$	4,330,338	8. Total Jobs	14
Land	\$	207,000	8A. Job Retention	6
Site Work	\$	650,000	8B: Job Creation	8
Building	\$	2,650,000	(Next 5 Years)	
Furniture & Fixtures	\$	75,000		
Equipment	\$	100,000		
Engineering/Architecture Fees	\$	100,000		
Financial Charges	\$	193,338		
Legal Fees	\$	30,000		
Other	\$	125,000		
Management/Developer Fees	\$	200,000		

<u>Community Investment /Abatement</u>	Wallace Supply, LLC d/b/a JSWG S	<u>Project Description</u>
Fiscal Impact (\$)		
Abatement Summary	\$367,989	
Sales Tax Abatement	\$182,000	
Mortgage Tax Abatement	\$24,000	
Property Tax Relief (PILOT)	\$161,989	
Community Investment	\$19,894,426	
PILOT Payments 10 yrs	\$216,959	
Project Wages Estimate (10 yrs)	\$11,538,254	
Construction Benefit Estimate	\$3,808,875	
Employee Benefits Estimate (10 years)	\$0	
Total Project Cost	\$4,330,338	
Investment:Abatement Ratio	54.06 :1	6808 Crossbow Drive, LLC and Wallace Group, LLC/ dba JWGS, LLC proposing construction of an approximately 30,000 square foot warehouse and distribution building including approximately 2,500 square feet of office/show/training space in the Town of Dewitt.

Wallace Supply, LLC d/b/a JSWG Supply, LLC

DRAFT
for 10 years

OCIDA estimate of current market value					\$	207,000
Projected investment					\$	2,650,000
OCIDA estimate of increase in value					\$	833,174
OCIDA estimated value after project is completed					\$	1,040,174
Taxes that would have been collected if the project did not occur					\$	75,412
Scheduled PILOT payments					\$	216,959

PILOT YEAR	Exemption %	County PILOT Amount	Town	School District	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	100%	\$ 929	\$ 1,061	\$ 4,897	\$ 6,887.16	\$ 34,608	\$ 27,721
2	90%	\$ 1,328	\$ 1,518	\$ 7,006	\$ 9,852.43	\$ 35,300	\$ 25,448
3	80%	\$ 1,744	\$ 1,993	\$ 9,197	\$ 12,933.54	\$ 36,006	\$ 23,073
4	70%	\$ 2,175	\$ 2,487	\$ 11,472	\$ 16,133.97	\$ 36,726	\$ 20,592
5	60%	\$ 2,623	\$ 2,999	\$ 13,835	\$ 19,457.23	\$ 37,461	\$ 18,004
6	50%	\$ 3,088	\$ 3,530	\$ 16,288	\$ 22,906.98	\$ 38,210	\$ 15,303
7	40%	\$ 3,571	\$ 4,082	\$ 18,834	\$ 26,486.93	\$ 38,974	\$ 12,487
8	30%	\$ 4,072	\$ 4,655	\$ 21,475	\$ 30,200.92	\$ 39,754	\$ 9,553
9	20%	\$ 4,591	\$ 5,248	\$ 24,214	\$ 34,052.87	\$ 40,549	\$ 6,496
10	10%	\$ 5,129	\$ 5,864	\$ 27,054	\$ 38,046.81	\$ 41,360	\$ 3,313
TOTAL		\$ 29,250	\$ 33,438	\$ 154,271	\$ 216,959	\$ 378,947	\$ 161,989

Year				
	0	1	2	3
Jobs				
Current/Actuals				
Creation Goals		2	5	1
Total Employment Goals	0	2	7	8

Project Tax Billing and Payment Schedule

1. Applicant will received a 2024 Town and County Tax bill in Januay 2024
2. Applicant will receive a 2023-24 School Bill in Sepetmber 2023
3. Applicant will not receive a Town and County Tax bill in 2025
4. Applicant will not receive a 2024-25 School tax bill
5. Applicant will receive an OCIDA PILOT Bill Year 1 in January 2025

Please contact OCIDA staff with any questions.

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ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPLICATION FOR BENEFITS

1. In accordance with Section 224-a(8)(d) of Article 8 of the New York Labor Law, the Agency has identified that any “financial assistance” (within the meaning of Section 858 of the General Municipal Law) granted by the Agency to the Applicant consisting of sales and use tax exemption benefits, mortgage recording tax exemption benefits and real property tax exemption benefits, constitutes “public funds” within the meaning of Section 224-a(2)(b) of Article 8 of the New York Labor Law and such funds are not excluded under Section 224-a(3) of Article 8 of the New York Labor Law. The Agency hereby notifies the Applicant of the Applicant’s obligations under Section 224-a (8)(a) of Article 8 of the New York Labor Law.
2. Fill in all blanks using “none”, “not applicable” or “not available”. If you have any questions about the way to respond, please call the Onondaga County Industrial Development Agency (the “Agency” or “OCIDA”) at 315-435-3770.
3. If providing an estimate put “(est.)” after the figure or answer. If more space is needed to answer any specific question, attach a separate sheet.
4. If the OCIDA Board approves benefits, it is the company’s responsibility to obtain and submit all necessary forms and documents.
5. All projects approved for benefits by the OCIDA Board will close with the Agency within 6-months of the inducement date. If this schedule cannot be met, the applicant will need to submit a closing schedule modification written request to the Executive Director that will be presented to OCIDA Board for consideration.
6. 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 Nancy Lowery at nancylowery@ongov.net. **An Application will not be considered by the Agency until the Application fee has been received.**
7. The Agency will not give final approval for this Application until the Agency receives a completed NYS Full Environmental Assessment Form concerning the project which is the subject of this Application. The form is available at <http://www.dec.ny.gov/permits/6191.html>.
8. Please note the Public Officers Law declares all records in the possession of the OCIDA (with certain limited exceptions) are open to public inspection and copying. If the Applicant is of the opinion 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 Officer’s Law, the OCIDA may also redact personal, private, and/or proprietary information from publicly disseminated documents.
9. The Applicant will be required to pay the Agency Application fee and, if accepted as a project of the Agency, all administrative and legal fees as stated in Section VI of the Application.

10. A complete Application consists of the following 9 items:

- This Application
- Local Access Agreement
- Employment Plan
- Conflict of Interest
- A feasibility statement indicating the need for the requested benefits
- Description of Project, Site Plans/Sketches, and Maps
- NYS Full Environmental Assessment Form
- 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

11. This Application was adopted by the OCIDA Board on January 18, 2022.

It is the policy of the Agency that any project receiving benefits from the Onondaga County Industrial Development 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:

Onondaga County Industrial Development Agency
Attn: Nancy Lowery
335 Montgomery Street, 2nd Floor
Syracuse, NY 13202
Phone: 315-435-3770 | Fax: 315-435-3669
nancylowery@ongov.net

Section I: Applicant Information

Please answer all questions. Use “None”, “Not Applicable” and “See Attached” where necessary.

Submittal Date: _____

A) Applicant/Project Operator information (company receiving benefits):

Applicant/Project Operator: [Click here to enter text.](#)_____

Applicant/ Project Operator Address: _____

Phone:_____ Fax:_____

Website:_____ E-mail:_____

Federal ID#:_____ NAICS:_____

State and Year of Incorporation/Organization: _____

Owner (if different from Applicant/Project Operator): _____

Owner Address: _____

Federal ID#: _____

State and Year of Incorporation/Organization: _____

List of stockholders, members, or partners of Owner:

B) Individual Completing Application:

Name:_____

Title:_____

Address:_____

Phone:_____ Fax:_____

E-mail: _____

C) Company Contact (if different from individual completing application):

Name: _____

Title: _____

Address: _____

Phone: _____ Cell Phone: _____

E-mail: _____

D) Company Counsel:

Name of Attorney: _____

Firm Name: _____

Address: _____

Phone: _____ Cell Phone: _____

E-mail: _____

E) Business Organization (check appropriate category):

☐ Corporation

☐ Partnership

☐ Public Corporation

☐ Joint Venture

☐ Sole Proprietorship

☐ Limited Liability Company

☐ Other (please specify): _____

Year Established: _____

State in which Organization is established: _____

F) List all stockholders, members, or partners with % of ownership greater than 5%:

Name

% of ownership

G) Applicant Business Description:

Estimated % of sales within Onondaga County: _____

Estimated % of sales outside Onondaga County but within New York State: _____

Estimated % of sales outside New York State but within the U.S.: _____

Estimated % of sales outside the U.S.: _____

(*Percentage to equal 100%)

H) Applicant History: If the answer to any of the following is “Yes”, please explain below. If necessary, attach additional information.

1. Is the company or management of the Company now a plaintiff or defendant in any civil or criminal litigation? ☐ Yes ☐ No

2. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? ☐ Yes ☐ No

3. Has any person listed in Section I ever been in receivership or declared bankruptcy? Please attach any explanations. ☐ Yes ☐ No

I) Has the Project Beneficiary received assistance from OCIDA, Syracuse Industrial Development Agency (SIDA), New York State or the Onondaga Civic Development Corporation (OCDC) in the past? If yes please attach an explanation and please give year, project name, and description of benefits and address of project.

☐ Yes ☐ No

Section II: Project and Site Information

A) Project Location: Location where the investment will take place. If Company is moving, the new location should be entered here and the current location should be in Section I.

Address: _____

Legal Address (if different): _____

City: _____ Village/Town: _____

Zip Code: _____ School District: _____

Tax Map Parcel ID(s): _____

Full Market Value: _____ Footage of Existing Building: _____

Census Tract: _____

B) Type (Check all that apply):

- | | |
|---|--|
| <input type="checkbox"/> New construction | <input type="checkbox"/> Purchase of machinery and/or equipment |
| <input type="checkbox"/> Expansion/Addition to current facilities | <input type="checkbox"/> Brownfield/Remediated Brownfield |
| <input type="checkbox"/> Renovation of existing facility | <input type="checkbox"/> LEED Certification |
| <input type="checkbox"/> Housing Project | <input type="checkbox"/> Demolition and Construction |
| <input type="checkbox"/> Renewable Energy Project | <input type="checkbox"/> Acquisition of existing facility/property |
| <input type="checkbox"/> Retail | <input type="checkbox"/> Other: |

C) Project Narrative: A statement that there is a likelihood that the project would not be undertaken but for the financial assistance provided by the Agency or, if the project could be undertaken without financial assistance provided by the Agency, a statement indicating why the project should be undertaken by the agency.

* For a Retail Project (also see page 14)

* For a Renewable Energy Project (also see page 15)

* For a Housing Project (also see page 17)

D) Description of Project: Please provide a detailed narrative of the proposed Project. Please separately attach the description and any copies of site plans, sketches or maps. This narrative should include, but is not limited to:

- ☐ i) a description of your Company's background, customers, goods and services and the principal products to be produced and/or the principal activities that will occur on the Project site;
- ☐ (ii) the size of the Project in square feet and a breakdown of square footage per each intended use;
- ☐ (iii) the size of the lot upon which the Project sits or is to be constructed;
- ☐ (iv) the current use of the site and the intended use of the site upon completion of the Project;
- ☐ (vi) describe your method for site control (Own, lease, other).

E) Select Project type for all end users at Project site (you may check more than one):

****Please check any and all end users as identified below**

- | | |
|--|--|
| <input type="checkbox"/> Industrial | <input type="checkbox"/> Bank Office |
| <input type="checkbox"/> Acquisition of Existing Facility | <input type="checkbox"/> Retail (see page 14) |
| <input type="checkbox"/> Housing Project (see page 17) | <input type="checkbox"/> Mixed Use |
| <input type="checkbox"/> Equipment Purchase | <input type="checkbox"/> Facility for Aging |
| <input type="checkbox"/> Multi-Use Tenant | <input type="checkbox"/> Civic Facility (not for profit) |
| <input type="checkbox"/> Renewable Energy Project (see page 15) | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Commercial | |

F) If applicant will not occupy 100% of the building in a real estate transaction, provide information on tenant(s) that includes name, present address, and percentage of project to be leased, type of business organization, relationship to applicant, date and term of lease.

G) For the Agency to consider this Project, please provide the following information:

1. Does the Project consist of new construction or expansion or substantial renovation of an existing facility?
☐ Yes ☐ No
2. Will the Project create new employment opportunities or retain existing jobs that may otherwise be lost?
☐ Yes ☐ No
3. Does the Project beneficiary serve a customer base primarily outside of Onondaga County?
☐ Yes ☐ No

H) Will the completion of the Project result in the removal of an industrial or manufacturing plant of the company from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the company located within the state? Please explain if you answer "Yes" by attaching a response.

☐ Yes ☐ No

I) Please attach a description of any compelling circumstances the Agency should be aware of while reviewing this application.

J) Local Approvals (Site Plan and Environmental Review)

1. Have site plans been submitted to the appropriate town or local planning department?

☐ Yes. What is the status? ☐ No. When will the plans be submitted?

2. Has the project received site plan approval from the town or local planning board?
☐ Yes ☐ No
3. If no, what is the anticipated approval date? _____
4. If yes, provide the Agency with a copy of the Planning Board's approval resolution along with the related SEQR determination. (NOTE: SEQR determination is required for final approval and sales tax agency appointment.)
5. Environmental Information
 - a. Please attach the appropriate Environmental Impact Forms to your application. Here is a link to the SEQR forms: <http://www.dec.ny.gov/permits/6191.html>
 - b. Have any environmental issues been identified on the property?
☐ Yes ☐ No
If yes, please attach an explanation.

Section III: Construction

A) Project Costs and Finances

Description of Costs	Total Budget Amount	% of Total Budget to be Procured in Onondaga County	Total Private Expenditure (should be less than or equal to total budget amount)
Land Acquisition			
Site Work/Demo			
Building Construction & Renovation			
Furniture & Fixtures			
Equipment*			
Engineering/Architect			
Financial Charges			
Legal			
Other			
Management/Developer Fees			
Total Project Cost			

Note: Do not include OCIDA fees, OCIDA application fees or OCIDA legal fees as part of the Total Project Cost. You may attach a separate chart if needed.

B) TOTAL Capital Costs \$ _____

Project refinancing: estimated amount
(For refinancing of existing debt only) \$ _____

Sources of Funds for Project Costs:

1. Bank Financing \$ _____
2. Equity (excluding equity that is attributed to grants/tax credits) \$ _____
3. Tax Exempt Bond Issuance (if applicable) \$ _____
4. Taxable Bond Issuance (if applicable) \$ _____

5. Public Sources (Include sum total of all state and federal grants and tax credits) \$ _____

-Identify each state and federal grant/credit:

_____ \$ _____
 _____ \$ _____
 _____ \$ _____

6. Total Sources of Funds for Project Costs \$ _____

C) Employment and Payroll Information

1. A full time, permanent, private sector employee on the Company's payroll, who has worked at the project location for a minimum of thirty hours per week for not less than four consecutive weeks and who is entitled to receive the usual and customary fringe benefits extended by Company to other employees with comparable rank, duties and hours; or
2. Up to three part time, permanent, private-sector employees on Company's payroll, who have worked at the project location for a combined minimum of thirty hours per week for not less than four consecutive weeks and who are entitled to receive the usual and customary fringe benefits extended by Company to other employees with comparable rank, duties and hours.

1. Are there people currently employed at the project site?
☐ Yes ☐ No If yes, provide number of FTE jobs at the facility: _____

2. Complete the following:

Estimate the number of FTE jobs to be retained as a result of this Project:	
Estimate the number of construction jobs to be created by this Project:	
Estimate the average length of construction jobs to be created (months):	
Current annual payroll at facility:	
Please list, if any, benefits that will be available to either full and/or part time employees:	
Average annual benefit paid by the company (\$ or % salary) per FTE job:	
Amount or percent of wage employees pay for benefits:	
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:	

D) New Employment Benefits

- i. 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, and third, years after the Project is completed. Jobs should be listed by title of category (see below), including FTE independent contractors or employees of independent contractors that work at the Project location. Do not include construction workers.
- ii. Feel free to include additional information or a substitute chart if you think additional material would add clarity.

Please use this chart to illustrate the current employment:

Job Title/Category	Current Annual Pay	Current Employment (FTE)

Please use this chart to illustrate the projected employment growth:

Job Title/Category	Current Annual Pay	Jobs Created Year 1	Jobs Created Year 2	Jobs Created Year 3

If you prefer, you may attach a job chart of your own that outlines the job growth projections regarding the Project.

E) Financial Assistance sought (estimated values):

- ☐ Real Property Tax Abatement (PILOT): _____
- ☐ Mortgage Recording Tax Exemption (.75% of amount mortgaged): _____
- ☐ Sales and Use Tax Exemption (4% Local, 4% State): _____
- ☐ Tax Exempt Bond Financing (Amount Requested): _____
- ☐ Taxable Bond Financing (Amount Requested): _____

F) Mortgage Recording Tax Exemption Benefit Calculator: Amount of mortgage that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/
bridge financing): \$ _____

Estimated Mortgage Recording Tax Exemption Benefit (product of
mortgage amount as indicated above, multiplied by .0075): \$ _____

G) Sales and Use Tax Benefit Calculator: 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:

\$ _____

Estimated State and local Sales and Use Tax Benefit (product of 8% multiplied by the figure, above) (This should match the amount in section “E” on page 9, this calculation only exists to help you with your estimate):

\$ _____

Section IV: Estimate of Real Property Tax Abatement Benefits

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

A) PILOTS Estimate Table Worksheet

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

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

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

SECTION: V For Retail Projects Only

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

SECTION VI: For Solar Projects Only

Please complete the following as an addendum:

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

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

OCIDA SOLAR PILOTs GUIDANCE AND BEST PRACTICE

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

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

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

SECTION VII: For Housing Projects Only

Please complete the following as an addendum:

1. Describe the reasons why the Agency's financial assistance is necessary. Describe how the project would be impacted if these benefits were not provided. [see Section II (C)]
2. Is the Project being built in a blighted area? Please describe.
3. Is the Project fulfilling an unmet need in the area? Please explain.
4. Please provide a market study documenting a need for such housing.
5. Is there support from local government officials for the Project and for the financial assistance being requested from the Agency? Please provide written documentation.
6. Is the Project considered infill in a populated area? Please explain.
7. Does the Project provide walkability?
8. Is there additional county infrastructure necessary to service the Project? If, yes, please explain.
9. Is the Project part of a larger mixed-use development? Please describe.

Section VIII: Local Access Policy Agreement

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

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

Prior to issuance of any NYS Tax & Finance ST-60 forms, the Applicant must submit a **Contractor Status Report to the Agency**.

In consideration of the extension of financial assistance by the Agency Wallace Supply, LLC dba JSWG Supply, LLC (the Company) understands the Local Access Policy and agrees to complete Appendix C of the Agency's application at the time of the application to the Agency and as part of a request to extend the valid date of the Agency's tax-exempt certificate for the Project. The Company understands that an Agency tax-exempt certificate is typically valid for 12 months from the effective date of the project inducement and extended thereafter upon request by the Company. The Company further understands that any request for a waiver to this policy must be submitted in writing and approved by the Agency.

I agree to the conditions of this agreement and certify all information provided regarding the construction and employment activities for the project as of May 26, 2023 (date).

Company: Wallace Supply, LLC - JSWG Supply, LLC

Representative for Contract: Craig Wallace

Address: 2609 Dearborn Street City: Easton State: PA Zip: 18045

Phone: 610-258-5651 Email: cwallace@johnstonesupply.com

Project Address: 6808 Crossbow Drive City: East Syracuse State: NY Zip: 13057

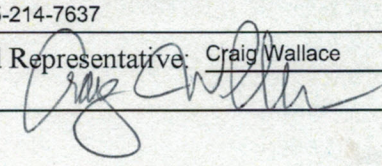
General Contractor: VIP Structures

Contact Person: Christine Stevens

Address: 101 North Salina Street City: Syracuse State: NY Zip: 13202

Phone: 315-214-7637 Email: cstevens@vipstructures.com

Authorized Representative: Craig Wallace Title: SVP / General Manager

Signature: 

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Prior to issuance of any NYS Tax & Finance ST-60 forms, the Applicant must submit a **Contractor Status Report to the Agency**.

In consideration of the extension of financial assistance by the Agency 6808 Crossbow Drive, LLC (the Company) understands the Local Access Policy and agrees to complete Appendix C of the Agency's application at the time of the application to the Agency and as part of a request to extend the valid date of the Agency's tax-exempt certificate for the Project. The Company understands that an Agency tax-exempt certificate is typically valid for 12 months from the effective date of the project inducement and extended thereafter upon request by the Company. The Company further understands that any request for a waiver to this policy must be submitted in writing and approved by the Agency.

I agree to the conditions of this agreement and certify all information provided regarding the construction and employment activities for the project as of May 10, 2023 (date).

Company: 6808 Crossbow Drive, LLC

Representative for Contract: Joshua W. Podkaminer

Address: 126 North Salina Street City: Syracuse State: NY Zip: 13202

Phone: 315-423-9390 Email: jwp@jwpccommercial.com

Project Address: 6808 Crossbow Drive City: East Syracuse State: NY Zip: 13057

General Contractor: VIP Structures

Contact Person: Christine Stevens

Address: 101 North Salina Street City: Syracuse State: NY Zip: 13202

Phone: 315-214-7637 Email: cstevens@vipstructures.com

Authorized Representative: Joshua W. Podkaminer Title: SVP / General Manager

Signature: 

Section IX: Agency Fee Schedule

* Minimum Fee to be applied to all project receiving OCIDA benefits is 1% of the Total Project Cost (TPC)

ACTIVITY	FEES	COMMENTS
Non- refundable Application Fee (All projects except Solar Projects)	\$1,000	Due at time of application
Non-refundable Application Fee (Solar Projects Only)	\$10,000	
Legal Deposit (All projects except Solar Projects)	\$2,500	Due at time of application
Legal Deposit (Solar Projects Only)	\$5,000	
Minimum Fee of 1% of TPC		
1. Sales and Use Tax Exemption	.01 X TPC	Due at closing
2. Mortgage Recording Tax		
3. PILOT is an additional fee	.0025 X TPC (total .0125)	
Bonds Bond refinancing and refunding	.0025 of TPC	Due at closing
Agency Legal Fees		
Fee for first \$20 million	.0025 X of the project cost or bond amount	Due at closing
Fee for expenses above \$20 million	.00125 X of project cost or bond amount	
Amendment or Modification of IDA documents, including but not limited to name or organization change, refinancing, etc. Consent to the amendment or modification of IDA documents prior to closing on the project shall be given at OCIDA's sole and absolute discretion.	Up to but not to exceed 5% of Agency Fee as noted on the Cost Benefit Analysis at time of project approval. Attorney fees determined by OCIDA Legal Representative.	Due at time of Request

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

Section X: Recapture of Tax Abatement/Exemptions

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

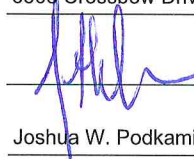
Please refer to the OCIDA Uniform Tax Exemption Policy. (add hyperlink)

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

Name of Applicant Company

6808 Crossbow Drive, LLC

Signature of Officer or Authorized Representative:



Name & Title of Officer or Authorized Representative:

Joshua W. Podkaminer - Managing Member

Date: May 10, 2023

Section X: Recapture of Tax Abatement/Exemptions

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

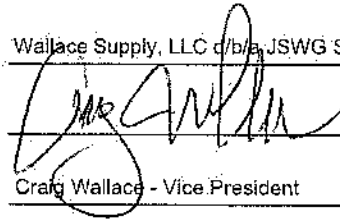
Please refer to the OCIDA Uniform Tax Exemption Policy. (add hyperlink)

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

Name of Applicant Company

Wallace Supply, LLC d/b/a JSWG Supply, LLC

Signature of Officer or Authorized Representative:



Name & Title of Officer or Authorized Representative:

Craig Wallace - Vice President

Date: May 18, 2023

Section XI: Conflict of Interest

Agency Board Members

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

Agency Officers/Staff

1. Robert M. Petrovich, Executive Director
2. Nathaniel Stevens, Treasurer
3. Nancy Lowery, Secretary
4. Svetlana Dyer, Assistant Secretary
5. Karen Doster, Recording Secretary
6. Alex Rodriguez, Assistant Treasurer

Agency Legal Counsel & Auditor

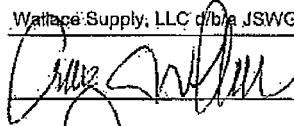
1. Jeffrey Davis, Esq., Barclay Damon LLP
2. Amanda Fitzgerald, Esq., Barclay Damon LLP
3. Michael G. Lisson, CPA, Grossman St. Amour Certified Public Accountants PLLC

The Applicant 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:

Name of Applicant Company

Wallage Supply, LLC d/b/a JSWG Supply, LLC

Signature of Officer or Authorized Representative:



Name & Title of Officer or Authorized Representative:

Craig Wallage - Vice President

Date: May 18, 2023

Section XI: Conflict of Interest

Agency Board Members

1. Patrick Hogan, Chairperson
2. Janice Herzog, Vice Chairperson
3. Sue Stanczyk, Director
4. Kevin Ryan, Director
5. Fanny Villarreal, Director
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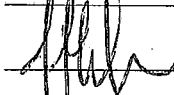
1. Jeffrey Davis, Esq., Barclay Damon LLP
2. Amanda Fitzgerald, Esq., Barclay Damon LLP
3. Michael G. Lisson, CPA, Grossman St. Amour Certified Public Accountants PLLC

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Name of Applicant Company

6808 Crossbow Drive, LLC

Signature of Officer or Authorized Representative:



Name & Title of Officer or Authorized Representative:

Joshua W. Podkaminer - Managing Member

Date: May 10, 2023

Section XII: Representations, Certifications, and Indemnification

_____ (Name of CEO or other authorized representative of Applicant) confirms and says that he/she is the _____ (title) of _____ (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. First Consideration for Employment:** In accordance with §858-b (2) of the New York General Municipal Law, the Applicant understands and agrees that if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the Applicant will first consider persons eligible to participate in WIA programs who shall be referred by the CNY Works for new employment opportunities created as a result of the Project.
- B. 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 or is reasonably necessary.
- C. Annual Sales Tax Filings:** In accordance with §874(8) of the New York General Municipal Law, the Applicant understands and agrees that if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant.
- D. Outstanding Bonds:** The Applicant understands and agrees to provide on an annual basis any information regarding bonds, if any, issued by the Agency for the project that is requested by the Comptroller of the State of New York.
- E. Employment Reports:** The Applicant understands and agrees that, if the Project receives any financial assistance from the Agency, the Applicant agrees to file with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, “Employment Reports”) that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an Event of Default under the PILOT Agreement between the Agency and Applicant and, if applicable, an Event of Default under the Agent Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Employment Report may be reported to Agency board members, with said report being an agenda item subject to the open meetings law.

Section XII: Representations, Certifications, and Indemnification

_____ (Name of CEO or other authorized representative of Applicant) confirms and says that he/she is the _____ (title) of _____ (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:

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- B. 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 or is reasonably necessary.
- C. Annual Sales Tax Filings:** In accordance with §874(8) of the New York General Municipal Law, the Applicant understands and agrees that if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant.
- D. Outstanding Bonds:** The Applicant understands and agrees to provide on an annual basis any information regarding bonds, if any, issued by the Agency for the project that is requested by the Comptroller of the State of New York.
- E. Employment Reports:** The Applicant understands and agrees that, if the Project receives any financial assistance from the Agency, the Applicant agrees to file with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, “Employment Reports”) that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an Event of Default under the PILOT Agreement between the Agency and Applicant and, if applicable, an Event of Default under the Agent Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Employment Report may be reported to Agency board members, with said report being an agenda item subject to the open meetings law.

- F. Prevailing Wage:** The Applicant understands and agrees that, if the Project receives any financial assistance from the Agency, the Applicant shall determine whether the Project is a “covered project” pursuant to Section 224-a of Article 8 of the New York Labor Law and, if applicable, the Applicant shall comply with Section 224-a of Article 8 of the New York Labor Law; and the Applicant further covenants that the Applicant shall provide such evidence of the foregoing as requested by the Agency.
- G. 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 Section X.
- H. 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.
- I.** The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed Project:
- § 862. Restrictions on funds of the Agency. (1) No funds of the Agency shall be used in respect of any project if the completion thereof would 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 located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- J.** 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.
- K.** 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.
- 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 provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

- M.** 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 statement contained herein not misleading.
- N.** The OCIDA has the right to request and inspect supporting documentation regarding attestations made on this application.
- O. Hold Harmless Agreement:** Applicant hereby releases Onondaga County Industrial Development Agency and the members, officers, servants, agents and employees thereof (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, 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 process of the Application, including attorney's fees, if any.

Name of Applicant Company:

6808 Crossbow Drive, LLC

Signature of Officer or Authorized Representative:

Name & Title of Officer or Authorized Representative:

Joshua W. Podkaminer

Date: May 10, 2023

STATE OF NEW YORK

)

COUNTY OF ONONDAGA

) ss.;

Joshua W. Podkaminer, being first duly sworn, deposes and says:

1. That I am the Managing Member (Corporate Officer) of 6808 Crossbow Drive, LLC (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read and attached Application, I Know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete



(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury this May 10th day of May, 20 23.

(Notary Public)

MICHAEL E. SHANNON
Notary Public, State of New York
No. 02SH6089545
Qualified in Onondaga County
Commission Expires April 29, 20 27

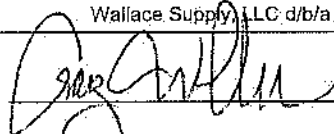
End of Application

Rev 12.14.22

Name of Applicant Company:

Wallace Supply, LLC d/b/a JSWG Supply, LLC

Signature of Officer or Authorized Representative:


Craig Wallace - Vice President

Name & Title of Officer or Authorized Representative:

Craig Wallace - Vice President

Date: May 18, 2023

~~STATE OF NEW YORK~~

~~COUNTY OF ONONDAGA~~

)

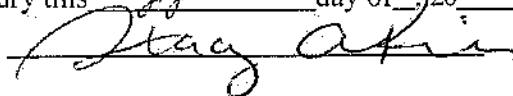
) ss.;

Craig Wallace, being first duly sworn, deposes and says:

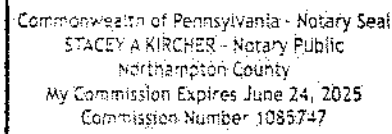
1. That I am the Vice President (Corporate Officer) of Wallace Supply, LLC d/b/a JSWG Supply, LLC (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read and attached Application, I Know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete

(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury this 22nd day of May, 2023.



(Notary Public)



End of Application

Rev 12.14.22

Section II:

C) Project Narrative:

6808 Crossbow Drive is the first of two warehouse buildings planned to be built on Crossbow Drive. The 30,000 SF building is shown as Building A on the enclosed site plan (approved by the Town of Dewitt).¹ As shown on the application cover page, this is a development project, with a developer/landlord entity and a tenant who will lease the building, “triple net”, for a minimum of ten years (possibly longer). Without the financial assistance provided by OCIDA, the project would not be undertaken, as it would not be financially viable for either the tenant or the landlord/developer. OCIDA benefits will reduce the project cost (sales tax, mortgage recording tax) for the developer/landlord. This reduction in project costs enables the developer/landlord to provide the tenant with a slightly more affordable lease rate. This enables the tenant to sign a lease (and be able to grow its business). Furthermore, the OCIDA benefits, in reducing project cost, help the developer/landlord to be able to make the project financially viable and obtain construction lending. In addition, the OCIDA benefits help the tenant, first by the affordable lease rate, and secondly, through the creation of the PILOT, which eases the real estate tax burden that will be borne by the tenant under the “triple net” lease.

TENANT INFORMATION

What is Johnstone Supply?

Johnstone Supply is a wholesale distributor and provider of parts, equipment and services, with a primary focus of residential and light commercial HVAC products and a secondary focus of refrigeration and plumbing. It is a national company that provides over 75,000 products and millions of special-order parts through relationships with hundreds of the HVAC industry’s top manufacturers. It has over \$4B in annual sales, with 450 independently owned wholesale locations across the U.S. and Canada supported by six Regional Distribution Centers. Johnstone is recognized for its selection, service, and time-saving tools for the HVAC contractors who are its customer base. Parts and equipment are sold to HVAC contractors who do installations and repairs. The company also serves government buildings, schools, apartment complexes, hotels, hospitals, retirement communities, and a variety of other facility maintenance. Every item involved in heating, cooling, or hot water comes from a wholesale distributor such as Johnstone Supply; local access to parts and equipment is vital.

Contractors rely on Johnstone Supply for more than just parts and equipment. Johnstone helps customers providing training and assistance, in areas such as inventory management systems, installations, and knowledge and sales of high-efficiency equipment to reduce fossil fuel reliance and reach climate goals (including how to use the NYSERDA rebate program). These resources help contractors grow their business and increase employment. Johnstone believes in creating a “win” for its customer (and its customer’s customer), and the company.

History and ownership

National level. The company was started in Oregon in 1953 to serve the needs of local contractors. Over the subsequent 40 years, the company grew to over 30 locations throughout the western United States. The founder, wanting to pass the success of the company to its hard-working staff, formed a cooperative, the Johnstone Supply Cooperative, where each location owner could own and operate its individual business, yet co-op members could band together to share experience, resources, operational benefits, and group buying power. Launched in 1981, the cooperative expanded over the next 40 years. It was supported by a centralized corporate office providing stores with shared merchandising, warehousing, marketing,

¹ Building B will be a separate parcel; it is not part of this OCIDA application.

purchasing, and financial reporting services. Members, store locations, distribution centers, and product lines continued to expand. Following the addition of a capital partner in 2021, the co-op was converted to Johnstone Supply LLC and continues to operate as a wholesale distributor based in Portland, Oregon, exclusively providing products and services to 75 individual Johnstone Business Owners.

Local level. A&B Supply Company of Easton, Pennsylvania, was formed in 1969 and joined the Johnstone Supply Member Cooperative in 1991. The company grew to operate its current 14 locations in Maryland, New York, Pennsylvania, and Virginia. It is now known as “Johnstone Supply – The Wallace Group,” a third-generation family-business still based in Easton. The ownership group includes Tom Wallace, Craig Wallace, Eric Wallace, and Jeff Green. Its locations in New York State (Depew, Tonawanda, Rochester and Syracuse) were acquired in 2021. We have invested in our team, facilities, and inventory since we made acquisitions in New York State.

Johnstone Supply & Onondaga County: current status, planned growth, new facility

The Syracuse location has approximately 918 customers with \$3.3 million in revenue for 2022. The branch serves Onondaga County, the North Country, and points South along the Route 81 corridor. The Syracuse location underperforms compared to its Johnstone peers yet has demonstrated potential for future growth; based on average market share data from across Johnstone locations nationwide, this branch has the potential for sales of approximately \$20.5 million. Our goal is to reach that number and to continue that growth over the next five years and beyond. Achieving the goal will require us to expand our workforce.

Achieving the goal also requires us to move to a new location:

- The current leased facility is in a state of serious disrepair.
- There is no truck dock, which greatly hinders our efficiency delivering and receiving product.
- The warehouse is too small to support current business, let alone any growth.
- There is limited office space for sales staff, leadership, and no training facility.

We began our search for a new facility in 2021. We conducted an exhaustive property search with three real estate brokers including Joshua W. Podkaminer. We found that the Syracuse and Onondaga County market has a very underwhelming selection of warehouses available when compared with markets we serve in other states. The search yielded no good or viable options:

- Buildings were too small. Most of the buildings we viewed were around 16,000 SF, whereas our typical location is 20,000 SF or more. Distribution centers with storefronts exceed 30,000 SF.
- Ceiling heights were too low. Most buildings in Syracuse were only 16 feet high, whereas our facilities in other markets have heights ranging from 20 to 25 feet.
- Condition. Most of the buildings required extensive fit-outs and/or renovations.
- Sufficient docks. This was often an issue.
- Location. We needed a convenient, easily accessed location, so that our customers have easy access to our building and to major highways. In addition, we receive deliveries daily.

When it became evident that no available (or soon-to-be available) building would meet our needs, we decided that build-to-suit new construction would be the best option, albeit a costly one. We knew that we wanted to stay in Onondaga County and continue to serve our existing and growing customer base here. In addition, we decided that the new facility should serve as a distribution center serving our locations in Rochester and Buffalo, as well as, Central NY and Southern Tier. The Rochester and Buffalo locations have small footprints and can only stock a limited supply of high-volume equipment in these stores. Serving them from Pennsylvania adds costs and lead time, whereas serving them from Onondaga County is preferred, with its central location. It is closest to our current DC-area network, allowing trucking companies to reach locations quickly, and we can deliver products in all geographic directions.

In short, the new facility will allow us to grow our business. It will help our customers with their businesses. Our customers will know that we have the inventory, team, and facility to support their operations. Our growth will create new sales and new employment in Onondaga County (and elsewhere in New York State). We will expand our staffing in sales, customer service, technical service advisors, warehouse team, and management. We will expand our delivery fleet to four trucks and drivers. We are confident that we will hit our revenue goals. However, in order to make the new facility project viable for us as the tenant, we need lease rates that meet our budget, and we need contained and predictable expenditures for real estate taxes also to meet our budget. This is why the OCIDA benefits are crucial for us as the tenant and for the developer/landlord of our new facility.

DEVELOPER/LANDLORD INFORMATION

The project's developer/landlord, like all developers around our state and nation, faces the joint challenges of record-high construction costs and high interest rates. In addition, the project has faced additional requirements that have that increased costs: related to additional surveying, appraisal, planning, design, land acquisition, and future construction):

- Enhanced stormwater requirements. Because of the site's location in the Onondaga Lake Watershed, and because the site is located upstream of the area of Ley Creek that routinely floods, the Town of Dewitt required additional stormwater controls. The site is also in the Onondaga Lake Watershed and therefore requires additional stormwater management.
- Setback and turn radius requirements. The development of this site required keeping the building away from high voltage power lines and the need to meet the requirements for setbacks and turn radius. To achieve this, additional land was purchased from the Town.
- Enhanced construction materials. The project will use higher quality materials than many existing and new warehouse buildings in our market. For example, insulated metal panels, rather than standard metal clad, will achieve energy efficiency, improved aesthetic, and greater longevity.

These factors have resulted in additional project costs including, but not limited to, surveying, design, approvals, land acquisition, appraisals, and the planned construction.

Despite these challenges, the developer wishes to bring the project to fruition, provided that the OCIDA benefits can be obtained. In addition to the benefit that the project will provide to the tenant and to the county's economy (as described below), the project fills a gap in the local real estate market. Onondaga County currently faces a great shortage of warehouse properties. As is widely predicted by economic development and real estate professionals, this shortage is likely to become exacerbated with the arrival of Micron and its supply chain companies. Building A's 30,000 SF is a common size requirement for warehouses in our area.

D) Description of Project:

The project is being developed for Wallace Supply, LLC dba JSWG Supply, LLC to occupy the building under a 10-year lease. Wallace Supply, LLC dba JSWG Supply, LLC has the option to self-manage the property as they will be the sole occupant or retain local management services.

- i) 30,000 SF building with the following breakdown of use:
 - Showroom: 2,562 SF
 - Training: 1,000 SF
 - Warehouse / Distribution: 25,000 SF
 - Building Utilities: 438 SF
 - Offices: 1,000 SF

- ii) Lot Size: 3.87 acres. This includes all of the existing 6808 Crossbow Drive, 57.39% of 6822 Crossbow Drive, and Lot 10 - 0.16 acres being acquired from the Town of Dewitt.
- iii) Site is vacant land. Intended use is a warehouse distribution building for Wallace Supply, LLC dba JSWG Supply, LLC.
- iv) Intentionally Blank
- v) Contract buyer for the property is JWP ECSI, LLC. It will be assigned to 6808 Crossbow Drive, LLC upon receipt of all necessary approvals including OCIDA projects incentives and an agreement for project financing.

H) Wallace Supply, LLC dba JSWG Supply, LLC currently leases space on Canal Street in the City of Syracuse. This facility does not have the land or structure to accommodate Wallace Supply, LLC dba JSWG Supply, LLC requirements. They have searched the market, including the City of Syracuse, for a new facility and City of Syracuse does not have facility options to meet the requirement.