

**ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
APPLICATION**

Please answer all questions either by filling in blanks or by attachment in quadruplicate. (Use attachments where necessary).

I. APPLICANT INFORMATION

DATE: 7/11/2007

Company Name:	G. A. Braun, Inc.				
Mailing Address:	P.O. Box 70				
City:	Syracuse	State:	NY	Zip:	13205-0070
Phone:	315-475-3123		Fax:	315-475-4130	
Contact Person:	J. B. Werner				
Email Address:	jbwerner@gabraun.com				
FED ID Number:	15-0508635				

Principal Owners/Officers/Directors:
(list owners with 15% or more in equity holdings with percentage ownership)

Name	% Ownership	Address	Phone
James. B. Werner	100	461 E. Brighton Ave., Syracuse, NY 13210-4143	315-475-3123

Corporate Structure (attach schematic if Applicant is a subsidiary or otherwise affiliated with another entity)

Form of Entity:

☒ Corporation State Incorporated New York

☐ Partnership ☐ General ☐ Limited

number of general partners _____

and, if applicable, number of limited partners _____

☐ Limited Liability Company/Partnership (number of members _____)

☐ Sole Proprietorship

If a corporation, partnership, or limited liability company/partnership:

What is the date of establishment _____,

Place of organization _____ and,

If a foreign organization, is the Applicant authorized to do business in the State of New York? ☐ Yes ☐ No ☐ N/A

Applicant's Counsel

Name:	Paul Reichel				
Firm:	Bond, Schoeneck & King				
Mailing Address	One Lincoln Center				
City:	Syracuse	State:	NY	Zip:	13205-1355
Phone:	(315) 422-0121	Fax:			(315) 422-3598

Applicant's Accountants

Name:	Anthony Dannible				
Firm:	Dannible & McKee, LLP				
Mailing Address	Financial Plaza 221 S. Warren St.				
City:	Syracuse	State:	NY	Zip:	13202-2687
Phone:	(315) 472-9127	Fax:			(315) 472-0026

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II. PROJECT INFORMATION

- A. Describe the proposed acquisitions, construction or reconstruction, including buildings, site improvements and equipment. Also, indicate square feet by usage (e.g., office, laboratory, manufacturing), and type of construction. Attach copy of preliminary plans or sketches, or floor plan of existing facility.

Project is a 155,000 SF pre-engineered steel structure with 20,000 SF of office, 125,000 SF of manufacturing/assembly, and 10,000 SF of storage. An additional 100,000 SF of expansion space is planned for the future.

- B. Location of Project, including city, town or village within which it is located. Attach a map showing location of project:

Corner of General Irwin Blvd. and Stewart Drive in Hancock Airpark within the town of Cicero.

- C. Utilities on Site:

Water: ☒ Yes ☐ No
Gas: ☒ Yes ☐ No

Electric: ☒ Yes ☐ No
Sanitary/Storm Sewer: ☒ Yes ☐ No

- D. Initial owner, operator or manager of the Project (land, building, improvements and/or personal property)

G. A. Braun, Inc.

If other than Applicant, by what means will the site be acquired for this Project:

- E. Zoning of Project Site: Current: Commercial

Proposed: General Commercial Plus

- F. Are any variances needed: ☐ Yes ☐ No

If Yes, describe:

UNKNOWN. Town of Cicero is undergoing a change of its zoning ordinance and the specific zoning for the Hancock Airpark. Depending on the outcome of this process, a variance may, or may not, be required.

- G. Principal use of Project upon completion:

Office, manufacturing and assembly.

H. 1. Will the completion of the Project result in the removal of a plant or facility of the Project Occupant from one area of the State of New York to another area of the State of New York? ☐Yes ☒No

2. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Project Occupant located in the State of New York? ☒Yes ☐No

3. If any answer to questions 1 or 2 above is yes, is the Project reasonably necessary to discourage the Project Occupant from removing such other plant or facility to a location outside the State of New York? ☒Yes ☐No

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

☒Yes ☐No

4. Will the Project include facilities or property that are primarily used in making retail sales to customers who personally visit such facilities? ☐Yes ☒No

If yes, will the cost of these facilities exceed one-third of the total project cost?

☐Yes ☐No

I. Estimate how many new jobs will be created or retained as a result of this Project:

Construction: 25-40

Existing: 90

New: 40 (Includes
Florida location)

J. Payroll & Employment Information

1. Annual Payroll – 2006

	TOTAL	SYRACUSE, NY
Present	\$9,921,129.00	6,607,872.00
First Year After Completion of Project		7,132,000.00 *
Second Year After Completion of Project		7,682,830.00 *

* 2% wage increase + 10 employees per year at \$40,000.

2. Employment Plan – **Complete Appendix I**

G. A. Braun, Inc. currently has 2 manufacturing sites; one in Syracuse, NY; the second in Fort Lauderdale, FL. The new factory will add about 20 people for new fabrication operations and another 20 employees when the Florida operation is consolidated into the new Syracuse factory.

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K. Project Costs (Estimates) Give an accurate estimate of the following costs:

Land:	\$100,000.00
Building Construction:	\$6.885MM
Site Work:	\$1.8MM
Legal Fees: (other than Company's Attorneys)	unknown at this time
Engineering Fees:	\$350,000.00
Financial Charges:	unknown at this time
Machinery & Equipment:	\$3,000,000
Agency Fee:	unknown at this time
Other (Specify): Environmental & other site prep.	\$475,000.00
Estimated Total Cost:	

L. Financial Assistance being applied for

		<u>Estimated Value</u>
<input checked="" type="checkbox"/>	Real Property Tax Abatement	TBD
<input checked="" type="checkbox"/>	Mortgage Tax Exemption	TBD
<input checked="" type="checkbox"/>	Sales and Use Tax Exemption	TBD
<input checked="" type="checkbox"/>	Issuance by the Agency of Tax Exempt Bonds	\$10,000,000.00

M. Cost Benefit Analysis:

<u>Costs = Financial Assistance</u>		<u>Benefits = Economic Development</u>	
Estimated Sales Tax Exemption	TBD	Jobs Created	40
Estimated Mortgage Recording Tax Exemption	TBD	Jobs Retained	100
Estimated Property Tax Abatement	TBD	Private Funds Invested	2-4 million
Estimated Interest Savings IRB Issue	TBD	Other Benefits	TBD

N. Project Schedule:

Give an estimate of the Schedule to complete project. June 1, 2008

O. Company Financial Information Attachment:

1. Copies of two most recent financial statements.
2. Copy of most recent Annual Report
3. If available, sales, income projection for future years.

P. Environmental Information

1. The Agency must make a determination of environmental significance for the project. A completed Full Environmental Assessment Form must be submitted.

III. REPRESENTATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

- A. Job Listings. In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will 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 "WIA") of the service delivery area created by the Workforce Investment Act of 1998 in which the Project is located.
- B. First Consideration for Employment. In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the Applicant will first consider persons eligible to participate in WIA programs who shall be referred by the WIA Entities for new employment opportunities created as a result of the Project.
- C. Annual Sales Tax Filings. In accordance with Section 874(8) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the Applicant agrees to file, or cause

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Give an estimate of the Schedule to complete project. June 1, 2008

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to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant.

- D. Annual Employment Reports and Outstanding Bonds. The Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at this project site. The applicant also understands and agrees to provide on an annual basis any information regarding bonds, if any, issued by the Agency for the project, that is requested by the Comptroller of the State of New York.
- E. Recapture of Tax Abatements/Exemptions. The Applicant understands and agrees that the benefits received from tax abatements/exemptions shall be subject to recapture in accordance with the Agency's tax exemption policy.
- F. Local Labor, Local Content/Supplies Policy. The applicant understands and agrees that, to the extent practicable, local labor contractors and suppliers will be used for the construction of the Project and local contractors shall have the opportunity to bid on contracts relating to the Project. The form in Appendix II, Local Access Agreement, must be completed and included with this application.
- 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, officers or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:
-
- H. Fees. This Application should be submitted with a non-refundable \$500.00 Application Fee to the Onondaga County Industrial Development Agency, 421 Montgomery Street, Syracuse, New York 13202 (Attn: Executive Director).

The Agency will collect a 1% (.01) administrative fee at the time of closing, based on the value of the bonds issued, or, if no bonds are issued, the cost of the project listed in Section K. For manufacturing projects under \$10 million and for Library Association projects, the fee will be .75% (.0075) of the bond amount of project cost.

The Applicant and the individual executing this Application on behalf of the Applicant acknowledge that the Agency will rely on the representations made herein when acting on this Application and hereby represent 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.

____ G.A. Brown, Inc.
(Applicant - Company)


By: 

Name: J.B. Werner

Title: CEO/President

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By: 
Name: J.B. Werner
Title: CEO/President

IV. 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 causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with the 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 attorneys' fees, if any.

____ G. A. Brown, Inc.
(Applicant - Company)

By: [Signature]

Name: J. B. Werner

Title: CEO/President

Date: 7/11/07

STATE OF NEW YORK)

COUNTY OF ONONDAGA) ss.:

On the 11 day of July in the year 2007 before me, the undersigned, a notary public in and for the said State, personally appeared satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he/she executed the same in his/her capacity, and that by his/her signature on the instrument, the individual or the person upon behalf of which the individual acted, executed this instrument.

Linda L. Kenyon
Notary Public

LINDA L. KENYON
Notary Public, State of New York
Registration #01KE6057520
Qualified In Onondaga County
My Commission Expires April 16, 20 11

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
APPENDIX I
EMPLOYMENT PLAN
PART 1

Company Name	G. A. Braun, Inc.				
Address	P.O. Box 70				
City	Syracuse	ST	NY	Zip	13205-0070
Type of Business	Manufacturer Commercial Laundry Equipmemt				
Contact	J. B. Werner				
Phone	315-475-3123	Email	jbwerner@gabraun.com		

Please complete the following chart describing your projected employment plan following receipt of financing.

Current and Planned Full Time Occupations in Company NY only	Current Number Full Time Jobs Per Occupation NY only	Estimated Number of Full Time Jobs After Completion of the Project		
		1 year	2 year	3 year
Shop -	39	49	64	79
Parts & Service -	11	11	11	11
Engineering -	13	13	13	13
Production Control -	9	9	9	9
Sales & Adm. -	18	18	18	18

Are the employees of your firm currently covered by a collective bargaining agreement?


☐ Yes ☒ No If yes, Name and Local _____

Indicate whether labor pool in Onondaga County is adequate to fill new jobs.

☐ Yes ☐ No If no, explain:

--

Under current law an IDA must consider such things as job creation, job retention when approving projects.

By: 
Name: J.B. Werner
Title: CEO/President
Date: 7/11/07

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ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

APPENDIX I

EMPLOYMENT PLAN

PART 2

(Enter Company Name in three (3) places below and sign by a Company Officer)

In consideration of the benefits provided by the Onondaga County Industrial Development Agency, G. A. Braun, Inc., project beneficiary, agrees to cause any new employment opportunities created in connection with industrial or commercial projects financed by the proceeds of such obligations to be listed with the New York State Department of Labor Community Services Division (DOL) and with the CNY Works.

G. A. Braun, Inc., project beneficiary, also agrees to report to the Onondaga County Industrial Development Agency on or before March 1 of each year on the status of employment opportunities filed with DOL, including the number of new employment opportunities created, the number listed and the number filled for the year ending the prior December 31.

G. A. Braun, Inc., project beneficiary, further agrees that, to the extent practical and feasible, and subject to the requirements of any existing collective bargaining agreement, shall fill at least ten percent of new employment opportunities with persons eligible for service under the Workforce Investment Act.

Signed: _____


Company Officer

Date:

7/11/07

Address:

461 E. Brighton Ave
Syracuse, NY 13210

Phone:

315-475-3123 X-225

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPLICATION

Appendix II - Local Access Agreement

Recognizing the goal of the OCIDA to promote the use of local labor, contractors and suppliers, and in consideration of the extension of financial assistance by the Agency, _____ (the Company) understands that it is the Agency's policy that benefiting companies should utilize local labor and businesses, particularly in the construction phase of a project. The Company agrees to provide the information requested below as a way to provide access for local participation.

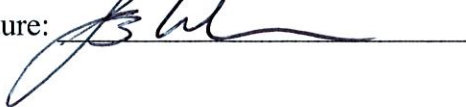
Company				General Contractor				VIP Structures, Inc.			
Representative for Contract Bids and Awards				Contact				Kim Cirman			
Address				Address				One Webster's Landing			
City		ST		Zip		City	Syracuse	ST	NY	Zip	13202
Phone		Fax		Phone	471-5338	Fax	471-5330				
Email				Email				kcirman@vipstructures.com			
Project Address				Construction Start Date				10/1/07			
City		ST		Zip		Occupancy Date		6/1/08			

Project Components – Indicate those for which bids will be sought:

Item	Estimated Value	Bid Date	Contact
Site work/Demolition	\$1.8MM	8/07	Kim Cirman
Foundation and footings	\$250,000.00	8/07	"
Building Concrete	\$600,000.00	8/07	"
Masonry	\$180,000.00	8/07	"
Metals	\$100,000.00	8/07	"
Wood/casework	\$20,000.00	8/07	"
Thermal /moisture proof	--		
Doors, windows, glazing	\$175,000.00	8/07	"
Finishes	\$220,000.00	8/07	"
Electrical	\$690,000.00	8/07	"
HVAC	\$365,000.00	8/07	"
Plumbing	\$150,000.00	8/07	"
Specialties	\$28,000.00	8/07	"
Machinery & Equipment			
Furniture and Fixtures			
Utilities			
Paving	\$200,000.00	8/07	"
Landscaping	\$25,000.00	8/07	"
Other (identify)			

Date: 7/11/07

Company: G.A. Brown, Inc.

Signature: 

Name: J.B. Werner

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPLICATION

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